



GEM procurement process sees Maxxim Consulting as first SME to win Government contract

Following the announcement made at the Cabinet Office's Crown and Suppliers conference, Maxxim Consulting are delighted to announce that they have become the first SME to be awarded a Government contract under the new GEM procurement process.

In October 2010, Sir Philip Green carried out a report for the Cabinet Office on waste in government, and found that £166billion was spent on public sector procurement on IT, travel and consultancy. As a result of this report, the Cabinet Office announced its aspirations that a quarter of Government contracts should go to small and medium businesses, in order to feed £41.5billion into SMEs.

The new GEM procurement process includes a series of measures to make it easier for small and medium sized enterprises to do business with the Government. The new measures are designed to cut away unnecessary bureaucracy and waste by streamlining the procurement process; improving the transparency of public procurement opportunities; and requiring major suppliers to guarantee subcontractors working on Government contracts are paid within 30 days.

Founder of Maxxim Consulting, Claire Arnold, says, "This is a massive opportunity to change the way the Government deals with the challenges facing the UK today. SMEs can bring real expertise, drive and decisiveness to the Government. When you think about the percentage GDP that is represented by the Government anything that can be done to better focus its expenditure and help it spend wisely is appreciated."

About the new GEM procurement process, Claire said, "It makes a real difference to SMEs to be able to pitch for Government business. The previous process was so long and required so many resources it would put you out of business before you were even selected. The new GEM process is shorter, meaning SMEs can afford to be involved in the process, and also looks at what you can offer, rather than merely looking at whether you can tick the boxes of having worked in this area before. It's great to be able to show what we can offer without being tied down by the bureaucratic process."

Maxxim Consulting are based in London and have 25 members of permanent staff working with clients including The Royal Mail, Oxford University and The Prince's Trust.

ENDS

For further information please contact Jo McGillivray on 0207 440 0781 or email JoM@pha-media.com