



MARKETPLACE DEVELOPMENT OPPORTUNITIES

THE **GO4GROWTH** PORTFOLIO

Valid from August 2024

GO4GROWTH CORE

Unlock the potential of your local economy with the Go4Growth Programme, designed to bridge the gap between SMEs/VCSEs and the public sector.

Tailored to your organisation's aims and objectives, our programme empowers smaller organisations with practical skills to achieve sustainable growth and access public sector opportunities.

Key Features

- **COMPREHENSIVE SUPPORT**
Our multi-channel approach includes a self-service platform, webinars, events, market research, and one-on-one coaching, all designed to remove barriers for SMEs/VCSEs.
- **PERSONALISED JOURNEYS**
Tailored support plans address specific challenges, helping businesses improve in key areas such as bid preparation, financial credibility, and collaboration.
- **ENGAGEMENT AND GROWTH**
Partner with local Chambers of Commerce, Combined Authorities, and other networks to foster market development and support your members directly.
- **EVIDENCE-BASED INSIGHTS**
Utilise surveys, polls, and detailed analysis to understand and address barriers, ensuring that your procurement processes are inclusive and effective.
- **COST-EFFECTIVE**
Funded through public sector customers, the Go4Growth support package is free for SMEs/VCSEs, making it an invaluable resource for local businesses.
- **2-3 GO4GROWTH LITE**
Project/competition support

Benefits

- **FOR ESTABLISHED SUPPLIERS**
Enhanced documentation, bid skills, and market positioning.
- **FOR SUBCONTRACTORS**
Transition to primary supplier status with training and guidance and/or find new supply chain opportunities for growth.
- **FOR NEW ENTRANTS**
Identify and overcome barriers to public sector work with targeted support.

Programme Objectives

- 1 GROW LOCAL SUPPLIERS**
Support local SMEs/VCSEs in expanding their public sector business.
- 2 INCLUSIVE ECONOMY**
Contribute to a diverse and resilient local economy post-COVID-19.
- 3 INNOVATION AND VALUE**
Foster innovation in products, services, and processes for improved procurement outcomes.
- 4 STRATEGIC INSIGHTS**
Model future economic and supply chain impacts to align economic development with social and environmental goals.
- 5 SUPPORT SUPPLIER DIVERSITY**
Encourage participation from a diverse range of suppliers, including SMEs and VCSEs and local businesses.
- 6 ENHANCE LOCAL ECONOMIES**
Support local businesses in accessing public sector opportunities, contributing to regional economic growth.
- 7 INCREASE VOLUME AND QUALITY OF SUBMISSIONS**
Through targeted and consistent support, raise awareness of competitions and support providers to take part.

70%

INCREASE IN
ENGAGEMENT

15,000+

BUSINESSES SUPPORTED

40,000+

ENGAGEMENTS

30%

INCREASE IN BUSINESS
AWARDED TO SMES
(DIRECTLY AND
INDIRECTLY)

INITIAL PHASE (MONTHS 1-3)

- DEFINE OBJECTIVES,
- ENGAGE STAKEHOLDERS
- PLAN AND ISSUE INTERNAL/EXTERNAL COMMUNICATIONS.
- AGREE REPORTING CYCLE AND TOUCH POINTS

DELIVERY PHASE (MONTHS 3+)

- DELIVER TAILORED ENGAGEMENT,
- AGREE ANY SPECIFIC EVENTS/WORKSHOPS
- DESIGN AND LAUNCH ANY LEARNING COURSES
- BUILD RELATIONSHIPS WITH LOCAL CHAMBERS, FSB AND OTHER MEMBERSHIP NETWORKS LOCALLY/REGIONALLY
- PROVIDE FEEDBACK THROUGH REPORTS AND INFOGRAPHICS

