



The London Business Network

The London Business Network is a new business organisation that has been set up to help the London business community take advantage of supply chain opportunities as well as the wider economic benefits arising from the London 2012 Olympic and Paralympic Games. It is the principle agency that London 2012 will be working with to deliver these objectives in the run up to 2012.

The London Business Network is based on an existing and very successful model developed in Australia for the Sydney 2000 Olympic Games. The organisation is a registered not-for-profit company formed by London First, the London Chamber of Commerce and the CBI London Branch and supported by the London Development Agency.

During the past twelve months the London Business Network has been engaging with businesses throughout Greater London, apprising them of a new website which we have been developing with the London Development Agency, Regional Development Agencies across England and similar organisations in Scotland, Wales and Northern Ireland. The new website, which is branded CompeteFor, is fully supported by London 2012 and will be used by them and their supply chain. Access to the site will be via www.london2012.com.

CompeteFor

CompeteFor is an electronic brokerage service that gives businesses unique access to London 2012 business opportunities and the capability to bid for them. It acts as a brokerage service between prospective buyers and suppliers of London 2012 contracts.

CompeteFor also provides access to business support services from Business Link in England and similar agencies throughout the rest of the UK. Suppliers will receive professional advice on how to improve their overall business performance and their ability to compete for Olympic and future opportunities.

CompeteFor is the only procurement portal endorsed by the London 2012 Olympic and Paralympic Games. All available London 2012 contracts will be advertised on the CompeteFor website. London 2012 has also made a commitment to encourage its suppliers to open their supply chains by posting all available contracts throughout the supply chain on CompeteFor.

Register your business on CompeteFor

This pack aims to assist businesses take advantage of London 2012 opportunities advertised on the CompeteFor website. Included is the business profile questionnaire you will be required to complete when you register online and a technical quick start guide which explains each component of the registration process.



CompeteFor Business Registration

To register your business profile on the CompeteFor website, log on to www.competefor.com. You will be required to answer the following questions online in order to register your business and become a member of the London Business Network. To complete your business profile as quickly and accurately as possible, you may need to have some information about your business on hand before you log on to the CompeteFor website.

COMPETEFOR - USER REGISTRATION		
Username	E-Mail Address	
	Confirm E-Mail *	
Password	Password * (Password must be between 5 and 50 characters)	
	Confirm Password (Password must be between 5 and 50 characters)	
	Password Hint * (Password must be between 5 and 50 characters)	
Name	Title: (Mr, Ms, Mrs, Dr, Prof)	
	First Name *	
	Last Name *	
Contact Details	Phone number *:	
	Mobile number:	
	Fax number:	
Organisation Name	Organisation *:	
	Job Title:	

Terms And Conditions	I accept the terms and conditions *	<input type="checkbox"/> (Please tick)
	Please tick this box if you wish to receive further information on non-Games related events, business guidance and opportunities.	<input type="checkbox"/> (Please tick)

COMPETEFOR – BUSINESS PROFILE (PUBLIC)

Contact Details	Organisation name*:	
	Organisation Type*: (please tick)	<input type="checkbox"/> Limited Company <input type="checkbox"/> Limited Partnership with 5 or less employees <input type="checkbox"/> Limited Partnership with 5 or more employees <input type="checkbox"/> Limited Liability Partnership <input type="checkbox"/> Sole Trader with 5 or less employees <input type="checkbox"/> Sole Trader with 5 or more employees <input type="checkbox"/> Partnership <input type="checkbox"/> Public Limited Company <input type="checkbox"/> Charity <input type="checkbox"/> Not-for-profit Organisation <input type="checkbox"/> Group Division <input type="checkbox"/> Other
	Postal address*:	
	Town*:	
	County:	
	Postcode*:	
	Country*:	
	Organisation email address*:	
	Organisation Telephone number*:	
Business Overview	Business Categories*: (choose the appropriate business category from a pre-determined list)	
	Turnover (GBP) e.g. 100,000*:	
	Total number of employees*:	<input type="checkbox"/> 0 <input type="checkbox"/> 1- 5 <input type="checkbox"/> 6 – 10 <input type="checkbox"/> 11 – 15 <input type="checkbox"/> 16 – 20 <input type="checkbox"/> 21 – 30 <input type="checkbox"/> 31 – 40 <input type="checkbox"/> 41 – 50 <input type="checkbox"/> 51 – 75 <input type="checkbox"/> 76 – 100 <input type="checkbox"/> 101 – 200 <input type="checkbox"/> 201 – 300 <input type="checkbox"/> 301 +

