

WHAT ARE THE BENEFITS OF SELLING TO GOVERNMENT?

The public sector accounts for 40% of the UK's Gross Domestic Product (GDP) and Central Civil government alone spends £13 billion per year on goods and services. This expenditure covers almost anything from food to aeroplanes to uniforms.

Public-sector organisations are good customers. They have to be fair, honest and professional in the way they choose suppliers and in any dealings with them and this is outlined in [The Government Procurement Code of Good Practice](#). Public Sector organisations are less likely to be subject to fluctuations in the market and they pay promptly and in line with agreed contract terms. Public-sector organisations have to pay accounts within 30 days (or any other agreed credit period) of receiving a valid bill or invoice. The [Prompt Payment](#) section provides further details.

Selling to Government

For further information on tendering for the first time or marketing your products to a public sector audience [click here](#) for the Business Link Overview to Selling to Government web pages.

Value For Money

'Value for money' is defined as the best combination of whole-life costs and quality, to meet the public sector organisation's needs.

When considering value for money organisations are looking to purchase goods at the:

- right price / whole life cost
- right quality
- right quantity
- right time
- right place

Contract Finder

Details of some of the databases and services which advertise public sector contracts can be found here.

Many contracts (above approximately £100,000 for goods and services) have

to be advertised in the Official Journal of the European Union. For more details about accessing these adverts online see the [Contracts over £100,000](#) section.

Contracts below £100,000 are sometimes advertised in the local and national press and trade journals.

Some departments advertise their contracts on line and these are listed under [Opportunities Online](#).

Further information on public sector contracts can be found in the following sections:

- [Contracts over £100,000](#)
- [Opportunities Online](#)

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However, searching the on-line database regularly can be a laborious task, and many companies prefer to use one of the various services which will charge you a small fee to search for contracts relevant to your company and mail them to you.

Examples of companies that provide these services are:

- [Business Information Publications Limited](#)
- [OJwatch](#)
- [Tenders Direct](#)
- [UK Network of Euro Info Centres](#)
- [Xtender](#)

Some departments advertise contract opportunities on their websites and these departments are listed below. Other departments have different schemes available to suppliers such as the [NHS Purchase and Supply Agency](#), which provides a supplier registration system.