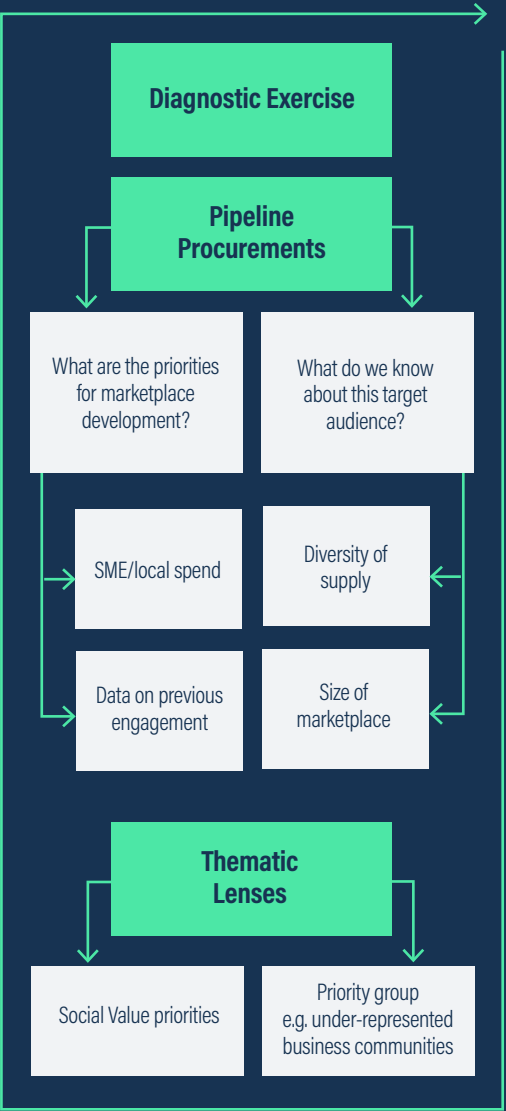
Cost → £9,500 PER ANNUM

GO4GROWTH PROGRAMME IMPLEMENTATION FRAMEWORK

PROGRAMME OBJECTIVES



WHAT DOES THIS LOOK LIKE IN PRACTICE (FOR PROCUREMENT TEAMS)?



WHAT DOES THIS LOOK LIKE IN PRACTICE (FOR SUPPLIERS)?



WHO IS SUPPORTING SME/VCSE ENGAGEMENT?



GO4GROWTH LITE

Go4Growth Lite offers a flexible, project-based approach to procurement support, ideal for organisations that need focused assistance for specific procurement competitions rather than a full programme commitment. From conception to competition close, Go4Growth Lite partners with you to provide analysis, intelligence, and hands-on support throughout the procurement process, ensuring successful outcomes.

Benefits

- **EFFICIENCY**
Streamline procurement processes and reduce the burden on your internal team.
- **RESOURCES**
Leverage Go4Growth's whole team adding resources to your procurement.
- **CUSTOM SOLUTIONS:**
Tailored support that aligns with your procurement's specific goals and challenges.
- **INCREASED SUCCESS RATES:**
Improve your chances of successful procurement outcomes with marketplace guidance and support.
- **COST-EFFECTIVE:**
Access high-quality procurement support without the commitment of a full programme.
- **INDEPENDENCE:**
Go4Growth is independent of your organisation and is not governed by procurement regulations

Key Features

- **TARGETED SUPPORT**
Focused assistance for specific procurement projects or competitions.
- **COMPREHENSIVE ANALYSIS**
In-depth analysis and intelligence to understand market conditions and barriers.
- **HANDS-ON GUIDANCE**
Direct support throughout the procurement process, from initial planning to competition close.
- **FLEXIBLE ENGAGEMENT**
Tailored to the specific needs and timeline of your project.
- **MARKET INSIGHTS**
Access to real-time data and market intelligence to inform decision-making.
- **LEARNING AND DEVELOPMENT**
Training sessions to enhance the skills of your procurement team and suppliers.

Programme Objectives

- SUPPORT SUPPLIER DIVERSITY**
Encourage participation from a diverse range of suppliers, including SMEs and VCSEs and local businesses.
- ENHANCE LOCAL ECONOMIES**
Support local businesses in accessing public sector opportunities, contributing to regional economic growth.
- INCREASE VOLUME AND QUALITY OF SUBMISSIONS**
Through targeted and consistent support, raise awareness of competitions and support providers to take part.

GO4GROWTH LITE ENGAGEMENT & IMPACT

50-75%
INCREASE IN SUPPLIER
ENGAGEMENT WITH
COMPETITIONS.

100%
GOOD, VERY GOOD OR
EXCELLENT FEEDBACK
FROM PROVIDERS.

**PROVEN
MARKET
EXPANSION
THROUGH DETAILED
RESEARCH**

INITIAL PHASE

→ NEEDS ASSESSMENT

Conduct a thorough assessment of your specific project requirements and objectives.

MID-PHASE

→ MARKET RESEARCH

Conduct market research to gather intelligence on potential suppliers and market conditions.

→ TRAINING AND WORKSHOPS

Provide targeted training sessions and workshops to prepare your team and suppliers for the procurement process.