COMPETEFOR – BUSINESS PROFILE

ORGANISATION (IF DIFFERENT TO PUBLIC PROFILE ABOVE)

Contact Details	Organisation name*:	
	Organisation Type *: (please tick)	<input type="checkbox"/> Limited Company <input type="checkbox"/> Limited Partnership with 5 or less employees <input type="checkbox"/> Limited Partnership with 5 or more employees <input type="checkbox"/> Limited Liability Partnership <input type="checkbox"/> Sole Trader with 5 or less employees <input type="checkbox"/> Sole Trader with 5 or more employees <input type="checkbox"/> Partnership <input type="checkbox"/> Public Limited Company <input type="checkbox"/> Charity <input type="checkbox"/> Not-for-profit Organisation <input type="checkbox"/> Group Division <input type="checkbox"/> Other
	Postal address *:	
	Town *:	
	County:	
	Postcode *:	
	Country*:	
	Organisation email address *:	
	Organisation Telephone number *:	
Business Overview	Business Categories *: (choose the appropriate business category from a pre-determined list)	
	Turnover (GBP) e.g. 100,000 *:	
	Total number of employees *:	<input type="checkbox"/> 0 <input type="checkbox"/> 1- 5 <input type="checkbox"/> 6 – 10 <input type="checkbox"/> 11 – 15 <input type="checkbox"/> 16 – 20 <input type="checkbox"/> 21 – 30 <input type="checkbox"/> 31 – 40 <input type="checkbox"/> 41 – 50 <input type="checkbox"/> 51 – 75 <input type="checkbox"/> 76 – 100 <input type="checkbox"/> 101 – 200 <input type="checkbox"/> 201 – 300 <input type="checkbox"/> 301 +

COMPETEFOR - BUSINESS PROFILE

INSURANCES AND POLICIES		
Policies	Does your company have a Health & Safety Policy? *	YES / NO
	Who in your organisation is responsible for your Health & Safety Policy?	<input type="checkbox"/> Director <input type="checkbox"/> Manager <input type="checkbox"/> Supervisor <input type="checkbox"/> Other
	Does your company have an Equal Opportunities Policy? *	YES / NO
	Does your company have an Environmental Policy? *	YES / NO
	Does your company have a Quality Management System? *	YES / NO
	To which of the following Quality Standards is your business certified to (if any)?	<input type="checkbox"/> None <input type="checkbox"/> ISO 9001 <input type="checkbox"/> ISO 14001 <input type="checkbox"/> Acorn <input type="checkbox"/> EMAS <input type="checkbox"/> BS 7799 / ISO 27001 <input type="checkbox"/> OHSAS 18001 <input type="checkbox"/> Investors in People <input type="checkbox"/> SA 8000 <input type="checkbox"/> AA 1000 <input type="checkbox"/> Industry Specific Quality Standard(s) <input type="checkbox"/> Other
	If your business sources goods or services from overseas can you confirm that you have a policy in place to manage ethical sourcing practices? *	YES / NO
	Would you be prepared to tender electronically?*	YES / NO
Insurance Policy	Does your organisation have public liability insurance? *	YES / NO
	If yes, what is the overall value per annum for public liability? (GBP) e.g. 100,000 *	
	Does your organisation have employer's liability insurance? *	YES / NO
	If yes, what is the overall value per annum for employer's liability? (GBP) e.g. 100,000 *	
	Does your organisation have professional indemnity insurance? *	YES / NO
	If yes, what is the overall value per annum for professional indemnity insurance? (GBP) e.g. 100,000 *	
	How many insurance claims has your business made in the past 3 years?	<input type="checkbox"/> 0 <input type="checkbox"/> 1

