

# Is Hackney Council on your Customer List?

**HACKNEY**

PROCUREMENT SKILLS  
DEVELOPMENT CONFERENCE



Thursday 9 February 2006

Hackney Town Hall

Hackney Council and its Partners are spending more than £500 million this year on goods and services in construction, health and social care, education, leisure and the environment.

Hackney Enterprise Network and Hackney Procurement Centre want to help you to be fit for business.

**Learn how and where to look for  
contract opportunities with  
Hackney Council**





# conference contents

## **HACKNEY PROCUREMENT SKILLS DEVELOPMENT CONFERENCE**

**We are supporting Hackney's drive to increase the population of local businesses in its supply chain with capacity building and supply chain development.**

Hackney Enterprise Network, in partnership with the Hackney Procurement Centre, is assisting, equipping and mentoring small businesses so that they can tender for public sector contracts.

The speakers will explain the contribution that procurement can make to the growth, sustainability and competitiveness of Hackney's small businesses and voluntary and community sector groups.

They will urge delegates to take full advantage of the capacity building programme being offered through Hackney Enterprise network and the Hackney Procurement Centre to improve their companies' chances of securing public sector work.

### **KEYNOTE ADDRESS**

**Hackney Helping Small Businesses in Procurement.**

**Hackney Council's policy and agenda.**

"A key feature to the future prosperity and increased competitiveness of Hackney's small businesses will be their ability to provide goods and services now and in the future to the local authority and other key public sector agencies, whose purchasing power dominates the local economy in this borough"

*(Dianne Abbot, MP, Hackney North and Stoke Newington, speaking at Hackney Enterprise Network Public meeting June 2005)*

Hackney Enterprise Network has been working in partnership with the London Borough of Hackney's Procurement Team to develop this initiative to encourage local businesses to engage in public procurement. Chris Hudson - Hackney's Assistant Director of Procurement - will discuss how Hackney is developing its processes to assist small businesses to join its suppliers.

### **TENDERING FOR AND WINNING PUBLIC SECTOR CONTRACTS**

**How easy is it? How can small firms win?**

Tendering for, and winning public sector contracts, is competitive and the processes involved can seem complicated. Despite this, many small companies have mastered many of the processes involved and have succeeded in winning contracts. Delegates will hear from large contractors how they select local firms as sub-contractors for contracts and the benefits this can bring.



## workshop part 1

### **HACKNEY'S PROCUREMENT MANAGERS TELL YOU WHAT SORT OF GOODS AND SERVICES THEY WANT TO BUY AND HOW YOU CAN SUPPLY**

This workshop will provide an insight into how departments in Hackney Council make their purchases and will focus on how small businesses can access these opportunities. It will give an overview of the procurement procedures in each sector and the main suppliers to it. There will be opportunities to talk directly to procurement managers.

## workshop part 2

### **THE LEARNING TRUST: BUILDING SCHOOLS FOR THE FUTURE HACKNEY PROCUREMENT CENTRE: THE TENDERING PROCESS**

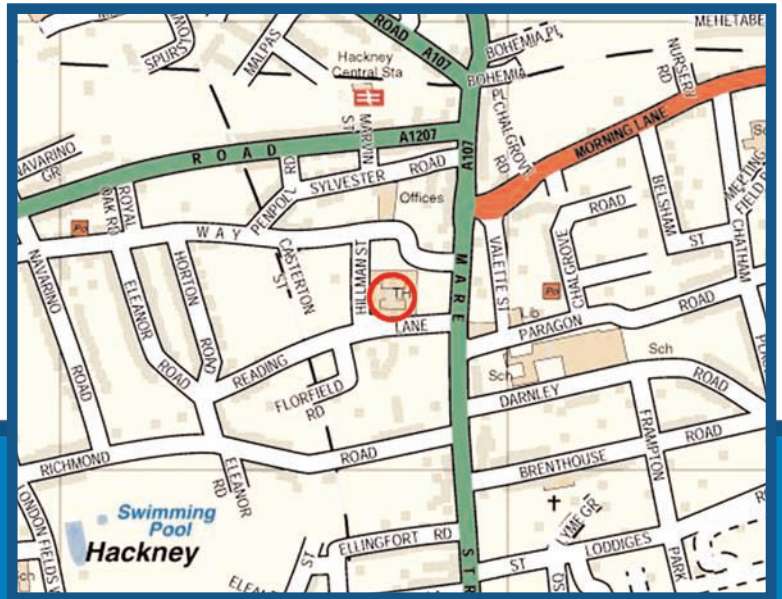
Delegates will learn and understand about a key new Government initiative to build secondary schools and the opportunities this brings. Next, a detailed overview on Hackney Council's tendering process. Further information on tendering workshops will be provided.

### **BOOKING YOUR PLACE**

To book your place please contact Dal Cheema at Hackney Enterprise Network by e-mail: [dal@hackneyenterprise.net](mailto:dal@hackneyenterprise.net) with your name and company details or telephone **020 7553 3730** today.

## LOCATION

THE ASSEMBLY ROOMS  
HACKNEY TOWN HALL  
READING LANE, HACKNEY, E8 1EA



## CONFERENCE SCHEDULE

### 9.30 – 10.00

Registration,  
tea, coffee and croissants

### 10.00 – 10.05

Delegates arrival into main hall

### 10.10 – 10.15

#### Introduction

NEIL BARKLEM  
*Hackney Enterprise Network*

### 10.15 – 10.30

#### Keynote Address

Contracting with Hackney:  
Helping small businesses to  
be fit for business

CHRIS HUDSON

*Assistant Director of  
Procurement, Hackney Council*

### 10.30 – 10.50

#### So, what are the current procurement opportunities in Hackney Housing?

RUSSELL PEACOCK  
*Interim Construction  
Employment and  
Training Manager*

### 10.50 - 11.15

#### The procurement relationship between the voluntary and community sector and public sector and the purpose of the Compact Agreement

UKENT MILLWOOD /  
CARL ALLEN  
*Interim Compact Manager  
and Compact Officer for the  
Voluntary and Community Sector*

### 11.15 - 11.25

Coffee Break

### 11.30 - 1.00

#### Workshop Part One

Hackney's Directorate  
Procurement Managers (DPMs)  
for Environment and Leisure,  
Corporate Services, Housing  
and Social Services

### 1.00 - 2.00

Lunch

### 2.00 - 2.20

#### Good Practice in Supply Chain Development

Speaker TBC

### 2.20 – 2.50

#### Future Developments in Public Sector Procurement

MICHAEL ROBSON  
*Head of Strategic Procurement,  
Hackney Council*

### 2.50 – 3.10

Coffee Break

### 3.15 – 4.30

#### Workshop Part Two

Building Schools for The Future  
(BSF)  
DARREN SIVAPALAN /  
SIMON BRUMFIT  
The Learning Trust.  
Hackney Procurement  
Centre Managers  
*The Tendering Process and  
potential opportunities*

### 4.30 - 6.00

Closing Remarks & Networking

Printed on environmentally friendly paper.  
Elemental chlorine free and from sustainable forests.

TEL: 020 7533 4470  
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