

Selling to the Public Sector - Finding Public Sector Opportunities

All businesses (including small and medium-sized enterprises) have a wide range of opportunities to sell to public sector organisations. Whether you sell stationery, office furniture, medical suppliers, IT equipment, catering services, training courses or other services, there's likely to be a market for your product or service with government.

The majority of Public sector organisations such as central government departments and agencies, local authorities, the NHS, Universities, schools and colleges, police service and prisons all advertise their significant requirements on a website: [Contracts Finder](#).

Public sector organisations can make good customers. They have to employ tendering processes that are transparent, provide essential information to potential suppliers and ensure a fair chance for small businesses. They also have to be fair and honest in the way they choose suppliers and pay promptly with agreed contract terms.

As a potential supplier you can view past and present opportunities. You can also register to receive notification when a potentially interesting opportunity is posted. Go to www.gov.uk/contracts-finder to register. It is worth remembering that to register on most portals it is often at no cost.

If you are interested in doing business with a particular public sector organisation you can view what contracts they hold, what they spend on and with whom on their websites. For example Daventry District Council's 'contract register' can be seen at <https://www.daventrydc.gov.uk/business/procurement/> and their general spend information at <https://www.daventrydc.gov.uk/your-council/council-budgets-spending/transparency/expenditure-over-500/over-500-2018-19/>.

Remember that all contracts with public bodies are subject to the Freedom of Information Act and information must be disclosed to anyone who asks for it, unless it is exempt (for example, as a trade secret).