



Northumberland
County Council

Supplier Engagement



Digital Information Pack

March 2024

Introduction

Thank you for registering for this digital information pack and if you managed it, attending our first Northumberland Supplier Engagement event in person on Friday 1st March.

It was wonderful to see so many diverse types of organisations join us. We do hope you enjoyed the event and gained some valuable insight from our team and the partners who support us. We hope this will be the start of more regular engagement events so any feedback you can provide will help us shape and design future events.

This pack includes:

A copy of the slides from the event presentation (Page 2)

Supporting videos (Page 2)

- Round-up of the event

- Supplier case study

A pipeline of forthcoming work and information on the new procurement legislation, including social value (Page 3)

Signpost you to our partners – Oxygen Finance and NEPO, to obtain further support for drafting tenders, view pipelines of work and tenders and how to register and get alerts for new work opportunities along with a video from support partners taken at the event (Page 4)

Provide other general supporting information from Northumberland County Council as a whole, that may link into your business. Feedback suggestions of what you would like from us, what you want to see at future events (Page 6)

Presentation slides and video footage from our Supplier Engagement event

Supplier Engagement Day presentation

To view the presentation provided by Pam Hindhaugh and Kim Hindle on Friday 1st March, please [click here](#).

Post-event video from the day

To view the event video showing suppliers networking and brief introductions from our business partners, NEPO, Oxygen Finance and Thriving Together Northumberland please [click here](#).



Supplier testimonials

To view a video of two local suppliers who share their thoughts on the benefits of doing business with the Council and the contracting process they followed, please [click here](#).

About the video

Compass a local firm in Cramlington explains how they initially engaged with NCC. Director Stephen O'Neil describes how they progressed the project through from the tender stage to final completion on the Welding and Fabrication Training Centre in Blyth.

Continuing the project development Richard Waterston, Sector Specialist Training Centre Manager at the Blyth centre recounts how the project is important to the local community, delivering specialist training which helps both young and old alike. New skills are achieved, communication is enhanced, and confidence is reflected in all their achievers. The Social Value impact has been immense, and it is encouraging to know that local businesses are supporting the wellbeing of the communities.

Northumberland County Council Future Contract Pipeline

Pipeline of upcoming contracts

[Click here to view a pipeline of upcoming contracts.](#)

Of course, sometimes projects do not progress for various reasons and so the pipeline is subject to change and certain projects may be removed, however the pipeline provides an early indication of the types of opportunities that you may wish to register an interest in when they are published on ProContract.

The dates and values are best estimates.

Register with us for potential future contract opportunities

The Portal is used widely across the public sector, and once registered you can receive notifications of when requests for quotations and tenders have been published, not just from us but from other public organisations too.

[Click here to register on Pro Contract e-tendering portal](#) and filter for Northumberland County Council.

Government Contracts Finder service

[Contracts Finder](#) for low value contracts over £12,000

[Find a Tender Service](#) for higher value contracts usually over £140,000

Social Value – What it means, how suppliers can help NCC, help the local community

The council are signed up to the [CSR Policy](#) held on our website to deliver Social Value.

Since the 2012 Public Services Act (Social Value Act) mandated the consideration of Social Value in local government tenders, public procurement has taken on a new dimension. No longer are financial cost and quality of service the only factors.

Now, buyers have another consideration: will my suppliers do 'good' for local communities? Using the lever of public procurement, NCC have an enormous opportunity to collaborate with new and existing suppliers to deliver added benefits to people, place, and planet.

The New Procurement Act- changes to Procurement

Small businesses to benefit from one of the largest shake ups to procurement regulations in UK history.

The Procurement Act - a summary guide to the provisions

The Official Transforming Public Procurement Knowledge Drops

Signposting information – business support and additional information

Northumberland Employment Partnership/Advance Northumberland

Supporting Northumberland businesses is critical to ensure growth and sustainability, promote the benefits of employing local people into good work and help to deliver a more inclusive economy.

A key part of the Northumberland Employment Partnership (NEP) is the support available for employers across the county to help you access the right employment and skills support to meet your recruitment and business growth needs.

The business-facing part of our project is delivered by an Employer Engagement Coordinator working within Advance Northumberland, the business growth, regeneration, and inward investment arm of Northumberland County Council.

We can give you the advice and guidance you need to resolve recruitment, skills and other people needs in your organisation and the practical support to help put these into action and will signpost you to other areas of support and the potential for funding for this.

Who this service helps

Covering all of Northumberland and employers of all sizes, we can help you if you have identified:

- Current recruitment or skills issues, or if you are planning for future growth
- Your existing recruitment pathways are not producing the candidates you need
- Skills need, and whether that may require funding support
- Your employee processes and procedures would benefit from review
- You have a social value commitment to work with those farthest from the jobs market

What you will receive from this service

With experience across all aspects of supporting people in business, the coordinator provides practical advice and guidance to help you when faced with people issues – these include:

Recruitment analysis

Helping you if you are growing or requiring staff, or if you are finding it difficult to attract the candidates and skills you need. This can include a review of your recruitment pathways, campaigns, media, and activities to find the most suitable candidates. We will share local and regional employment trends and help you analyse the employment and skills marketplace to ensure you have the best chance of recruiting the right people.

Recruitment support

We will help you find solutions to recruitment issues, identifying the effectiveness of the local (or national) reach for your campaigns. This will include how you use social media, work with DWP and local Jobcentres, engage with recruitment agencies where appropriate and work with the Northumberland Employability Network training and voluntary sector providers to identify candidates needing support when working towards employment. Where appropriate we include discussions on how applications from Northumberland residents who may be underrepresented in the workplace or have barriers to employment can be encouraged.

Promotion of Apprenticeships

using knowledge of the local Apprenticeship provision, the coordinator can align your business needs with retaining local talent. Candidates can be identified through your recruitment processes or through engagement with those providing the qualification and skills element, e.g., Northumberland Skills and Northumberland College.

Early payment incentive scheme from Oxygen Finance A must for all local businesses in the current financial climate

Supplier Incentive Programme

The Supplier Incentive Programme is an early payment programme that gives suppliers the opportunity to be paid earlier than contracted terms. It also allows the council to improve its payment processes.

Information on how to register for contract alerts, free supplier workshops and business support from NEPO

NEPO Supplier Partnership Programme unveils the gateway to success in public sector tendering

Registration on Open

Support for Suppliers

Social Value

Useful information for submitting tenders

Finance and support for your business

North East Growth Hub

Advance Northumberland

Northumberland County Council - Climate Change

White Ribbon campaign

Free advertising for hospitality businesses via NCC Family Hubs

Free advertising is available on our Council website for owners of hospitality businesses, café's, restaurants etc. if they wish to support breastfeeding on their premises and sign up with our family hubs to be part of the scheme.

Potential future events

Please note that this was our first event and feedback is being gathered. Overall, to date we have had extremely positive feedback. It is our intention to hold another event in a few months' time, specifically for the VCSE sector. If you would like to be included, please email us at supplierengagement@northumberland.gov.uk

Feedback

We would like you to provide us with feedback from the event if you did not manage to complete a form on the day itself.

[Click here to complete our feedback form.](#)