

Contracts Finder Demonstration Transparency Board

Sally Collier, ERG, 8 June 2011

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Transparency in procurement & contracting: PM commitments

- All new central Government ICT contracts to be published online from July 2010
 - All new central Government tender documents to be published on a single website from September 2010, to be made available free of charge
 - All new central Government contracts to be published in full from January 2011 (now including whether contract let to SME)
- £10,000 threshold applies to all 3 commitments

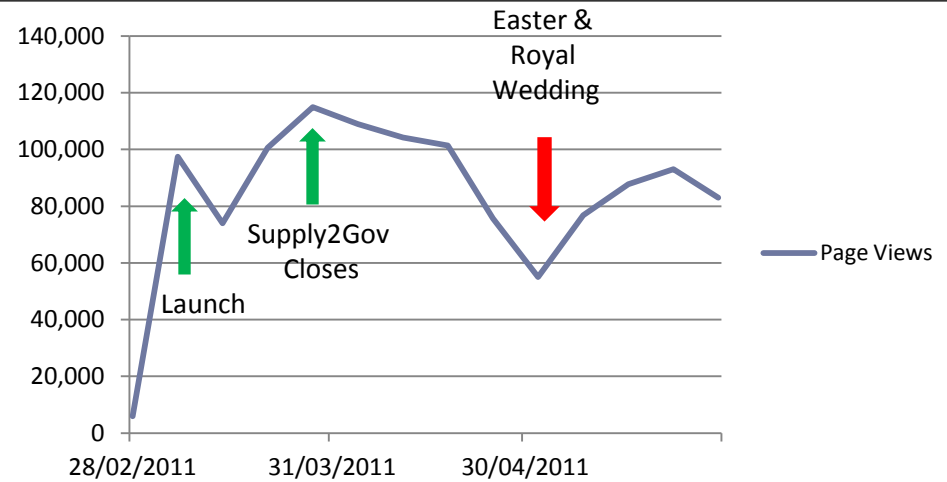
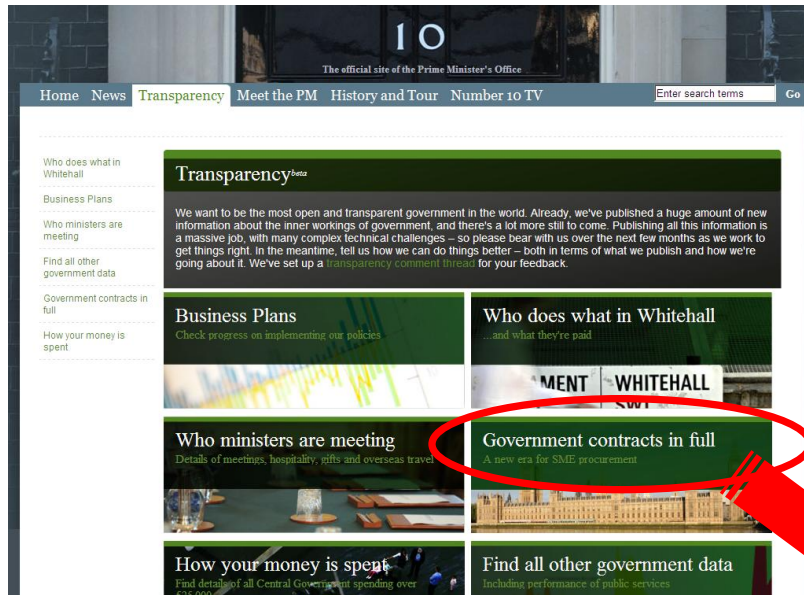
Contracts Finder

- Free service for businesses, government buyers and the public
- Central government tender documents and contracts, and
- New public sector procurement opportunities over £10,000
- Open – information and most features can be accessed without login
- Spans the procurement lifecycle – makes available notices at each key stage
- Contracts Finder is hosted BusinessLink
(<http://www.contractsfinder.businesslink.gov.uk/>).

