

Navigating Public Sector Procurement

NE Sustainable Supplier Event – 24th March 2026



Procuring For You

- not just a strapline but an ethos that informs everything we do.
- we collaborate with a wide range of stakeholders to ensure that their needs are understood and met.
- whether you are a public sector colleague, a supplier interested in doing business with us, or an end-user using the goods and services we procure, you can rest assured that we are procuring for you.



PROCUREMENT AT NEPO

- Construction
- Corporate Services
- Energy
- Facilities Management
- Fleet
- Food
- ICT (delivered in partnership with YPO)
- Professional Services
- Social Care

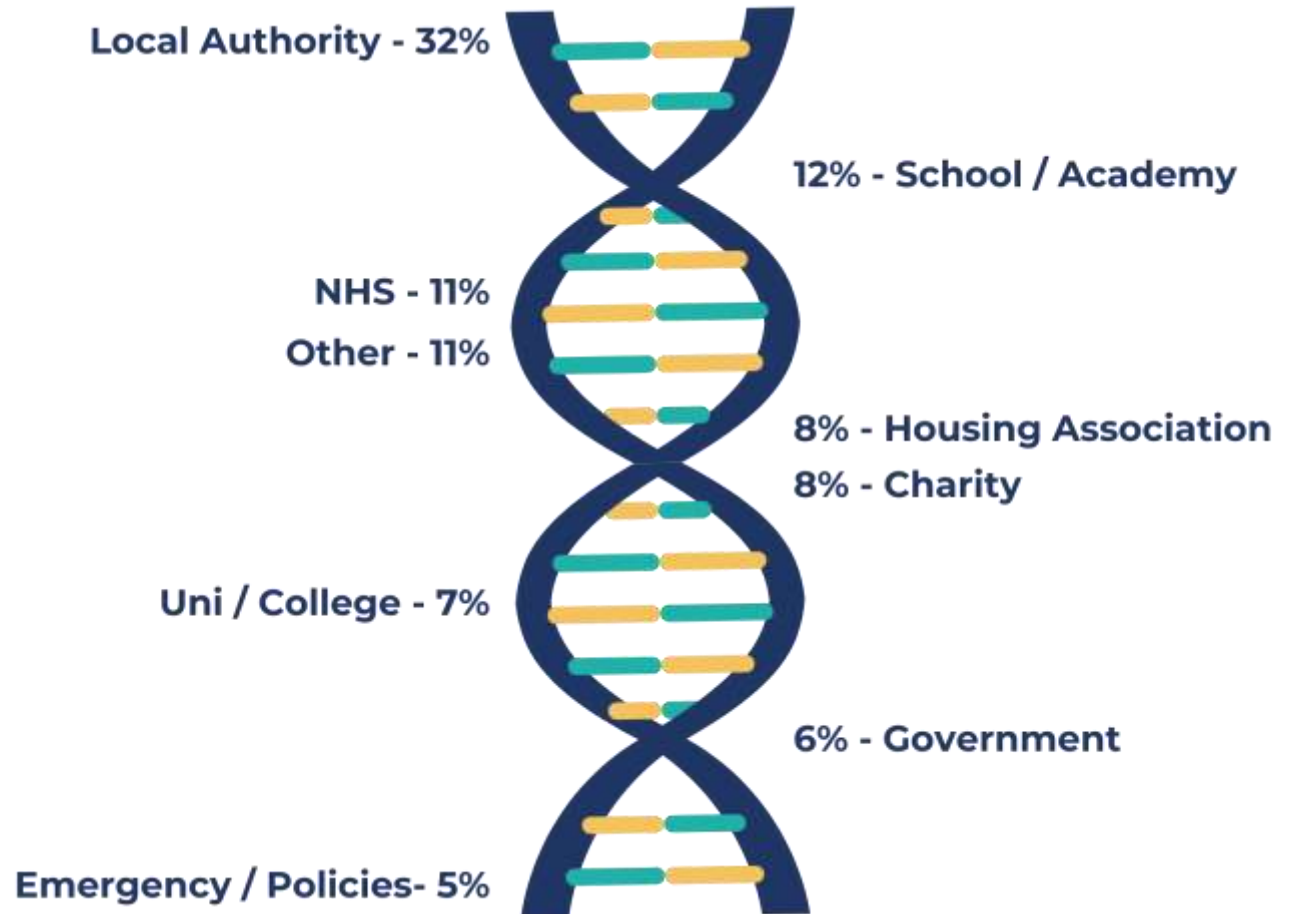
Over **£1BN** spend by through c75 solutions



Working with the wider public sector

- 1,000+ Associate Members
- Exporting supplier talent to the wider UK public sector
- Supporting SMEs & Suppliers
- ESG & Social Value

Our membership DNA:



THE WIDER PUBLIC SECTOR

1000+ Associate Members:



The Newcastle upon Tyne Hospitals
NHS Foundation Trust

Liverpool
City Council

Bath & North East
Somerset Council



Department
for Environment
Food & Rural Affairs



London
South Bank
University

Strategic Partners:



What's In It For You?

