

## MOD – LOWERING THE BARRIERS FOR SMES

With an annual procurement spend of £18 billion, the Ministry of Defence (MoD) is not just UK industry's single biggest customer, but also one of its most influential and important buyers.

Now, assisted by BiP Solutions, the MoD is further enhancing its reputation as a forward-thinking organisation by lowering the thresholds at which its contract opportunities are advertised, and making them available through MoD Defence Contracts Bulletin (MoD DCB) and the national lower-value contracts portal Supply2.gov.uk – both of which are provided by BiP.

From 30 June 2007 MoD buyers will be required to advertise all 'non-warlike' requirements with a value of over £40,000, and will also have the option to advertise requirements valued as low as £20,000. The MoD has requirements for virtually every product and service imaginable, so this step is a huge boost for businesses, and particularly small and medium-sized enterprises (SMEs).

Philip Margerison, Head of the MoD's Defence Suppliers Service, said:

*"The lowering of contract thresholds is good news for all businesses that currently supply to, or are looking to supply to, the MoD and also for buying teams within the MoD. By increasing the visibility of the diverse range of products and services required by the MoD, there is greater opportunity for all sectors to get involved in the defence supply chain. As a result, MoD acquisition teams will benefit from increased diversity and innovation from suppliers."*

The MoD uses BiP's Project e-notice service to create, manage and transmit its contract opportunities efficiently and compliantly. By using Project to create its lower-value contract opportunities, the MoD ensures that these also appear on the Supply2.gov.uk service; so ensuring compliance with national and European Commission best practice guidance in this area.

Now it is even easier for your organisation to join the MoD in embracing the SME community. BiP is currently offering a free Project licence to buyers not already using the service, and a free additional licence to existing users.

To find out more about this offer, contact the Public Sector Solutions Team on: 0845 270 7090, visit: [www.delta.ets.com](http://www.delta.ets.com), or email: [psst@bipsolutions.com](mailto:psst@bipsolutions.com)

For more information on MoD DCB and Supply2.gov.uk, visit: [www.contracts.mod.uk](http://www.contracts.mod.uk) and: [www.supply2.gov.uk](http://www.supply2.gov.uk) respectively.