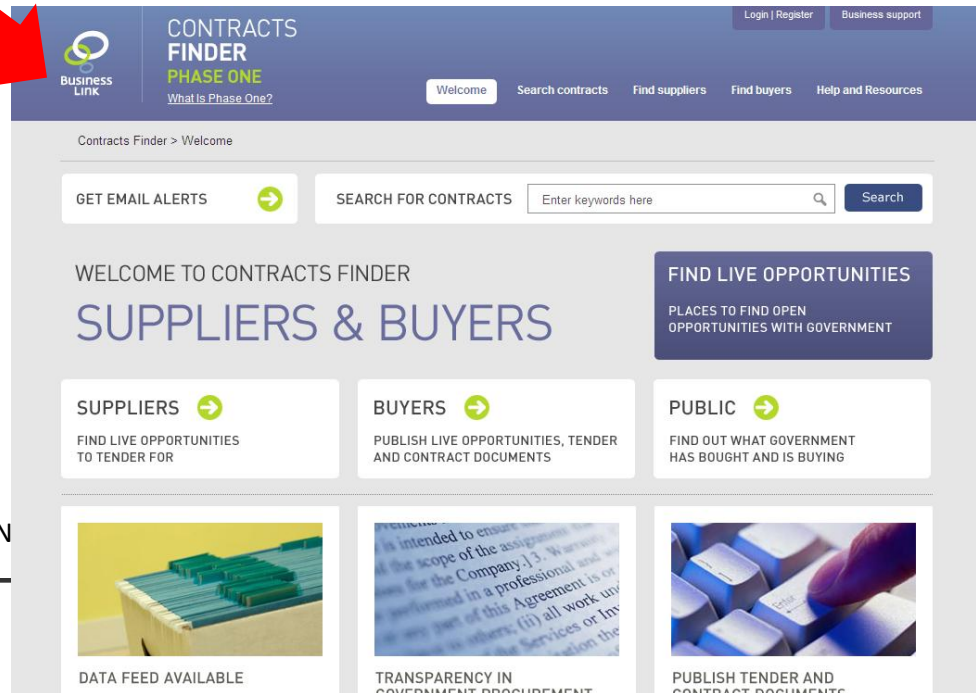
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Official launch 11 Feb 2011

Contracts Finder : Weekly page views



Over 1 million page views
in first 3 months

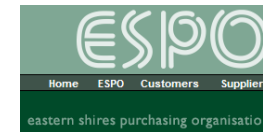


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How do people find us – Growing variety of referrals



	Referring Domains	Instances	
1.	google.co.uk	2,327	24.9%
2.	dfid.gov.uk	792	8.5%
3.	number10.gov.uk	511	5.5%
4.	publiccon...d.gov.uk	440	4.7%
5.	cabinetoffice.gov.uk	423	4.5%
6.	dh.gov.uk	328	3.5%
7.	live.com	272	2.9%
8.	yahoo.com	225	2.4%
9.	environm...y.gov.uk	189	2.0%
10.	klickstream.com	180	1.9%
11.	startupbritain.org	168	1.8%
12.	espo.org	147	1.6%
13.	cambridg...e.gov.uk	117	1.3%
14.	hmpri...gov.uk	106	1.1%
15.	construct...ne.co.uk	105	1.1%
16.	zemaitis-uk.com	105	1.1%
17.	google.com	92	1.0%
18.	tendermatch.co.uk	87	0.9%
19.	placesfo...le.co.uk	84	0.9%
20.	microsof...ator.com	84	0.9%
21.	suffolk.gov.uk	82	0.9%
22.	createsend2.com	82	0.9%
23.	cqc.org.uk	81	0.9%
24.	aol.com	70	0.7%
25.	contractoruk.com	64	0.7%
26.	win-tenders.co.uk	63	0.7%
27.	seeda.co.uk	63	0.7%
28.	ogc.gov.uk	63	0.7%
29.	prisonofficer.org.uk	58	0.6%
30.	similarsites.com	50	0.5%
31.	norfolk.gov.uk	49	0.5%



Sales / Marketing / Tenders

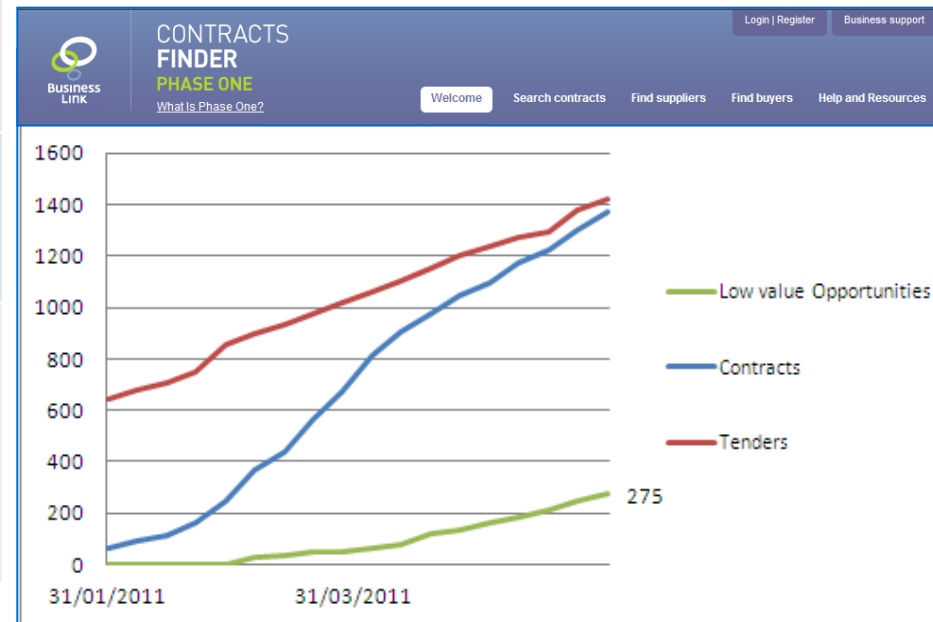
Tony Zemaitis Associates Limited
Sales / Marketing / Tender Consultants