		<input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input type="checkbox"/> 5 <input type="checkbox"/> 6 <input type="checkbox"/> 6+
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COMPETEFOR - BUSINESS PROFILE

FINANCIAL DETAILS		
Financial Information	Company Registration Number (if applicable):	
	Parent Company Name (if applicable):	
	Parent Company Name (if applicable):	
	If asked, how many years of accounts could you provide for your business? *	<input type="checkbox"/> 0 <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 <input type="checkbox"/> 4 <input type="checkbox"/> 5 <input type="checkbox"/> More than 5
	What is the largest size of contract that you have previously fulfilled? *	<input type="checkbox"/> Below £5k <input type="checkbox"/> £5k - £15k <input type="checkbox"/> £16k - £25k <input type="checkbox"/> £26k - £50k <input type="checkbox"/> £51k - £100k <input type="checkbox"/> £101k - £150k <input type="checkbox"/> £151k - £250k <input type="checkbox"/> £251k - £500k <input type="checkbox"/> £501k - £1m <input type="checkbox"/> £1m +
	Organisation Start Date: (Please enter the month and the year in which your business started trading.)	Month: _____ Year: _____
	VAT Number (if Applicable):	
	Can your business receive payments by BACS?*	YES / NO
	Has your business had any County Court Judgement made against it? *	YES / NO
	In what month does your financial year start?	
	What is the forecast turnover of your business for this financial year?	<input type="checkbox"/> Up to £50k <input type="checkbox"/> £51k to £75k <input type="checkbox"/> £76k to £100k

		<input type="checkbox"/> £101k to £150k <input type="checkbox"/> £151k to £200k <input type="checkbox"/> £201k to £300k <input type="checkbox"/> £301k to £500k <input type="checkbox"/> £500k to £1m <input type="checkbox"/> £1.1m to £2m <input type="checkbox"/> £2.1m to £3m <input type="checkbox"/> £3.1m to £5m <input type="checkbox"/> £5.1m to £6m <input type="checkbox"/> £6.1m to £7m <input type="checkbox"/> £7.1m to £8m <input type="checkbox"/> £8.1m to £9m <input type="checkbox"/> £9.1m to £10m <input type="checkbox"/> £10m +
	What percentage of your business to date is committed against this forecast?	<input type="checkbox"/> Below 1% <input type="checkbox"/> 1% to 3% <input type="checkbox"/> 4% to 6% <input type="checkbox"/> 7% to 9% <input type="checkbox"/> 10% to 12% <input type="checkbox"/> 13% to 15% <input type="checkbox"/> 16% to 18% <input type="checkbox"/> 19% to 22% <input type="checkbox"/> 23% to 26% <input type="checkbox"/> 27% to 30% <input type="checkbox"/> 31% to 34% <input type="checkbox"/> 35% to 40% <input type="checkbox"/> 41% to 45% <input type="checkbox"/> 46% to 50% <input type="checkbox"/> 51% to 60% <input type="checkbox"/> 61% to 65% <input type="checkbox"/> 66% to 70% <input type="checkbox"/> 71% to 80% <input type="checkbox"/> above 81% <input type="checkbox"/> £101k to £150k <input type="checkbox"/> £151k to £200k <input type="checkbox"/> £201k to £300k <input type="checkbox"/> £10m +
	Has your business met the terms of its banking facilities and loan agreements during the past year?	YES / NO
	Organisation web site (if any):	
	Marketing Text (Provide a description to promote what goods, services or works your company can provide)	

