

Supplier Development Programme



Wandsworth



- Meet The Buyer Events
- 1-2-1 Tender Advice Sessions
- Bid Skills Workshops

Win More Contracts



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Supply Wandsworth & Richmond

Agenda | Programme Launch | 24th July 2025 | 10am-11am

Time	Facilitator/Presenter	Topic
10 min	Wandsworth & Richmond Council <ul style="list-style-type: none"> Gregory Odia – Manager, Supply Wandsworth & Richmond 	Supplier Ready Programme <ul style="list-style-type: none"> Agenda & Objectives Project Deliverables
5 min	Wandsworth & Richmond Council <ul style="list-style-type: none"> Will Radford – Policy & Governance Officer, Procurement 	Procurement: Strategy <ul style="list-style-type: none"> Responsible & Inclusive Procurement Ethical, Environmental, and Social Impacts
5 min	Wandsworth & Richmond Borough Council <ul style="list-style-type: none"> Valerie Kyijpers – Category Manager, Procurement 	Procurement: Buyer's Perspective <ul style="list-style-type: none"> Access to tender opportunities Tender Portals Who to Contact
30 min	Branduin Business Support <ul style="list-style-type: none"> Roderick Cameron – South London Programme Manager 	New Business Opportunities <ul style="list-style-type: none"> Fit To Bid Programme Large Private Sector Buyers Case Studies Submitting an Expression of Interest
10 min	Q&A and Next Steps	

Wandsworth Council Responsible Procurement Strategy

Strategic Objectives:

1. Maximise procurement spend with SMEs and VCSEs.
2. Empower local supply chains to foster a thriving economy.
3. Align with national priorities from the Procurement Act 2023 and the National Procurement Policy Statement.

Key Commitments:

- **Training and Capacity Building:** bid-writing, social value, and e-procurement system training.
- **Transparency and Accessibility:** publishing future tender pipelines, hosting “meet the buyer” events, using plain English.
- **Fair Contracting:** aligning insurance and payment terms with SME needs, splitting contracts into lots, providing post-award feedback and guidance.

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Selling to the councils

Where to register

**PUT PEOPLE
FIRST**

**CONNECT
BETTER**

**THINK
BIGGER**

**LEAD BY
EXAMPLE**

**EMBRACE
DIFFERENCE**

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Councils Tendering Portal – accessing opportunities:

Atamis E-Sourcing - <https://lb-wandsworth.my.salesforce-sites.com/?SearchType=Projects>, ([Atamis Contracts Search](#))

and: <https://www.contractsfinder.service.gov.uk/Search>

Electronic tendering portal - register for an account to participate

Register: https://lb-wandsworth.my.site.com/ProSpend_eSourcing_Community_Registration?locale=uk

Opportunities can be found at: [Atamis Contracts Search](#)

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Tender portals:

Register listing your service and you will receive a notification to participate in related tender exercises:

The digital Marketplace: <https://www.gov.uk/tendering-for-public-sector-contracts/sell-through-digital-marketplace> ([Sell goods or services to the public sector: Supply digital services through the Digital Marketplace - GOV.UK](#))

Contracts Finder: <https://www.gov.uk/contracts-finder>

Find a Tender Service: <https://www.gov.uk/find-tender> ([Find high value contracts in the public sector - GOV.UK](#))

For works contracts, mostly concerning Housing: Potential bidders should register on Constructionline <https://www.constructionline.co.uk> . Work includes tenanted, communal and void properties.

Further information: Procurement Mailbox - Procurement@richmondandwandsworth.gov.uk