Transparency in procurement & contracting: Compliance

Compliant Departments	HMT, Home Office, Northern Ireland, DfE, Tsol, MoJ, Cabinet office, HMRC, CLG	Greater than 80% published & 100% in preparation
Mostly Compliant Departments	Health, DWP, MoD, DCMS,	Greater than 60% published and 90% plus in preparation
Departments with issues	DFID, DfT, BIS, DEFRA, DECC	Approx 50% published
Non Compliant Departments	FCO	On going problems with clearing contracts for publication.
Inactive Departments	GEO, Crown Prosecution Service, Attorney General's Office, Scotland Office, Wales Office	No tenders issued or contracts awarded

- **Transparency Progress Report published monthly**
- **Poor compliance challenged by ERG**
- **Number of tenders and contracts growing steadily**
- **Low value opportunities starting to increase**



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Public View

A. Press highlights government contracts

B. List shows Teachers Pension Service £80m

C. Search Contracts Finder for “Teachers Pension” – Select “Show only contract documentation”

D. One result

E. List of Contract Documents

F. Click to view and download Contract documentation

guardian.co.uk

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News | Datablog

DATABLOG

Facts are sacred

A guide to coalition government contracts : how to get all the data

The top 50 most expensive contracts the coalition government has agreed with private companies and other data that helps to make sense of the agreements

• Get the data

Lisa Evans
guardian.co.uk, Tuesday 31 May 2011 20:09 BST
Article history



Tweet 20
Share 87
Comments (1)

Use larger | smaller

Politics
Government data - Private finance initiative
Society
Public finance
More data

Search for contracts

by keyword

by CPV code

by buyer

Find contracts about...

Teachers Pension

☐ all of these words ☐ one or more of these words ☒ this exact phrase

Location of contract:

within 0 miles of United Kingdom

☐ widen location search

Value of the contract:

From £ e.g. 20000 to £ e.g. 100000

☐ include overlapping values

Quick filter options:

☐ show only live opportunities ☐ include older contracts
☐ items more suitable for smaller suppliers ☐ show only tender documentation
☒ show only contract documentation

Get your results now

Search

(1) THE SECRETARY OF STATE FOR EDUCATION

AND

(2) CAPITA BUSINESS SERVICES LIMITED

AGREEMENT FOR THE PROVISION OF
ADMINISTRATION SERVICES IN RELATION TO THE
TEACHERS' PENSION SCHEME
(ENGLAND AND WALES)

Data summary

Top 50 most expensive Government contracts published so far
Click heading to sort

Name of Contract	Brief contract description	Location	Date	Value (£)
National Spatial Planning Arrangement 2011-2015 LOTS 1-7	T's involvement in Land use and Spatial Planning. Much of the work is carried out on statutory b	United Kingdom	19/04/2015	360,000,000
Energy Contract between NDA and EDF Energy Plc	The parties entered into an ISDA Master Agreement for power, gas and carbon under which the NDA will sell the output from its generating stations to E	Cumbria	31/12/2014	300,000,000
The Provision of Facilities Management Direct Services - Germany	Provision of the hard facilities management (FM) service in support of the British Forces stationed in Germany. The Hard FM service shall comprise of	Glasgow City	03/03/2016	199,545,792
Provision of Catering (including Food Supply), Hotel, Retail and Leisure Services to the RAF (Super CRL)	The provision of catering services (including food supply), hotel, retail and leisure services at various RAF Stations across the UK.	United Kingdom	24/02/2018	150,000,000
Teachers Pension Service	Administration of the Teachers Pension Service	Darlington	27/10/2018	80,000,000

CONTRACTS
FINDER
PHASE ONE
What Is Phase One?

Contracts Finder > Search contracts > Search results

SEARCH RESULTS

Teachers Pension

☐ all of these words ☐ one or more of these words ☒ this exact phrase

REFINE SEARCH

clear all filters

Quick filters

☐ show only live opportunities
☐ items more suitable for smaller suppliers

We found 1 results: Show items per page: 10 | 25 | 50 | 100 | 200

Contract	Location
Teachers Pension Service Administration of the Teachers Pension Service	Darlington

Name of the buying organisation:
Department for Education

Description of the contract

Administration of the Teachers Pension Service

Contract documents

Administration of the Teachers Pension Service - contract (43) Contract for TPS Administration Services - Redacted Version.pdf (410kb)

Administration of the Teachers Pension Service - Definitions (43) Schedule 1.1 Definitions - Redacted Version.pdf (210kb)

Administration of the Teachers Pension Service - Schedule 03 (43) Schedule 0.3 Department Responsibilities - Redacted Version.pdf (240kb)

Administration of the Teachers Pension Service - Schedule 2.1 (43) Schedule 2.1 Annex A - TPS Authorisation Contract Out Order (3rd Contract).pdf (403kb)

Administration of the Teachers Pension Service - Schedule 2.1 Service Requirements (43) Schedule 2.1

D.

