



Comhairle Ceantair
Lár Uladh
Mid Ulster
District Council



DELIVERY AGENT – GEL

**MID ULSTER TENDER PROGRAMME
PRESENTATION TO
DEVELOPMENT COMMITTEE**

**MID ULSTER DISTRICT COUNCIL
21 FEBRUARY 2017**

PROGRAMME AIMS AND OBJECTIVES



- **INCREASE SUSTAINABILITY**
- **INCREASE COMPETITIVENESS**
- **BUILD TENDERING CAPACITY**
- **ASSIST BUSINESSES TO WIN NEW WORK**
- **CREATE EMPLOYMENT**
- **SUSTAIN EMPLOYMENT**
- **PROVIDE FOLLOW ON SUPPORT**

PROGRAMME METHODOLOGY



- **PROGRAMME MARKETING, ADVERTISING , RECRUITMENT AND SELECTION OF BUSINESSES**
- **COMPLETION OF BUSINESS AUDIT AND ACTION PLAN**
- **DELIVERY OF 3.5 DAYS OF ONE-TO-ONE CONSULTANCY SUPPORT**
- **SIGNPOSTING SERVICE**

TYPE AND RANGE OF SUPPORT PROVIDED

Support Most Requested

- Assistance to understand the requirement of tender specifications
- Assistance to meet pre-qualification requirements
- Assistance to develop in-house skills
- Assistance to mobilise tenders won
- Assistance to develop essential documentation
- Assistance to identify collaborative relationships

Support Least Requested

- Assistance to register on tender websites
- Assistance to identify follow on support
- Assistance with sourcing tender opportunities



Profile of Businesses

**20 Businesses participated on the
programme**

50% Construction Sector

**20% Manufacturing and Engineering
Sector**

30% Services Sector



Breakdown of Geographical locations

**15% of participating businesses
were based in Cookstown**

**55% of participating businesses
were based in Dungannon**

**30% of participating businesses
were based in Magherfelt**

PROGRAMME TARGETS & PERFORMANCE



TARGETS	REQUIREMENT OF COUNCIL	ACTUAL ACHIEVEMENT
Provision of 1x1 consultancy	3.5 days of consultancy support to be delivered to 20 businesses	Target Achieved
Tendering capacity to be developed	20 businesses to be supported to develop tendering capabilities	Target Achieved
New Work Won	To support businesses to win £800,000.00 of new work	Target Exceeded - 9 businesses won new work to the value of £2,044,500.00
Job Creation	Create Minimum of 10 New jobs	Target Exceeded - 17.5 new jobs created – Value £396,000.00
Job Retention	Sustain a minimum of 20 existing jobs	Target Exceeded - 30 jobs sustained – value £706,000.00
Follow on support	10 businesses to access follow on support	Target Achieved

OVERALL ECONOMIC IMPACT



TARGET	ECONOMIC IMPACT
New Work Won	9 businesses won £2,044,500.00 exceeding target by £1,244,500.00
11 Tenders submitted still awaiting outcome	Total value of work awaiting outcome £2,365.000.00
Total new contracts won and tendered for	£4,409,500.00
10 New jobs to be created	17.5 jobs created. Total value £396,000.00
20 Jobs Sustained	30 jobs sustained. Total value £706,000.00

Economic Impact Continued



Work won and value of new jobs as a direct result of the programme as of the 31st December 2016	£2,440,500
Cost of the programme as 31st December 2016	£27,100
Return on Investment	£90.06 (Ratio 90:1)
Work won and value of new and sustained jobs + value of additional tenders submitted awaiting final outcome	£4,409,500
Potential Return on Investment	£162.71
Work won and value of new and sustained jobs as a direct result of the programme as of the 31st December 2016	£2,440,500

INSIGHTS AND REFLECTIONS



- All business stated they would recommend the programme to other businesses.
- All businesses reported that they found the support beneficial and reported that learning will be used to improve business processes and procedures.
- Mobilisation support enabled businesses who had won contracts to be able to commence delivery.
- Majority of participating businesses did not have the necessary accreditations in place to enable them to submit compliant bids
- Majority of businesses were tendering for publically funded projects.
- Majority of businesses had never tendered for public tenders in the past