



Stoke-on-Trent & Staffordshire Growth Hub



Pictured (from left to right): James Abbott, Programmes and Transformation Team Leader; East Staffordshire Borough Council; Matt Reid, Regional Business Development Manager; BiP Solutions and Catriona Gilbey, Enterprise Manager, East Staffordshire Borough Council

BiP Solutions and East Staffordshire Borough Council partnered at the 'Let's Do Business' event on 26 June 2014 at Uttoxeter Race Course.

Representatives of East Staffordshire Borough Council were recently invited to attend the 'Let's Do Business' event, held on 26 June and organised by the Greater Birmingham and Staffordshire Chambers of Commerce. The event attracted hundreds of delegates from a broad range of business sectors, who came together to 'do business'.

The Council was represented by members of its Enterprise, and Programmes & Transformation departments. This gave the opportunity for these two teams to provide information on business development and funding opportunities, in addition to detail

about the Council's procurement processes and available contracts.

As the provider of East Staffordshire's eSourcing solution, BiP was also invited to partner with the Council at the event, to help discuss with service providers the procedures and related benefits of registering on the Delta system. This system helped the Council to improve the efficiency of its processes by ensuring it has easy access to a large and competitive supplier base. In addition, BiP's attendance also helped potential suppliers, both local and from further afield, to understand how they can bid to undertake work for the Council.

The day-long event allowed the representatives from both organisations to run an information point for interested delegates to drop by and ask questions on anything related to business development and procurement opportunities. In addition, the Council also undertook 'walkabouts' during the event, proactively speaking to businesses exhibiting at the event in order to 'sell' or get the word out about the services provided by the two council teams. Having representatives from both the Council and BiP Solutions allowed for specialist information to be offered effectively in these inherently linked areas. It also provided the opportunity to proactively market their opportunities with appropriate service providers in attendance at the event.



Uttoxeter Racecourse

The day was hosted at Uttoxeter Racecourse which provided a perfect setting and backdrop to network and create business opportunities.

This event, and the partnership approach, proved to be very successful, with a number of organisations gaining a greater understanding of procurement processes, expressing interest, registering on Delta, as well as going on to talk to the Enterprise team about business support and vice-versa, with over 50 direct contacts made on the day itself.



Attendees working the floor at the event.



A busy, very-well attended event.