

Supplier Adoption Guideline
Case study

Proactive Collaboration

Council: Essex County Council

Essex County Council are running an LPSA funded project to raise the level of SME e-enablement above the national and regional trend over 4 years. The project, which is in year 2 has involved council departments, the local Regional Development Agency and Business Link, UK online for business, the e-Business Club, a local press group and a number of other local organisations.

One initiative coming out of the project is the Stakeholders Group, 40 Essex major corporate and public sector organisations who buy directly or indirectly from local SME suppliers. This group comes together on a regular basis to share information and work towards the objectives of the project.

At the last meeting of the Stakeholders Group in March, it was agreed to create and distribute a leaflet for Essex SME suppliers via all major purchaser organisations. The leaflet will advise SE suppliers of the facts: over 30% of the purchasers will have e-procurement by 2004 and 50% by 2005. It will also point them to where they can learn more and get help.

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