



WESTGATE IT HUB
Company

WESTGATE IT HUB

YOUR GATEWAY TO WESTERN IT MARKET

www.westgateithub.com



INTRODUCTION TO OUR COMPANY



Indian-registered business

We connect Indian IT businesses with UK opportunities, ensuring competitive growth and high-quality service delivery. Officially registered in India, we bridge the gap between Indian IT firms and UK markets, driving success and excellence in service.

1



Partnered with Spectrum IT Hub

We have partnered with Spectrum IT Hub, a consortium based in the UK that brings together various IT service providers. This collaboration allows us to leverage local expertise and create a seamless operational framework for IT projects in the UK.

2



Focused on UK IT projects

Our strategic focus lies within the UK IT sector, where we target both public and private sector projects. By concentrating on this key market, we aim to deliver specialised support and foster strong relationships with clients and stakeholders.

3



WHY CHOOSE US ?

Strong UK IT industry connections.

Leverage our deep-rooted relationships across the UK IT sector. We connect you directly with high-value public and private clients.



Full support – Proposal writing, client handling & execution

From crafting compelling proposals to managing client communications and project delivery—we support you at every step.



Direct access to UK IT projects

Gain priority access to live UK IT opportunities. We bridge the gap between your expertise and UK client needs.



Project support from our UK team

Our on-ground UK team ensures smooth collaboration, local compliance, and real-time assistance during project execution.



Guaranteed pipeline of projects for suppliers

We provide a steady flow of curated UK projects. Focus on delivery while we keep your pipeline active and growing.





OPPORTUNITIES FOR SUPPLIERS

Public sector bids

We provide our suppliers with access to numerous public sector opportunities, enhancing their chances for successful proposals. Our strategy includes identifying suitable projects that align with supplier capabilities and expertise.



Private sector opportunities

In addition to public sector projects, we explore and present private sector opportunities to our suppliers, further diversifying their project engagement. This dual focus allows for greater flexibility and increased chance of securing contracts.



PROJECT TYPES, VALUE & VOLUME

Types of Projects

- Library Management Software
- HRMS (Human Resource Management Systems)
- Hospital Management Systems to name a few...



Project Value

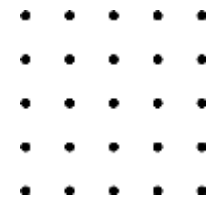
The projects we handle vary in value, ranging from as low as £50k to as high as £20M, catering to a wide spectrum of client needs and project scopes.

Project Volume

We consistently supply over 100 projects each month, ensuring a diverse range of opportunities across various industries and sectors, helping businesses stay competitive and meet their objectives effectively.



RESOURCE SHARING CHALLENGE



✓ Lack of Skills & Availability

✓ Continuity of Resource & Unplanned Absences

✓ Knowledge Retention (Downtime)

✓ Upskilling & Resource Management Overhead

SOLUTION

✓ On-Demand Experts

✓ Seamless Backup Support

✓ Zero Downtime Delivery

✓ No Overhead Management



PROJECT GUARANTEES



Proposals per year

We guarantee our suppliers a minimum of 12 proposals per year, ensuring they consistently have opportunities to bid for projects. This proactive approach allows suppliers to plan effectively and allocate resources efficiently



Minimum project assurance

We commit to securing at least 1 project per year for each supplier, providing them with a solid foundation for revenue generation. Our focus on delivering concrete results establishes trust and reliability in our partnerships.





ENGAGEMENT AND ONBOARDING PROCESS

1. Company Registration & Capability Submission

Register your company by completing the form and providing your details, including proof of capabilities, portfolio, and certifications. This allows us to understand your strengths and match you with the right opportunities.

