The Value of our Central Government Programme

techUK
FOR WHAT COMES NEXT

1. Industry Access:

techUK provides a forum for our members to engage with UK Government. Our Central Government Programme facilitates market engagement sessions with all the major Whitehall Departments – particularly the Home Office, DWP, HMRC and the GPA – based on upcoming procurement opportunities. These events allow members to view procurement pipelines and to liaise with departments on procurement requirements. The Programme also allows members to network with a view to developing effective partnerships for public sector bids. Additionally, our work aims to help government have sight of what industry can offer and become a better-informed buyer of technology.

2. Influence Policy:

The Central Government Programme works closely with the public sector to evangelise the use of technology for addressing public sector challenges. Critically, we try to improve how government approaches and buys technology solutions, ensuring that procurement is as easy and friction-free as possible. For example, we participated in the development of the Digital, Data and Technology Sourcing Playbook which is the document that provides policies and guidance for how digital projects and programmes are assessed, procured and delivered in government. We work with the Cabinet Office to add more nuance to the use of social value in tech procurement. We engage with the Crown Commercial Service to ensure that frameworks are supplier friendly and fit for purpose. And we engage on policies like the Procurement Bill to ensure that we help create the best environment for our members to compete, win more bids, and grow.

3. Inside track:

The Central Government Programme helps members deepen their understanding of Government markets and to put their best foot forward for public sector opportunities. We hold regular departmental briefings which allow members to have sight of departmental objectives and strategies. techUK members are often called on to provide feedback to the Crown Commercial Service on frameworks that shape procurement practices. We also share market analysis of government tech spend, and insights on important policies like the Procurement Bill. With this increased visibility of government strategies and budgets, members have the intelligence needed to make smart business decisions and to produce high quality bids.

4. Impact performance:

Being a member of techUK helps companies to raise their profile and show themselves as thought leaders with solutions to public sector challenges. Members contribute to critical public sector discourse through events like our Building the Smarter State Conference and numerous roundtables and panel discussions. Our member-only supplier days help members to interact with government departments and to understand their strategic objectives and needs as a customer. Additionally, we facilitate opportunities for companies to meet and network with each other with a view to making strong partnerships for specific procurement opportunities. All of these meetings and networking opportunities put members in a better position to win business.

5. A return on investment (ROI):

The Central Government Programme gives members the tools and opportunities they need to thrive in the public sector. The Programme facilitates relationships that helps our members to win bids and to grow. We reduce the cost of finding relevant business opportunities. We ensure our members have early sight of tender opportunities and market engagement events. And we help members to make connections with government departments. Active participation in techUK's Central Government Programme is a part of many successful organisations' business strategy. 20% of the top 20 fastest growing technology companies in the UK's public sector, are techUK members (Tussell Tech200, 2022).