F.

E.

Public View

Business Link

Select your location Site map | Help | About

Information. Support. Compliance.

My Business What's new? Do it online Direct

Home > Grow your business > Suppliers: overview of tendering in government procurement and contracting

Grow your business

Suppliers: overview of tendering for contracts

Transparency in government procurement and contracting

Introduction

What 'transparent government' means

Use Contracts Finder to access documents published under the transparency commitment

View statistics for procurement notices published by government departments and agencies

You can download an overview of procurement activity for all government departments and agencies that have published notices on Contracts Finder.

This will show you the progress made by each organisation toward meeting the government's commitment to transparency in procurement and contracting - as set out by the Prime Minister in May 2010.

The document is in table format and is updated weekly. It shows - for each central government department - the total number of various items published on Contracts Finder, including:

- tender document summaries
- contract document summaries
- live opportunities

The information is published in Comma Separated Values (CSV) format - a text file that can be read by Microsoft Excel and many other applications. The file size will increase over time as more notices are added to Contracts Finder.

Download a summary of procurement notices published on Contracts Finder (CSV, 1K).

■ Starting up

■ Finance and grants

■ Tax, payroll and company information

A.

A. Summary of published tenders and contracts available on BusinessLink

B. Grouped by departmental family and updated weekly

C. Available for download

- Attorney General's Office
- Cabinet Office
- Charity Commission
- Department for Communities and Local Government
- Department for Education
- Department for International Development
- Department for Work and Pensions
- Department of Health
- Forestry Commission
- Business, Innovation and Skills
- Central Office of Information
- Crown Prosecution Service
- Department for Culture Media and Sport
- Department for Environment, Food and Rural Affairs
- Department for Transport
- Department of Energy and Climate Change (DECC)
- Foreign and Commonwealth Office
- Government

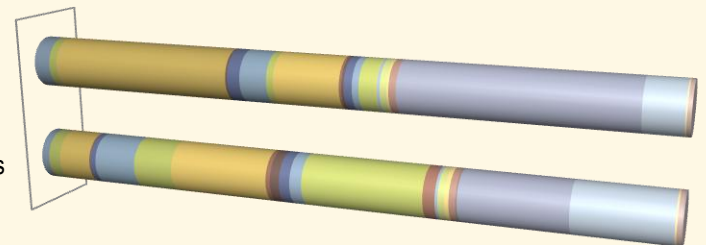
C.

	A	B	C
1	Data	Contracts Finder - Publishing Summary	
2	Published	30 May 2011	
3	Format version	1.1	
4			
5	Government Department or Agency	Published Tender Summaries	Published Contract Summaries
6	Attorney General's Office	0	0
7	Business, Innovation and Skills	19	37
8	Cabinet Office	29	18
9	Central Office of Information	78	403
10	Charity Commission	3	2
11	Crown Prosecution Service	0	2
12	Department for Communities and Local Government	13	28
13	Department for Culture Media and Sport	100	59
14	Department for Education	93	15
15	Department for Environment, Food and Rural Affairs	228	141
16	Department for International Development	10	5
17	Department for Transport	21	5
18	Department for Work and Pensions	24	17
19	Department of Energy and Climate Change (DECC)	27	14
20	Department of Health	265	36
21	Foreign and Commonwealth Office	1	1
22	Forestry Commission	26	0
23	Government	0	0
24	Government Equalities Office	0	0
25	HM Procurator General and Treasury Solicitor	6	6
26	HM Treasury	14	14
27	HMRC	9	4
28	Home Office	14	15

B.