3. Project Execution & Long-Term Success

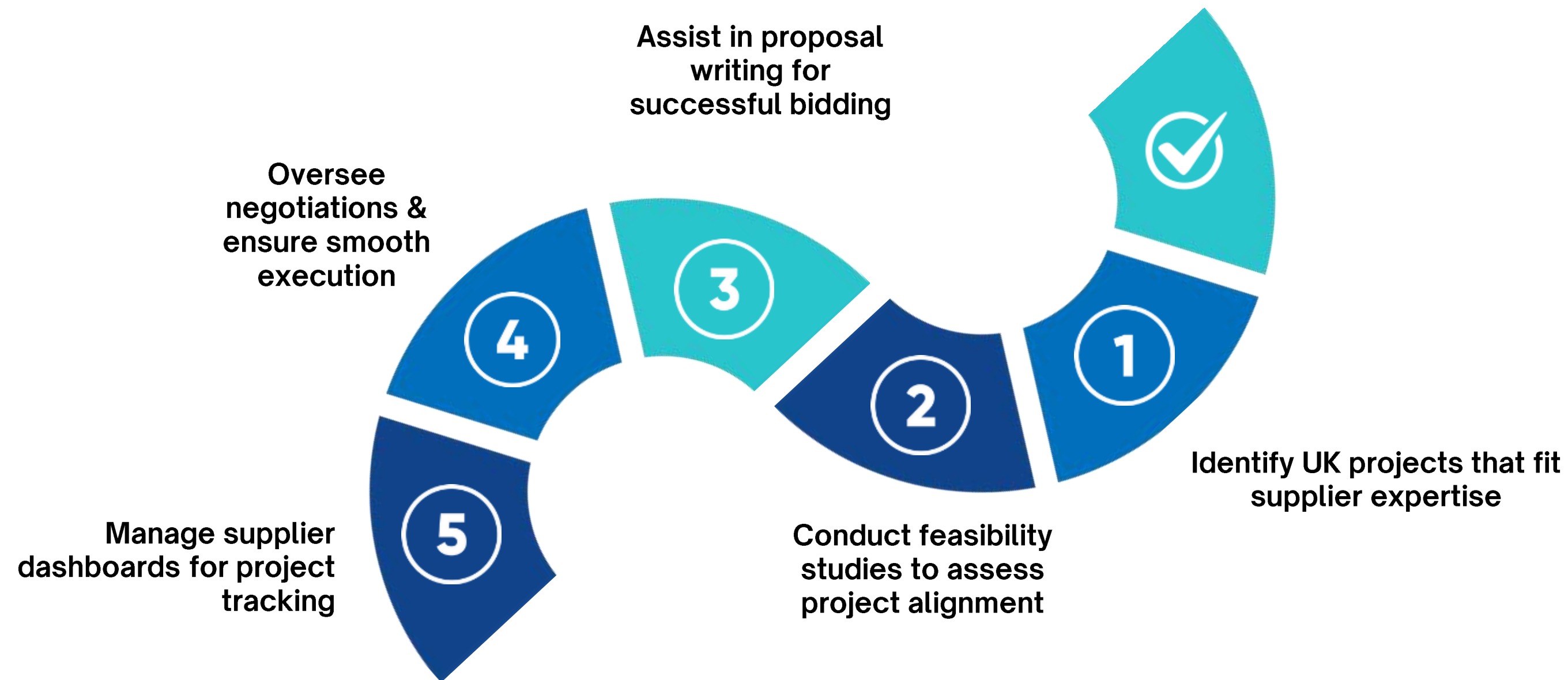
Once a project is secured, we'll coordinate throughout the lifecycle to ensure successful delivery. Our focus is on building long-term partnerships, helping you expand sustainably in the UK market and create a steady pipeline of future opportunities.

2. Opportunity Matching & Proposal Management

After registration, our team will identify suitable projects in the UK market that align with your capabilities. We'll handle proposal writing, client negotiations, and communication to ensure the best outcomes for your business.



