

*Opportunities and
experiences supplying into
the Public Sector in Wales*

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MG Commercial Business Solutions



World Leading Wales

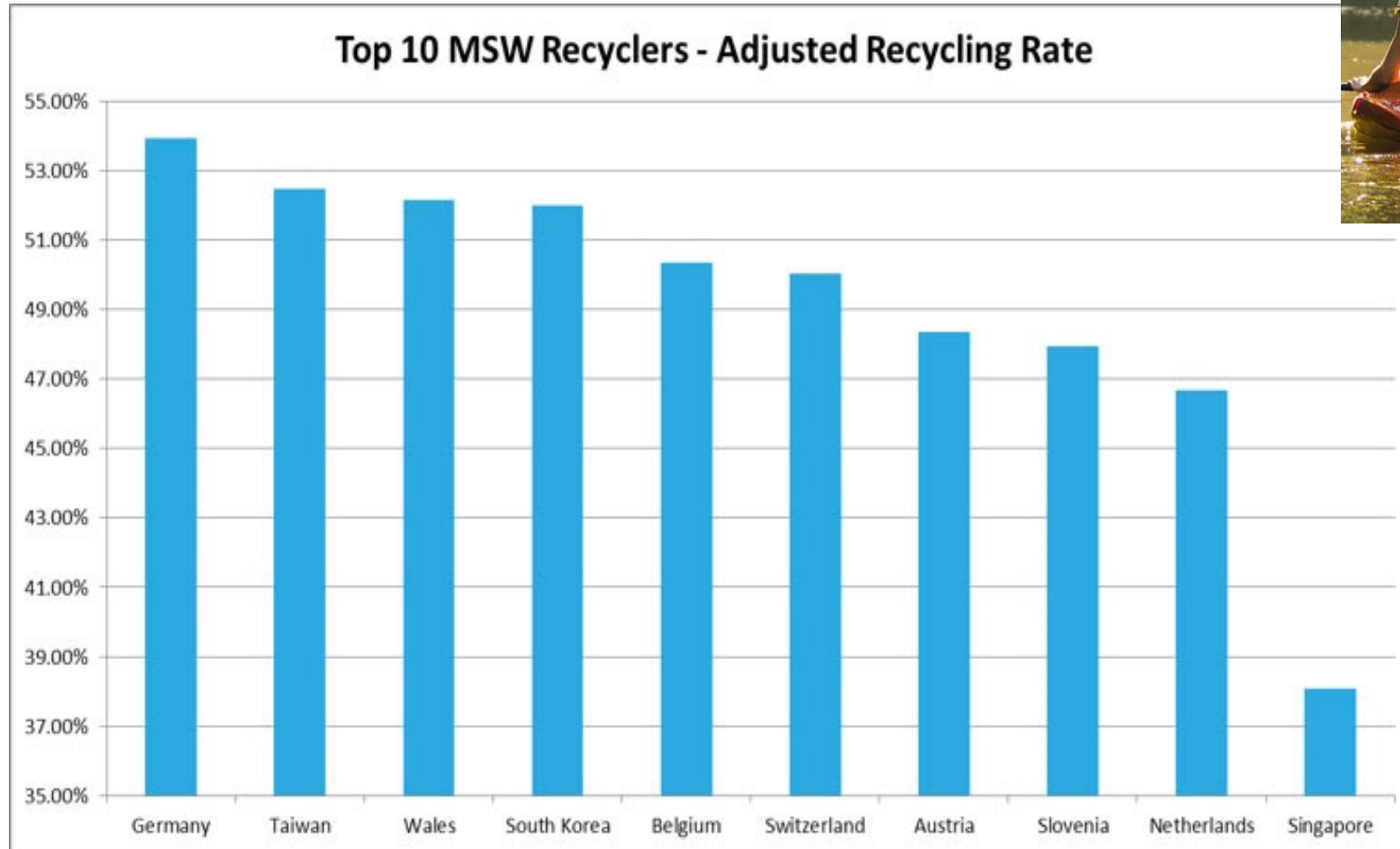


Well-being of Future Generations (Wales) Act 2015



No 3 in the world for recycling

World recycling league table (%)



Transforming Public Procurement



Cabinet Office

Transforming public procurement

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THE
SOCIAL
VALUE
PORTAL

The background features abstract, overlapping geometric shapes in various shades of blue, ranging from light sky blue to deep navy blue. The shapes are primarily triangles and quadrilaterals, creating a dynamic, layered effect. The text is centered in the white space between these shapes.

Benefits of working with the Public Sector in Wales

Benefits of working with the Public Sector in Wales



Framework
Spend
£90m Per
Annum

Benefits of working with the Public Sector in Wales



**Public
Sector
Monies**

Benefits of working with the Public Sector in Wales

**Improved
Cash
Flow**



Benefits of working with the Public Sector in Wales



A LONG TERM

COMMITMENT

**Framework
Timescales**

Previous experiences of working with the Public Sector in Wales

- ▶ **Tender process**
- ▶ **Supply chain complexity**
- ▶ **Uncertainty around volumes**
- ▶ **Low margins**
- ▶ **Lack of expertise**

Improving access to the Public Sector in Wales for suppliers

- ▶ Increase the level of Welsh product supplied into the Public Sector in Wales.
 - ▶ Either direct from the supplier or via consolidators
- ▶ Shorter supply chains.
- ▶ Make Public Sector frameworks more accessible to all organisations and sectors.
- ▶ Increase understanding of supplier requirements to supply the public sector in Wales and the opportunities available.
- ▶ Support SME's to collaborate in order to gain Public Sector volumes.

Collaboration with Foodservice Companies to supply the Public Sector in Wales



*For further information please
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Diolch yn fawr

Thank you