→ ONGOING SUPPORT

Offer continuous guidance and support, addressing any challenges and ensuring the project stays on track.

FINAL PHASE

→ BID SUPPORT

Assist in the preparation and submission of bids, ensuring all requirements are met and best practices are followed.

→ POST-COMPETITION REVIEW

Conduct a post-competition review to analyse outcomes, capture lessons learned, and provide recommendations for future projects.

Cost → £3,500 PER PROJECT

GO4GROWTH LEARNING & DEVELOPMENT (L&D)

Support your internal teams and marketplace with Go4Growth's specialised Learning & Development (L&D) program, crafted in partnership with Perigean Ltd. Our L&D program offers a comprehensive training portfolio designed to keep procurement professionals and suppliers up to date with the latest knowledge and skills development in the following areas:

- Public Procurement (including Reform)
- Category Management
- Contract Management
- Social Value
- Marketplace development
- Carbon Net Zero
- Procurement/Commercial Strategy Development
- Procurement for non-procurers

With over 85 years of combined experience, our training ensures your team and suppliers remain compliant, innovative, and efficient, fostering talent retention and job satisfaction.



Key Features

- **TAILORED CONTENT**
Customisable courses designed to meet the specific needs of your organisation.
- **CPD ACCREDITED**
Professional development with accredited courses to ensure quality and relevance.
- **INTERACTIVE LEARNING**
Practical exercises and real-world applications to enhance learning.
- **EASICPD™ MODULES**
Online, on-demand learning modules for ongoing knowledge transfer and refresher training.
- **EXPERIENCED TRAINERS**
Access to industry experts with extensive experience in procurement and supply chain management.
- **FLEXIBLE DELIVERY**
Courses available both virtually and in-person to suit your operational needs.

Benefits

- **ENHANCED SKILLS**
Equip your team with the latest knowledge and best practices in procurement.
- **COMPLIANCE**
Ensure your organisation remains compliant with current regulations and standards.
- **INNOVATION**
Foster an innovative mindset within your procurement team to drive better outcomes.
- **RETENTION**
Improve job satisfaction and retain top talent through continuous professional development.
- **COST-EFFECTIVE**
Benefit from high-quality training that provides long-term value for your organisation.

Programme Objectives

- 1 DEVELOP PROCUREMENT EXCELLENCE**
Enhance the skills and knowledge of procurement professionals to achieve excellence in procurement practices.
- 2 PROMOTE SUSTAINABLE PRACTICES**
Integrate social value and sustainability into procurement strategies.
- 3 IMPROVE EFFICIENCY**
Streamline procurement processes through advanced training and best practices.
- 4 SUPPORT CAREER DEVELOPMENT**
Provide opportunities for professional growth and career advancement within your procurement team.
- 5 FOSTER COLLABORATION**
Encourage collaboration and knowledge sharing within and across procurement teams.

GO4GROWTH LEARNING & DEVELOPMENT (L&D) ENGAGEMENT & IMPACT

INITIAL PHASE

- **TRAINING NEEDS ASSESSMENT**
Conduct a thorough assessment of your team's training needs and objectives.
- **COURSE CUSTOMISATION**
Tailor the course content to align with your organisation's specific goals and requirements.

MID-PHASE

- **COURSE DELIVERY**
Implement the training program through virtual or in-person sessions, ensuring active participation and engagement.
- **INTERACTIVE EXERCISES**
Incorporate practical exercises and real-world applications to reinforce learning.

FINAL PHASE

- **KNOWLEDGE TRANSFER**
Utilise EasiCPD™ modules to support the transfer of knowledge and skills back to the workplace.
- **EVALUATION AND FEEDBACK**
Collect feedback from participants to evaluate the effectiveness of the training and identify areas for improvement.

2,100 LEARNERS

THROUGH A BLEND ON ONLINE, VIRTUAL AND IN PERSON DELIVERED COURSES.

Indicative Costs

- ½ Day (Virtual/In-Person) **£995.00 / £1,150.00**
- 1 Day (Virtual/In-Person) **£1,350.00 / £1,550.00**
- 2 Day (In-Person, 2 Tutors) **£3,250.00**
- EasiCPD™ Package **£450.00 per learner**

GO4GROWTH CARBON

Take decisive action on climate change with Go4Growth's Carbon Net Zero Action Planning Programme. Developed in collaboration with sustainability experts from NETpositive Futures and Higher Education; based on UK government guidance, this award-winning platform supports businesses of all sizes in creating tailored action plans to reduce carbon emissions. Whether a business needs to calculate the carbon footprint or import an existing one, Go4Growth Carbon offers a comprehensive solution to help public sector organisations, and their supply bases achieve their carbon reduction goals. As a public sector organisation, the Go4Growth Carbon programme allows you to delve into your Scope 3 – Purchased Goods and Services emissions gathering data and actions plans for your suppliers and your local economic area.