Published Contract Summaries

Published Tender Summaries



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Supplier View

SME interested in conservation work

- Search “Conservation”
- 19 results, looks a bit big for me!
- Refine Search “items more suitable for smaller suppliers”
- Click for more details
- Contact Buyer and arrange site visit



WelcomeSearch contractsFind suppliersFind buyersHelp and Resources

SEARCH FOR CONTRACTSConservationSearch

We found 19 results: Show items per page: 10 | 25 | 50

Contract

Conservation of the Royal Artillery Memorial
This is a works contract for the cleaning and conservation of the masonry structure. The memorial is Grade 1 listed and only companies with evidence o

UK-Belfast: restoration work
Conservation & restoration of SS Nomadic & Hamilton Dock. The restoration of the SS Nomadic ship to include to include full internal refurbish

REFINE SEARCH

[clear all filters](#)

Quick filters

☒ show only live opportunities

☒ items more suitable for smaller suppliers

We found 2 results: Show items per page: 10 | 25 | 50 | 100 | 200

Sort results by: Relevance

Contract	Location	Date	Value
<u>Conservation of the Royal Artillery Memorial</u> This is a works contract for the cleaning and conservation of the masonry structure. The memorial is Grade 1 listed and only companies with evidence o	London	07 Jun 11	£50,000 - £85,000

Conservation of the Royal Artillery Memorial

Reference number:
330/799/9822

Deadline date:
07/06/2011

This deadline is for...
Expressions of interest

Value:
£50,000 - £85,000

Main site of work/delivery
London
The Royal Artillery Memorial is on Hyde Park Corner in Central London. It is within the Royal Artillery Charge zone.

Is this suitable for smaller suppliers?
Yes

Name of the buying organisation:
English Heritage

Description of the contract

This is a works contract for the cleaning and conservation of the masonry structure. The

Who to contact

Contact name
Ann Towers

Address
1 Waterhouse Square, 138-142 Holborn, London, London, EC1N2ST

Telephone
020 7973 300

Extension Number:
3290

Fax

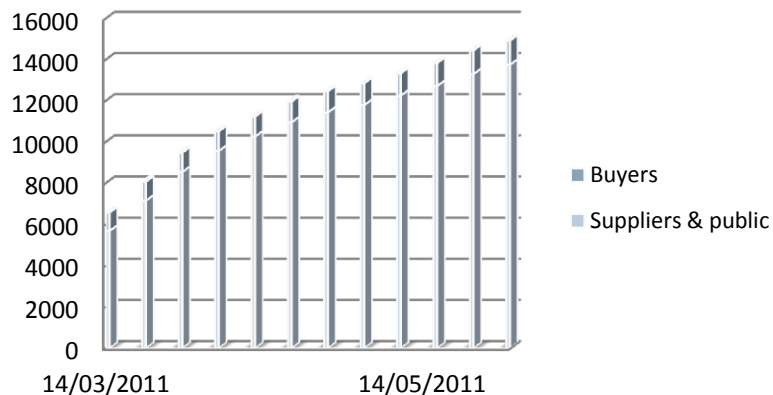
Email
mohammad.samin@english-heritage.org.uk

Web address
english-heritage.org.uk

Contracts Finder – user, searches and email stats

Most of the Contracts Finder facilities can be used without registration. Since launch there has been a steady increase in users registering for email alerts

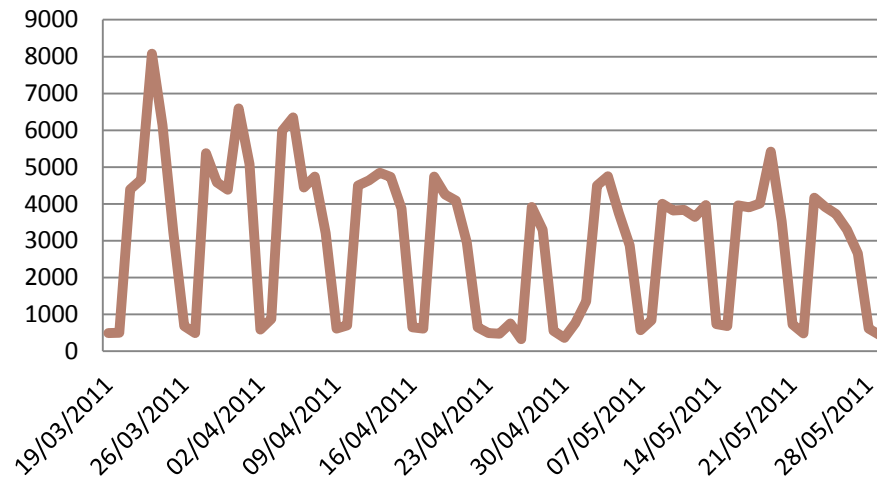
Contracts Finder Users



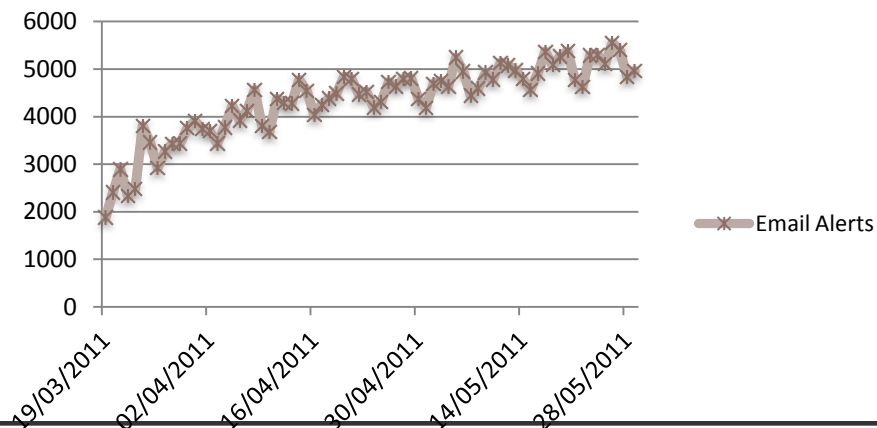
Searches currently have a daily peak of about 4,000 per day

