

Objective 2 – Smart Growth

Target 7 – Competition and Business Regulation

Increase the level of participation of South East businesses (especially small businesses and social enterprises) in tendering for public sector contracts

Actions 7.1 – Improve business support available to help small and medium enterprises and social enterprises tender for contracts, and identify areas of the public sector where there is potential for more procurement opportunities from local Small & Medium Enterprises, and encourage alliances and collaboration to increase local procurement by improving client-side capacity.

and

Action 7.2 (New Action) – Identify areas of the public sector where there is potential for more procurement from local SMEs, and encourage alliances and collaboration to increase local procurement by improving client-side capacity

Activity(ies)	Contribution to the Target	Partner(s) (lead partner(s) in bold)	Timescales			Required Funding	Funding source(s)
			07-08	08-11	12-16		
South East Public Procurement Forum Establish a forum to consider the issues effecting business bidding for public sector contracts and how these might be addressed. The forum will develop shared opportunities and resources and provide support and guidance to all public sector agencies.	Consider appropriate training and advice (delivered through Business Link) to develop the capacity of Small & Medium Enterprises to successfully bid for public sector contracts. The Forum will also consider work and issues effecting specific sectors e.g. NHS, construction etc.	SEEDA , Local Authorities, Business Link Providers, Regional Centre of Excellence, Business Representative Organisations, NHS, Sector Consortia	●	●	●	£1.2M (£100k from SEEDA)	SEEDA, Businesses, NHS, Sector Consortia

SEEDA as an Exemplar SEEDA to show leadership by becoming an exemplar public procurement agency.	Better positions SEEDA to be an advocate.	SEEDA		●		N/A	SEEDA – including Resources & Finance Teams
NHS Procurement Develop local commissioning strategies that support local procurement practice with Small & Medium Enterprises and enable Social enterprise to deliver against public sector markets.	Create a virtual cycle of public investment, supporting local money flows into communities. Plans currently being developed with the South Coast and South Central NHS Collaborative Procurement Hubs	NHS, SEEDA, LHAs, Business Link	●	●	●	£100k (tbc) awareness raising	NHS
Local Authorities Develop pilot projects with Local Authorities that supports local procurement and supply chain diversity with a particular focus on engaging with SMEs and the Third Sector	Create a virtual cycle of public investment, supporting local money flows into communities.	SEEDA, Local Authorities, Business Link	●	●	●	£500k	SEEDA, Local Authorities
Cross Cutting Issues							
Rural	<ul style="list-style-type: none"> Work with South East food, fishery and woodland businesses to make the best opportunities to contract for local products. Will link into activity being led by SEEDA's Rural Business Team 						
Equality & Diversity	<ul style="list-style-type: none"> SEEDA to show leadership by becoming an exemplar public procurement agency, including taking a pro-active approach to achieving high environmental and equalities standards. 						
Europe	<ul style="list-style-type: none"> Identify policy influence opportunities and facilitate the exploitation of the proposal for EU wide targets for green public procurement, which will give guidance to member states for the adoption of national action plans on green public procurement and benchmarking and monitoring by the Commission. 						

Action 7.3 – Develop the region’s capability to influence legislation and regulations affecting the region’s economy, including rural businesses.

Activity(ies)	Contribution to the Target	Partner(s) (lead partner(s) in bold)	Timescales			Required Funding	Funding source(s)
			07-08	08-11	12-16		
Migrant workers Lobby Government to ensure the recognition of the essential need for migrant workers in the land based sector and work with local communities and planning authorities to integrate workers within local communities.	Regional plan of action agreed with clear guidance on local planning policies agreed with local authorities across the region.	Farming and Rural Issues Group , Department for Communities & Local Government, Local Authorities, Rural Community Councils		●		N/A	N/A
Lobby for Benefit and Tax Reform Develop a regional approach to lobbying Her Majesty’s Treasury on benefit and tax reform to support pathways into enterprise and employment and in-work training for the most excluded.	Will broaden the spectrum of economic participation potential in the region.	SEEDA, The Regional Assembly , Local Authorities, Job Centre Plus, Housing Associations etc		●		N/A	N/A
Influencing European Legislation Work with partners in the Brussels representation and across the region to identify influencing opportunities at European level and facilitate their exploitation.	Influence legislation at an early stage to optimise the impact on the South East economy.	Partners in South East England House		●	●	N/A	N/A
European Regulation Monitor the Commission’s activities to simplify and improve the regulatory environment for EU businesses and influence where necessary.	Timely identification and communication of the Commission’s reductions in the administrative burden faced by EU businesses.	Business Link Providers , Confederation of British Industry, Federation of Small Business, Smallbusiness Europe Business Link will be the main conduit to business	●	●	●	N/A	N/A
Cross Cutting Issues							

Rural	<ul style="list-style-type: none"> • Help land-based businesses to understand new legislation and how to respond to it and identify opportunities for improved enterprises. • Work with land-based sectors and Government to ensure the recognition of the essential need for migrant workers and work with local communities and planning authorities to integrate workers within local communities.
Equality & Diversity	<ul style="list-style-type: none"> • Develop a regional approach to lobbying Her Majesty's Treasury on benefit and tax reform to support pathways into enterprise and employment and in-work training for the most excluded.
Culture, Sport, Leisure & Creative Industries	<ul style="list-style-type: none"> • Monitor the development of new legislation (including IPR) that might affect South East creative businesses, lobbying as necessary and ensuring that they are prepared for its introduction.
ICT & Broadband	<ul style="list-style-type: none"> • Regulation and national policy will significantly effect Next Generation Broadband deployment. Co-ordinated action with The Regional Assembly will be needed to influence Ofcom (the telecommunications and broadcasting regulator). Influencing of national policy on Broadband may be necessary to secure the public sector funding to deliver Next Generation Networks to rural areas.

Action 7.4 – Develop a proactive approach to improving planning performance and speed.

Activity(ies)	Contribution to the Target	Partner(s) (lead partner(s) in bold)	Timescales			Required Funding	Funding source(s)
			07-08	08-11	12-16		
<p>Development and Promotion of Best Practice Work with local authorities and other partners to develop and share best practice in operating the planning system at all levels in ways which interface efficiently and effectively with businesses.</p>	Provides Strategic Added Value to support delivery of the range of global competitiveness and smart growth targets.	Local Authorities , SEEDA, Planning Advisory Service, Regional Assembly		●	●	£100,000	SEEDA, Local Authorities, Planning Advisory Service
<p>Strategic Advocacy Work with Regional Development Agency Planning Leads to influence future changes to Planning Processes and Policies at national, regional and local levels to ensure they properly take account of economic impacts and business competitiveness. Short term priorities will be Planning Policy Statement 4 and the Planning White Paper.</p>	Provides Strategic Added Value to support delivery of the range of global competitiveness and smart growth targets	SEEDA , Department for Communities and Local Government, Other Regional Development Agencies		●	●	£100,000	SEEDA, Other Regional Development Agencies
<p>Cross Cutting Issues ICT & Broadband</p> <ul style="list-style-type: none"> • Planning regulations (particularly Section 106) could be used to help drive Next Generation Broadband deployment in green field sites. 							