- Public sector spend represents around 47.7% of the NE regional economy ([IFS 2025](#)).
- NE public sector combined annual procurement spend of £6.3B.
- On average 35% of this is spent with regional SMEs = £2.4B.
- Multi-million £ contracts headline but reality is different – smaller below threshold opportunities make up majority of contract opportunities.
- NEPO data for 2024/25 – of 4,200 tenders 87.6% were small/below threshold.
- Just over 9,000 local SMEs responded - low level of competition

What Procurement means for you

- Contracts are awarded on principles of fairness, openness and value for money.
- Public bodies must demonstrate value for money, not lowest cost.
- Procurement is legally required to be fair, transparent and competitive.
- National policy has driven an increasingly strong focus on sustainability, social and value and innovation

Procurement Law – PA23

Key Developments under the Procurement Act 2023 include:

- A central digital platform for opportunities (via One Login on Find a Tender)
- Buyers are required to publish pipeline notices for contracts over £2m
- Award notices naming all bidders, as opposed to just the successful supplier
- Increased flexibility for buyers in terms of processes and procedures
- Increased focus on supplier performance through contract management.

How Public Sector Tendering Works

a. Common procurement procedures

- **Open Procedure:** Any supplier may bid — most common for below-threshold and straightforward procurements.
- **Competitive Flexible Procedure:** Multi-stage, used for more complex procurements; may involve qualification stages and dialogue.

b. Typical tender components

- Selection questionnaires (SQ/PSQ) — checks on capability, finances, policies.
- Quality questions — how you will deliver.
- Price submission.
- Social value commitments.

c. Evaluation

- Based on MAT: price, quality and social value.

Sustainability – Your Competitive Advantage

Key message: Sustainability is now a core scoring area, not an optional extra.

- Minimum 10% social value weighting in central government contracts since PPN 06/20 (and reinforced by 2025 guidance).
- Social value must be **proportionate** and evidence-based
- Sustainable suppliers have an advantage because environmental outcomes directly support public sector priorities such as:
 - Net zero
 - Circular economy
 - Responsible supply chains
 - Local employment and skills

Supplier Partnership Programme



- Over 10 years' experience of providing supplier support - reviewed 2023 & relaunched as NSPP.
- Range of **free** support – but 3-hour time commitment for online sessions. Includes 1-1 surgery appointments
- Expert bid writing delivery partner with extensive public sector tendering knowledge and bring supplier point of view via 'lived experience'.
- Content focuses on practical ideas, strategies, methodologies and hints & tips.
- Topics - introduction to public sector tendering, social value & bid writing.
- Partnership deal – public buyers get better tender outcomes and suppliers secure more contracts = win/win.

Introduction to Public Sector Procurement

- Develop an understanding of the UK public sector procurement process – legislation, regulations and terminology and what this means for bidders.
- Examine the different procedures available to public sector buyers.
- Ways to identify live and upcoming tender opportunities.
- Look at ways to methodically decide which ones to pursue.
- Understand key tender documentation and how to participate.

Social Value

- Develop stronger understanding of social value – theoretically and in practice.
- Identify ways in which social value might be delivered.
- Explore methods for social value assessment and measurement.
- Discuss ways in which social value responses might be presented as part of competitive tender submissions.
- Recognise social value in tendering must be proportionate, making it applicable to all contracts regardless of value, duration, etc.

Bid Writing Masterclass

- Different supplier audiences - new to PS tendering & experienced.
- Develop understanding of the overarching bid writing process and what makes a strong tender.
- Breaking questions down and structuring responses optimally.
- Build skills in applying strategy and bid themes to bids.
- Use of & risks of AI in the bid writing process (see [PPN 017](#)).
- Improve writing techniques specific to the tender process through:
 - Creating high-quality responses – using what, how & why hierarchy
 - Concise and focused writing - working to word limits
 - Appropriate use of ‘evidence’

THANK YOU



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