



Tendering with the Public Sector – Home Care and Supported Lifestyles

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Aim

- To enable suppliers to submit competitive, sustainable bids that allow Cornwall Council to commission and procure services that meet peoples' outcomes, offer good quality and are value for money

Objectives

- To familiarise you with Due North requirements
- To highlight important information

Bureaucracy or necessity?

....Necessity

- We are bound by the Public Contracts Regulations and Cornwall Council Contract Procedure Rules to ensure we adhere to the principles of procurement which are fairness, equality, transparency and proportionate approach

E-tendering - Due North

- All suppliers must register to receive alerts relating to relevant contract opportunities
- www.supplyingthesouthwest.org.uk
- All tender information is published on Due North (e.g. specification, ITT, Legal terms and conditions)

Due North – Support for Suppliers

- [e-Tendering and Contract Management System/](#)

From the website...

- Please find below the slides used at the Due North Supplier Training Days and a Supplier Guide to Registration:
- [Due North Supplier Training Slides](#)
- [Supplier Guide to Due North Registration](#)

Common reasons why organisations fail at the tender stage

- Missing a deadline to submit information
- Failure to provide the required information
- Attaching policies as answers to method statement questions (where policies have not been requested)
- Not understanding that tender bids will **only** be marked on your information submitted in your tender bid; regardless of whether you already are doing business with the council

Top tips

- Understand your business – service **and** commercial aspect
- Check your word count where relevant. Any words over the stated maximum will not be evaluated
- Focus your answer on what is being asked rather than your standard offer
- Consider the evaluation criteria when preparing your answers
- Check your prices and supporting information before submitting

Any questions?

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