COMPETEFOR - BUSINESS PROFILE

OWNERSHIP DIVERSITY

<p>The funders of this service (the UK Regional Development Agencies and Devolved Administrations) are committed to promoting equality, tackling discrimination and valuing diversity. To measure the effectiveness of this service work, we are committed, and have a statutory obligation, to monitor the ethnicity, gender, and disability of our suppliers. We are also committed to ensuring that public funds are distributed equally so that all diverse communities can benefit from our work. Any information provided regarding the ownership or leadership profile and employee profile of your business will only be used for monitoring purposes. It will not be used to discriminate against you in any way or be available to buyers publishing contract opportunities on this service.</p>		
Ethnic Profile	Is over 50% of your organisation Black, Asian, or Minority Ethnic (BAME) owned or led?*	YES / NO / UNKNOWN
Gender Profile	Is over 50% of your organisation owned or led by women?*	YES / NO / UNKNOWN
Disability Profile	Is over 50% of your organisation owned by disabled people?*	YES / NO / UNKNOWN
Sexuality Profile	Is over 50% of your organisation Lesbian/Gay man/Bisexual/Transgender (LGBT) owned or led?*	YES / NO / UNKNOWN

COMPETEFOR - BUSINESS PROFILE		
EMPLOYEE DIVERSITY		
General	Do you have effective arrangements in place to ensure equality of opportunity within your organisation regardless of age, race or sexual orientation? *	YES / NO
	What is the ratio of your management and administration staff to operational staff?	<input type="checkbox"/> 1 to 2 <input type="checkbox"/> 1 to 3 <input type="checkbox"/> 1 to 4 <input type="checkbox"/> 1 to 5 <input type="checkbox"/> 1 to 6 <input type="checkbox"/> 1 to 7 <input type="checkbox"/> 1 to 8 <input type="checkbox"/> 1 to 9 <input type="checkbox"/> 1 to 10 <input type="checkbox"/> Between 1 to 11 & 1 to 15 <input type="checkbox"/> Between 1 to 16 & 1 to 20 <input type="checkbox"/> Between 1 to 21 & 1 to 30 <input type="checkbox"/> Between 1 to 31 & 1 to 40 <input type="checkbox"/> Between 1 to 41 & 1 to 50 <input type="checkbox"/> Between 1 to 51 & 1 to 60 <input type="checkbox"/> Between 1 to 61 & 1 to 70 <input type="checkbox"/> Above 1 to 70
Diversity	What is the percentage of Black, Asian or Minority Ethnic (BAME) staff in your organisation's workforce? *	_____ %
	What is the percentage of women staff in your organisation's workforce? *	_____ %
	What is the percentage of disabled staff in your organisation's workforce? *	_____ %
	If your organisation collects data on the sexual orientation demographic of your workforce, what is the percentage of Lesbian, Gay, Bisexual or Transexual (LGBT) staff in your	_____ %

	organisation's workforce?	
Faith Profile	Does your organisation collect data on the faith demographic of your workforce?	YES / NO
	What percentage of your employees are Atheist?	YES / NO
	What percentage of your employees are Buddhist?	YES / NO
	What percentage of your employees are Christian?	YES / NO
	What percentage of your employees are Hindu?	YES / NO
	What percentage of your employees are Jain?	YES / NO
	What percentage of your employees are Jewish?	YES / NO
	What percentage of your employees are Muslim?	YES / NO
	What percentage of your employees are Sikh?	YES / NO
	What percentage of your employees belong to interfaith groups?	YES / NO
	What percentage of your employees are of other faiths?	YES / NO
Age Profile	Does your organisation collect data on the age demographic of your workforce?	YES / NO
	If so:	
	What percentage of your employees are in the Age group of 16 to 24?	_____ %
	What percentage of your employees are in the Age group of 25 to 34?	_____ %
	What percentage of your employees are in the Age group of 35 to 44?	_____ %
	What percentage of your employees are in the Age group of 45 to 54?	_____ %
	What percentage of your employees are in the Age group of 55 to 64?	_____ %
	What percentage of your employees are in the Age group of 65 plus?	_____ %