OUR WORKING MODEL



PROPOSAL SUPPORT

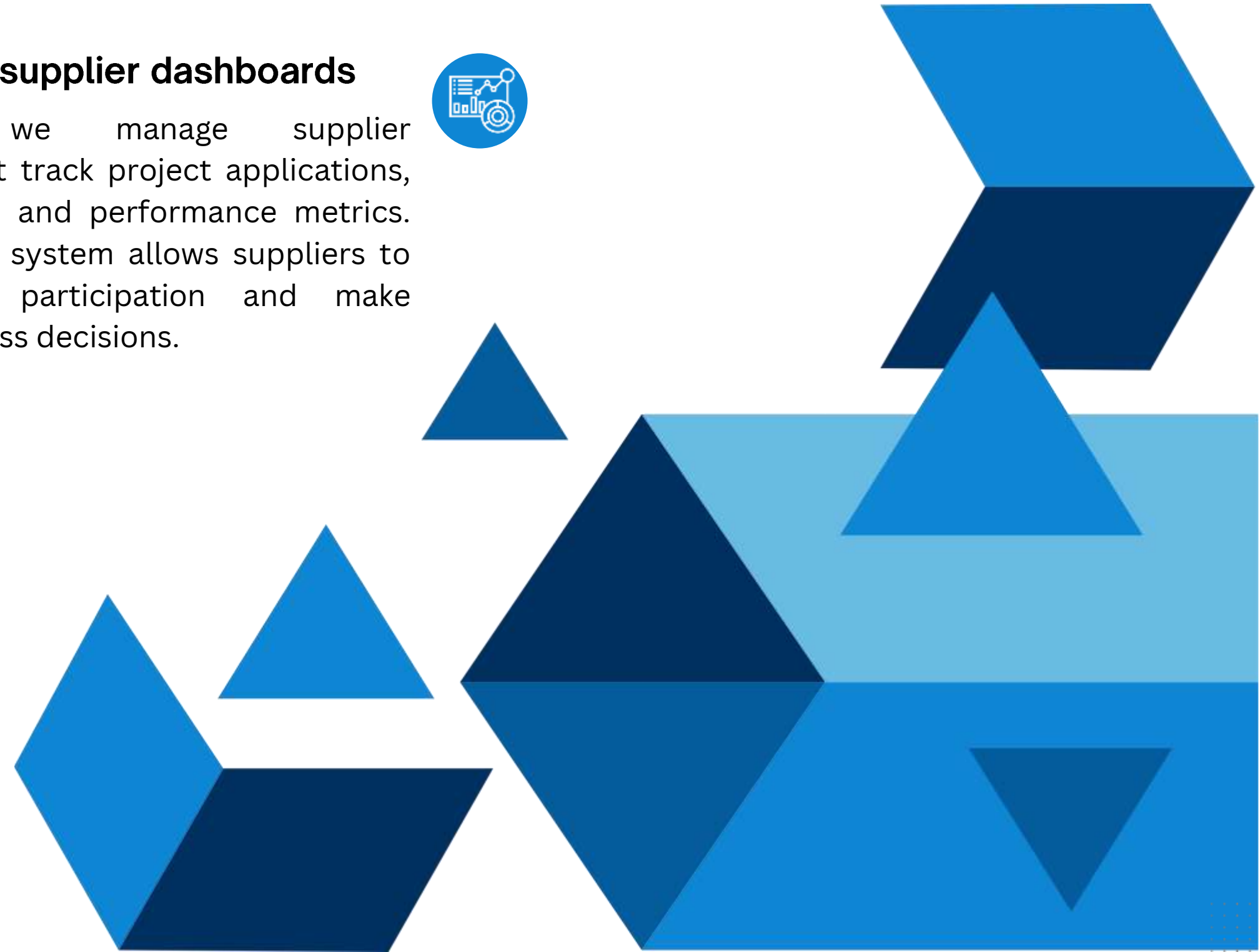
Assistance with proposal writing

We offer comprehensive assistance in proposal writing, helping suppliers craft compelling submissions that highlight their strengths. Our expertise in the UK market enhances the chances of success.



Managing supplier dashboards

Additionally, we manage supplier dashboards that track project applications, client feedback, and performance metrics. This centralised system allows suppliers to monitor their participation and make informed business decisions.





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**THANK
YOU**

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