Daily email alerts are around 5,000

Contracts Finder Search per day



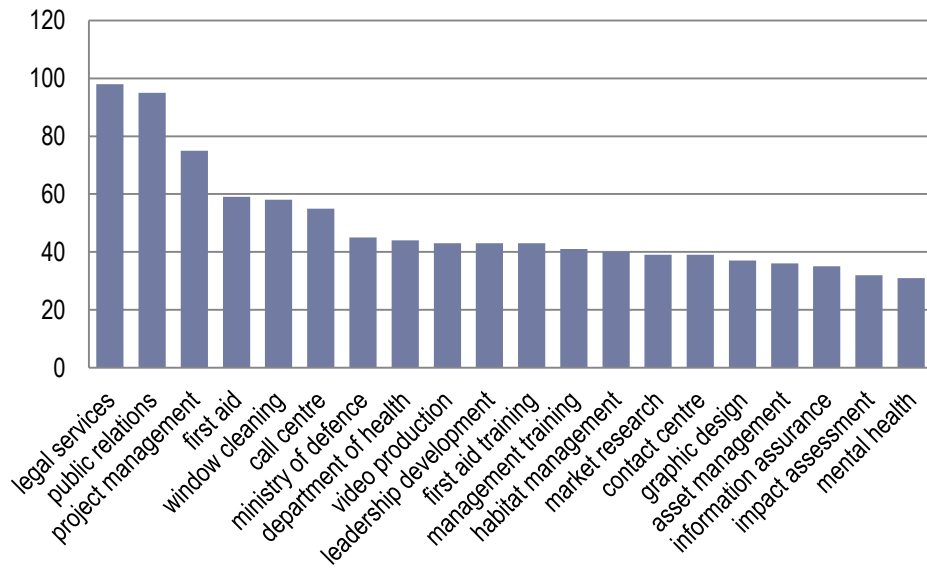
Contracts Finder Daily Alerts



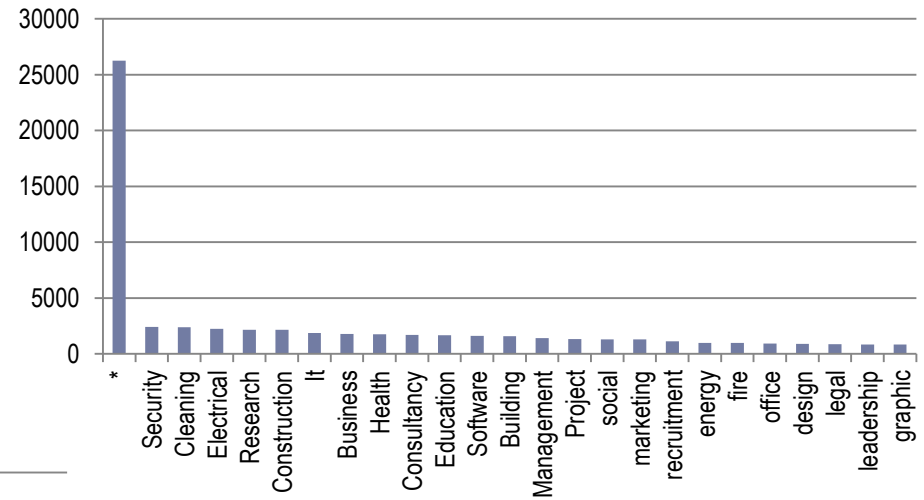
Contracts Finder Search

Analysis of query term used in search is dominated by (*) that returns all notices

Contracts Finder - Top Search Phrases



Contracts Finder - Query Terms



Analysis of specific search phrases shows a wide range of subjects

Positive Feedback

Congratulations! Thanks to this new website I found a tender that I would never have found otherwise.

"We've found the service really refreshing to use – it's easy to pick up and is already giving me valuable insight in how to develop my business to better service the public sector"
Ben Cook, Strategic Marketing Ltd

Incidentally, some positive feedback, yesterday I found a tender that I was interested in on the Contracts Finder website that I had not seen anywhere else (and would not have found even if I knew where it was), so it is beginning to work!

