

The Sefton/Liverpool Economic Growth Initiative (SLEGI) focuses on six wards on the North Liverpool – South Sefton border. The area presents a great economic challenge, as the area is lagging far behind the recent resurgence in the Merseyside economy.

We have a unique opportunity to transform the area because of the new economic opportunities emerging in the area itself and more widely across the sub-region.

The name of this new initiative is Stepclever.

The Stepclever programme provides the crucial drive needed to seize this opportunity. Alongside private investment and other important partner strategies, the challenge for the Stepclever team is to capitalise on local opportunities to nurture local enterprise and business growth, and transform the lives of the people living in these neighbourhoods.

One element to the Stepclever project is to address some of the barriers experienced by small and medium sized businesses (SME's) in selling to public bodies and larger private sector businesses, and incorporates a range of activities aimed at opening up public sector supply opportunities to businesses within the SLEGI area.

Most small businesses do not have the resource to trawl newspapers and trade journals looking for new business opportunities, and miss out on the opportunity to bid for public sector contracts simply because they are not aware that the opportunities exist.

The Stepclever project has recognised this as a significant barrier for the businesses in the SLEGI area and have worked with the Liverpool Chamber of Commerce to produce an alert system so that businesses never miss those important opportunities.

Support in Tender Opportunities

The Stepclever programme is designed to support businesses in the wards of Anfield, Everton, County, Kirkdale Linacre and Derby to successfully take advantage of tender opportunities. The project delivers support for businesses including one-to-one support and assistance in bid writing.

There will be a series of tender workshops covering:

- Sourcing and Identifying Bid & Tender Opportunities
- Expressions of Interest and Pre-Qualification Questionnaires (PQQs)
- Successful Tender Submission & Management
- Understanding Business Finance
- Marketing and Presentation Skills

Businesses have access to the web portal www.stepuptosupply.com to ensure they have easy access to tender opportunities. There is a facility on the website to allow inter-trading with other local businesses.

Additional support is available through an online interactive programme which guides a business through the whole tender process, including how to write their policies (health and safety, equal opportunity, environmental and quality management systems).

Participating businesses will be assessed to enable them to take part in Meet the Supplier Events (with Public Sector Buyers) and Meet the Buyer Events (with First Tier Private Sector Buyers).

A guide to using the web portal can be downloaded from the website or email procurement@liverpoolchamber.org.uk for further information.

www.stepclever.co.uk