

How to better harness your suppliers to deliver innovation in public services?



Working with our members to harness the power of tech to...

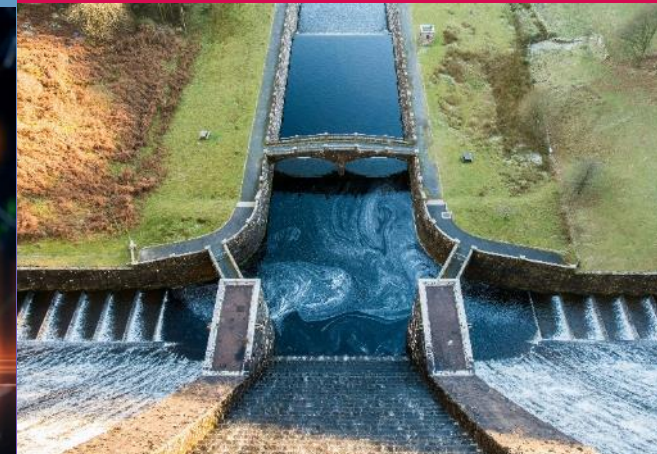
techUK

Empower
people

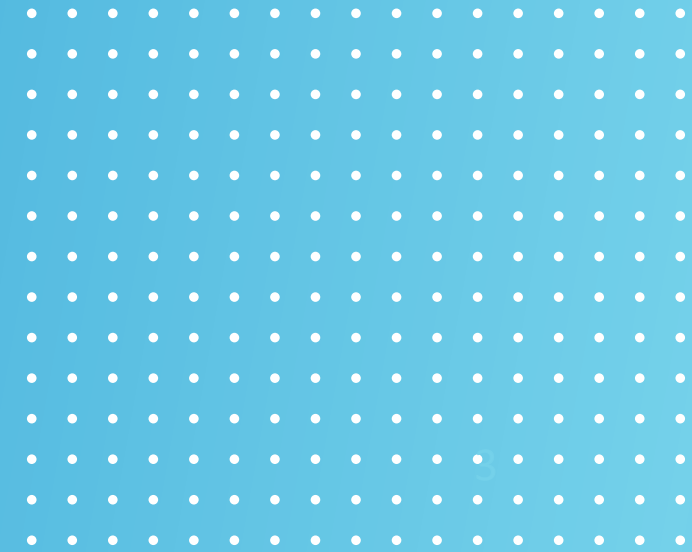
Strengthen
society

Drive the
economy

Protect the
planet



The opportunity innovation presents goes beyond transactional and efficiency. Meaningful innovation is driven by collaboration. Collaboration between teams and citizens and technology suppliers.



- **Suppliers becoming 'value added' partners**
- The fast pace of technological change often makes it difficult for local government to be on top of what the latest innovations are that can help them reimagine the delivery of local public services. It can also be confusing and difficult to understand the true value against a blizzard of competing solutions.

How can suppliers help?



Horizon scan



Help you understand the unknown



Help you articulate the problem and outcome

What does that look like?

- Pre-procurement marketing engagements.

Engaging market early to access the breadth and depth of industry in a neutral forum, ensuring a diverse and plentiful response to a tender.

- Art of the possible workshops.

Taking an outcome-based approach to procurement.

- Interrogating challenges together & articulating the right problem.
- Informing councils on latest innovations & role digital can play in improving outcomes.
- Opportunities to co-design solutions.
- Industry understanding the problems councils face and how their technology can help solve them.



Thank you for listening & get in touch!

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➤ How can techUK help?

➤ It's all about collaboration

- pre-procurement market engagement
- art of the possible workshops
- industry days
- testing ideas with suppliers.
- Showcasing case studies.

➤ Head of Local Public Services

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