Best wishes
Tim Richardson
PDAIP London

SME specialising in works for the water industry

We use Contracts Finder in conjunction with key words related to our business and are extremely pleased with the results, including two current tenders related to dams and habitat creation in the South of England.

We have found the introduction of "Contracts Finder" a major help in our constant search for work.

Richard Cumming Managing Director
Birch Brothers (Kidderminster) Ltd

SMEs love the new Contracts Finder.

A small Manchester based ICT supplier told me yesterday that "the new Contracts Finder is excellent. We use it a lot."

Stephen Allott Crown Representative : Smaller suppliers



lilpinkbucket Rebecca

@BusinessLinkGov Finally had chance to sign up for Contracts Finder , loving the simplicity of it - so refreshing!

4 minutes ago



ProgPart Progression Ptnrship

Impressed by follow up & chat w/ @BusinessLinkGov after yesterday's moan."Contracts Finder" #thatexplainsit

15 hours ago



policyworks Matthew Green

@BusinessLinkGov Hi - thanks for emailing me. Really impressed that you followed up so quickly :)

48 minutes ago

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Hi there Great site



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Negative Feedback

Search – some users find the search facility hard to use

- Notice Matching Assistant an interactive tool enable users to refine and improve their searches and email alerts is currently being developed
- We exploring options for enhancing the user experience by present different ways of searching

Opportunities – coverage outside central government is currently limited

- Links to the main e-Tendering suppliers are being deployed
- Opportunities posted by buyers outside central government steadily increasing

Registration & email set-up – common issues referred to the support team.

- The site provides guides and an online User Support Tool
- User feedback is being used to develop a new ‘desktop’ guide

Making Contracts Finder data available

- All documents published on Contracts Finder can be opened and down loaded
- Summary information is available for re-use for social or commercial purposes
- The data can be downloaded as a simple list of all documents suitable for the general user or as an xml feed for advanced users
- @ukgovcontracts - a Twitter feed for IT contracts was winner of “Best use of data/Best commercial sauce” award the first LinkedGov hack camp
- Contracts Finder was also given a good rating for having a license agreement and for being in XML.
- The new data.gov.uk site has a page show casing Contracts Finder data
- Further information will be made available in the early Autumn

	A	B	C	D	E	F	G	H	I	J	K
1	Data	Contracts Finder - Simplified List									
2	Published	10 Feb 2011									
3	Format version	1									
4											
5	Organisation Name	Contract Title	ValueMin	ValueMax	DatePublished	Nature Of Procure	Contact Email	Reference Type of N	Number O	CF_URL	
6	Arts Council England	Dancing for the games	22000	22000	22/10/2010 00:00	ProcurementOfAN Sean.Stevenson@ar	ACE-2010- Published	2	http://ww		
7	Arts Council England	Performance management	20000	20000	23/12/2010 00:00	ProcurementOfAN Sean.Stevenson@ar	ACE-2010- Published	2	http://ww		
8	Arts Council England	Emerging artists with diverse p	180000	18000	23/12/2010 00:00	ProcurementOfAN Sean.Stevenson@ar	ACE-2010- Published	2	http://ww		
9	Arts Council England	Wide Area Network Connectiv	240000	240000	23/12/2010 00:00	CompetitionAsPar Sean.Stevenson@ar	ACE-2010- Published	1	http://ww		
10	Arts Council England	Performance management	36150	36150	08/02/2011 00:00	ProcurementOfAN Sean.Stevenson@ar	ACE-2010- Published	4	http://ww		
11	Arts Council England	Performance Ma									
12	Arts Council England	Creative Econo									
13	Asset Protection Ager	Kreab & Gavin A									
14	BIS	Framework agre									
15	BIS	Market data for									
16	BIS	Management an									
17	BIS	Framework agre									
18	Bristol and Weston N	Vagus nerve stit									
19	British Library	Internal Audit St									
20	British Library	Business Travel									
21	British Library	British Library L									
22	British Library	Executive Search									
23	British Library	Health Awarene									

- <NOTICES>
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 <VALUEMIN>180000.00000</VALUEMIN>
 <VALUEMAX>180000.00000</VALUEMAX>
 <STATUS>Live</STATUS>

The image shows two screenshots. The top screenshot is a Twitter feed for @ukgovcontracts, displaying several tweets about government contracts, including awards for British Library Server Maintenance, Provision of CONSULTANCY FOR THE SQUARE KILOMETRE ARRAY RADIO TELESCOPE, and New Electronic Forms. The bottom screenshot is the data.gov.uk website, showing the 'Opening up government' banner and the 'Business Link Contract Finder' section. The contract finder details a contract for 'EE Chigwell Brook Works' with an estimated value of £22,000, awarded to 'Environment Agency'.