Key Features

- **USER-FRIENDLY PLATFORM**
An intuitive interface designed for businesses of all sizes and sectors.
- **TAILORED ACTION PLANS**
Customised plans to reduce carbon emissions, aligned with UK government guidance.
- **COMPREHENSIVE SUPPORT**
Ongoing support and resources to help implement and track carbon reduction strategies.
- **MARKET INTELLIGENCE**
Access to data and insights on carbon reduction trends and best practices.
- **TRAINING PROGRAMS**
Educational resources to help businesses understand and tackle scope 3 emissions.
- **COLLABORATIVE APPROACH**
Developed with input from sustainability experts and tested within the Higher Education sector.

Programme Benefits

- **SUSTAINABILITY**
Support your organisation and the nation's sustainability goals and contribute to a greener future.
- **COMPLIANCE**
Ensure alignment with UK government guidelines and industry standards.
- **EFFICIENCY**
Streamline the process of calculating and reducing carbon emissions with an easy-to-use tool.
- **MARKET COMPETITIVENESS**
Enhance your market position by demonstrating commitment to sustainability.

Programme Objectives

- 1 REDUCE CARBON EMISSIONS**
Help businesses create and implement effective carbon reduction plans.
- 2 SUPPORT SCOPE 3 EMISSIONS MANAGEMENT**
Focus on managing emissions in purchased goods and services.
- 3 ENHANCE SUSTAINABILITY PRACTICES**
Promote sustainable practices across the supply chain.
- 4 FOSTER COLLABORATION**
Encourage collaboration between public sector organisations and their suppliers on sustainability initiatives.
- 5 PROVIDE EDUCATIONAL RESOURCES**
Offer training and resources to build capacity and understanding of carbon reduction strategies.

GO4GROWTH CARBON ENGAGEMENT & IMPACT

OVER
800
SUPPLIERS AND LOCAL
BUSINESSES USING THE
PROGRAMME

50%
ARE CLASSIFIED AS SMES

50%
USE THE PROGRAMME
TO CALCULATE CARBON
FOOTPRINT

50%
IMPORT AN EXISTING
CALCULATION

2500+
CARBON REDUCTION
ACTIONS IN PROGRESS.

INITIAL PHASE

- **PLATFORM SETUP** Assist in setting up the Carbon Net Zero Action Planning Tool and calculating or importing existing carbon footprint data.
- **STAKEHOLDER ENGAGEMENT** Identify and engage key stakeholders to ensure alignment and support for the carbon reduction initiatives.

DELIVERY PHASE

- **ACTION PLAN DEVELOPMENT** Work with your team to develop tailored action plans for carbon reduction.
- **TRAINING AND WORKSHOPS** Provide training sessions and workshops to educate your team and suppliers on best practices in carbon reduction.
- **ONGOING SUPPORT** Offer continuous guidance and resources to support the implementation of action plans.
- **MONITORING AND EVALUATION** Implement monitoring tools to track progress and evaluate the effectiveness of carbon reduction strategies.
- **FEEDBACK AND ADJUSTMENTS** Collect feedback and make necessary adjustments to the action plans to ensure continued success.
- **REPORTING** Provide comprehensive reports on carbon reduction progress and achievements.

Cost → AVAILABLE ON REQUEST

GO4GROWTH PROCURE

Enhance procurement efficiency and unlock local business potential with Go4Growth's tailored procurement support.

Go4Growth Procure offers a dual approach to Procurement support:

OPTION 1

Assisting organisations with optimising internal procurement processes helping your organisation to develop internal guidance documents, skills and knowledge for those who are involved in procurement activities but are not procurement professionals.

OPTION 2

Providing outsourced procurement support for specific projects. Our team can run procurement competitions for you, on your behalf from end to end. This includes developing the specification, evaluation criteria, social value, document creation and running the procurement competition itself (including market engagement and ensuring all notices are done). We will undertake evaluation and moderation and provide an award recommendation report for your approval. We'll also compile the Regulation 84 report where required. You can use our team for any under threshold procurements freeing your resources up to focus on complex, high risk, high value procurements.

