

Buyers Guide was launched in 1996 to supply government purchasers with thousands of pre-qualified suppliers in one place, all accessible in 2 clicks of a mouse.

Background

Buyers Guide was launched in 1996 with the aim of supplying Purchasing Officers within the Public Sector with thousands of suppliers in one place. Now in its 14th year, buyersguide.co.uk has grown to 5,000 company listings in over 1,200 classifications. With government initiatives to reduce the financial burden of the traditional tender process, it's easy to see why Buyers Guide is so successful.

The Market

Government spending this year will be over £600 billion and will include; central government bodies, local authorities and government funded organizations. In total, there are over 14,000 organisations getting some government funding that must have standard purchasing processes in place. All these organisations have significant levels of annual spend.

They include:

LOCAL AUTHORITIES

- NHS Trusts
- City Councils
- County Councils
- Borough Councils
- Parish Councils
- District Councils
- Regional Assemblies
- Police Authorities
- Scottish Parliament
- Welsh Assembly
- London Dev. Agency
- Chambers of Commerce
- Health Authorities

GOVERNMENT SUPPORTED

- Sport Authorities
- Housing Associations
- Universities
- Met Office
- National Parks
- e-Government Unit
- Royal Mint
- Network Rail
- Waterways Board
- Social Enterprises
- Care Homes
- Help The Aged
- ..many non-profits

CENTRAL GOVERNMENT

- NHS Trusts
- NHS
- MOD
- DTI
- DfID
- DfES
- DEFRA
- Home Office
- Cabinet Office
- Inland Revenue
- Highways Agency
- Environment Agency
- Dept For Transport
- Dept Works & Pensions
- Dept of Health
- Child Support Agency
- Forestry Commission
- Crown Prosecution
- Court System
- Food Standards Agency
- Office of Gov. Commerce
- Trade & Investment



99.8% of UK authorities have e-procurement systems



Changes in Purchasing...Transactions Must Be Online

There has been a huge change in purchasing. The government now recognises that sourcing and transacting on the Internet saves time and money, now up to **80% of all transactions under £100,000 must be done electronically.**

**82% of
online purchasers
research
their offline
purchases online**



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Best Value Initiative

Government now recognises that buying solely on price often cost more in the long run. Therefore, government purchasing has moved from lowest price tenders to a much more economical Best Value Initiative (BVI). This now allows the government purchaser the flexibility to purchase from the vendor offering the best overall value. This "value" includes reputation of the product, customer support, whether the business is local, and of course, cost.

Value To Public Purchasers

The www.buyersguide.co.uk website is used by Public Sector buyers to:

- Purchase Products/Services up to £100,000 without going through a tendering process
- Achieve up to 80% reduction in sourcing & tendering costs
- Locate local and national companies that want to work with the public sector
- Identify specialised products/services in just 2 clicks
- Pre-qualify companies for government work through Buyers Guide "profiling"

Value to Companies

The Buyers Guide website directly links to over 400 government websites and offers valuable news and information on issues effecting government procurement officers and departments.

Additionally, for the companies listed on Buyers Guide we offer other services. These include:

- Government project pre-qualification information is in one place
- Creation and management of a web presence
- Writing of press releases around business successes
- Creation of DVD's and video clips for online and offline marketing