

## **Competing for a better supply chain**

Source: NPS, 8 August 2008

COMPETEFOR.COM, for which BiP Solutions is the service provider, is the chosen website of the London 2012 Olympic Games and has been designed for the publication of Games-related contract opportunities from both public and private sector organisations.

The real benefit for UK business will be the large number of contracts and sub-contract opportunities to be let over the next four years. These are likely to total in excess of £9 billion, and London 2012 anticipates that the Games will generate up to 7000 direct contracts, which, together with suppliers, will form supply chains of around 75,000 opportunities across a wide range of industries, from construction to hospitality.

CompeteFor works by enhancing and developing – not challenging – existing business relationships and supply chains. It acts like a 'dating agency', matching buyers throughout the 2012 supply chain with potential suppliers.

London 2012 will directly create and manage a comparatively small number of agreements with tier one suppliers or contractors. This works like a pyramid, with tier one opportunities representing the tip, and wider and more varied sub-contracting opportunities adding breadth and depth below, providing thousands of opportunities to SMEs nationwide.

By using this Government-backed free service to publish your Games-related opportunities you will increase your access to innovation, improve your choice of suppliers and increase the resilience of your supply chain.

By registering as a buyer at <http://www.london2012.com/business> you will also have access to a free training service and helpdesk that can help you get the most from the service.