Key Features

- **PROCESS OPTIMISATION**
Comprehensive review and enhancement of procurement processes to maximise efficiency.
- **DOCUMENT STREAMLINING**
Simplification and standardisation of procurement documentation to improve usability and compliance.
- **ONGOING GUIDANCE**
Continuous support and guidance for procurement teams and non-procurement colleagues.
- **TRAINING PROGRAMS**
Customised training sessions to build procurement skills and knowledge.
- **OUTSOURCED SUPPORT**
Flexible outsourcing options for specific procurement competitions or projects.
- **MARKET INTELLIGENCE**
Data-driven insights to inform procurement strategies and improve outcomes.

Benefits

- **EFFICIENCY**
Streamline procurement processes to reduce administrative burden and increase productivity.
- **COMPLIANCE**
Ensure all procurement activities comply with relevant regulations and standards.
- **INCLUSION**
Promote greater participation from local SMEs and VCSEs, contributing to economic growth.
- **FLEXIBILITY**
Access specialised procurement support without the need for permanent recruitment.
- **COST-EFFECTIVE**
Extend your resources as and when you need to.

Programme Objectives

- 1 OPTIMISE PROCUREMENT PROCESSES**
Enhance efficiency and effectiveness through streamlined processes and documentation.
- 2 SUPPORT LOCAL ECONOMIES**
Increase the inclusion of local SMEs and VCSEs in procurement activities.
- 3 ENSURE COMPLIANCE**
Maintain high standards of compliance with procurement regulations and best practices.
- 4 FOSTER INNOVATION**
Encourage innovative solutions from suppliers through a supportive procurement environment.
- 5 BUILD CAPACITY**
Strengthen the skills and knowledge of procurement teams and non-procurement colleagues.

GO4GROWTH PROCURE ENGAGEMENT & IMPACT

OPTION 1

PROCUREMENT REVIEW

INITIAL PHASE

- **NEEDS ASSESSMENT**
Conduct a thorough assessment of current procurement processes and identify areas for improvement.
- **STAKEHOLDER ENGAGEMENT**
Engage key stakeholders to understand their needs and gather input for process optimisation.
- **PLAN DEVELOPMENT**
Develop a detailed plan outlining the proposed changes and improvements.

DELIVERY PHASE

- **PROCESS REVIEW**
Conduct an in-depth review of existing procurement processes and documentation.
- **TRAINING AND WORKSHOPS**
Provide targeted training sessions and workshops to support the implementation of new processes.
- **ONGOING SUPPORT**
Offer continuous guidance and support to ensure successful adoption of optimised processes.
- **REPORTING**
Provide comprehensive reports on the outcomes and benefits of the optimised processes.

Indicative Cost

- **£24,950 per project**
(dependant on duration, complexity and outcomes)



PROCESSES
REVIEWED FOR IN
EXCESS OF
£750M SPEND

50+
GUIDANCE RESOURCES
CREATED INCLUDING
STEP-BY-STEP GUIDES,
CHECKLISTS, VIDEO
TUTORIALS, EXPLAINER
VIDEO'S ETC.

OPTION 2

OUTSOURCED PROCUREMENT SUPPORT

INITIAL PHASE

- **SCOPING** Define the scope and objectives (outcomes) of the specific procurement competition or project.
- **STAKEHOLDER ENGAGEMENT** Identify and engage key stakeholders to ensure alignment with project goals.
- **RESOURCE ALLOCATION** Allocate the necessary resources and expertise to support the project.

DELIVERY PHASE

- **MARKET INTELLIGENCE** Utilise data and insights to inform decision-making and improve project outcomes.
- **DEVELOP DOCUMENTATION** All documentation will be subject to approval prior to release.
- **REPORTING** Provide detailed reports on the project's/procurement progress including award recommendation and Reg84
- **HANDOVER**
Ensure a smooth handover of the project/complete procurement to the organisation, including any necessary documentation and insights.

Indicative Cost

- **£375.00-£850.00 per day**
(dependent on skills needed and duration)

ACCESS TO A TEAM OF
**AWARD WINNING
PROCUREMENT
PROFESSIONALS**
WITH 100 YEARS+ COMBINED
GLOBAL PRIVATE SECTOR AND
PUBLIC SECTOR EXPERIENCE
WHO HAVE BEEN RESPONSIBLE
FOR IN EXCESS OF 2BN SPEND.



GO4GROWTH

go4growth.co.uk