

Top Tips for Finding Public Sector Opportunities

1. Check with procurement organisations regularly

Crown Commercial Service aren't the only procurement body for the public sector, but they're a great place to start. They help craft the majority of the main frameworks that the UK government and the wider public sector use today.

Other ones that might be worth checking out are: YPO, NHS SBS, NHS Supply Chain.

But that's just a few! It's important to do your research and make sure you check back on their pipelines regularly.

2. Join industry bodies to stay in the know

A good place to get notified of new framework opportunities is through industry bodies. For example, in the technology industry, there is techUK. They frequently hold supplier engagement events for upcoming routes to market.

These events are great to attend, as you can help shape the future of frameworks and how they can benefit suppliers. As well as making sure you're kept in the loop through email as an interested supplier.

3. Sign up for framework alerts

Many companies out there offer email alerts about upcoming frameworks (and Dynamic Purchasing Systems). We've partnered with [Stotles](#) for a few years now to help our clients get notified from bespoke opportunity lists that they create.

Technology suppliers can also find out from us directly the frameworks we recommend on a case-by-case basis - [take a look here](#).

Bonus tip: Keep at it!

It goes without saying, but making sure everyone is on board, especially your sales and marketing teams, is going to make the most difference. Public sector marketing and UK government procurement is a whole project that requires time. Make sure you're planning well in advance to discover the correct framework opportunities for you and to forecast how these will fit into your larger public sector strategy.