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## The ten key procurement for growth principles

Transformation of public procurement will be key to securing economic growth and recovery in a tighter fiscal environment. To that end, OGC has published a set of 10 Procurement for Growth principles for Departments to use in their non-collaborative procurement activities.

The principles emphasise the need for effective engagement with industry pre-procurement, to enable consideration of supply chain opportunities and take account of industry feedback before requirements are set.

Use of the principles will institutionalise the New Industry New Jobs approach of taking account of supply chain opportunities for UK companies in policy and delivery planning. They are intended to stimulate and drive innovation in public procurement and direct public procurers to be bolder, smarter and more disciplined in their procurement decisions. The principles allow for adapting procurement at a local level to be a stronger driver of growth.

Note that procurers must continue to work within the Government's value for money framework.

### The ten key procurement for growth principles

- Analyse markets to assess where growth is achievable.
- Manage markets by providing clear, timely information on future needs to industry, as far as possible organising a predictable, smooth and intelligently bundled pipeline of publishable forward demand.
- Engage early with key suppliers throughout the supply chain and take suppliers' needs and capabilities into account in business planning.
- In requirement specifications, take account of supplier feedback on practicality and of available offerings.
- For novel requirements, work with industry to stimulate a competitive supply market where it does not already exist.
- Using Innovation Procurement Plans, foster appropriate innovative solutions e.g. through SBRI, forward commitment procurement and other innovation-fostering strategies.
- Departments to monitor the effectiveness of 'their' supply markets, taking action to develop or manage supply as needed.
- By being a demanding customer, encourage lean, effective suppliers.
- Pursue PtP priorities related to growth systematically in all relevant procurement.
- Deploy business-friendly procurement practices e.g. advertise requirements (lower value through Supply2Gov), publish award details and debrief bidders.