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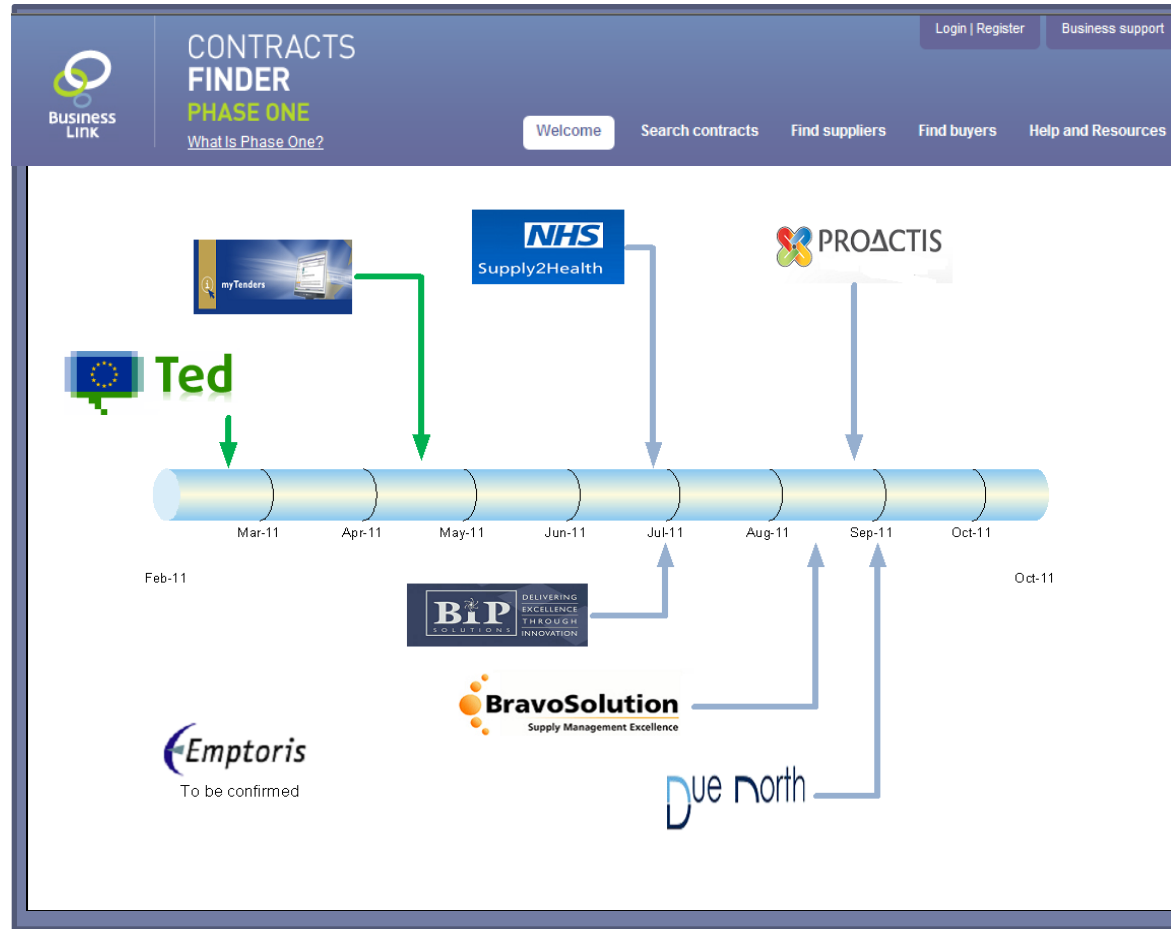
Opportunity Data-feeds

Contracts Finder is designed to take in information from other procurement systems

All UK notices published on the EU Tenders Electronic Daily (TED) are imported daily

In May the first inbound data-feed from myTenders was enabled

As new data-feeds are added they will provide more opportunities across public sector



(ConstructionLine considering replacement of its opportunities facility with Contracts Finder rather than building a data-feed)

Development – Contracts Finder Evolution

- **Phase I – December 2010 to March 2011**
 - Live December 2010
 - Launched by PM Feb 2011
 - Outbound data available March 2011
- **Phase II – April 2011 to November 2011**
 - New data-feeds will provide more opportunities across public sector
 - New Data.gov pages
 - Improved Search - Notice Matching Assistant
 - Support for advertising sub contracts
 - Improved management information
- **Phase III – December 2011 to May 2012 (TBC)**
 - Enhanced user experience
 - Linked data, eg Contracts by Postcode or Supplier
 - Aligned with new Government Procurement e-sourcing tools
 - Transition to Government Digital Service single domain

Contracts Finder Summary

- **First free government service for opportunities**
- **Transparency of contracts is changing the culture of how we do business**
- **Our focus is now on improving compliance and quality**
- **Media is starting to use the data as a resource and applications are being developed from it**
- **Further improvements planned in the short term and planning underway for integration into single domain**

Discussion