

## Guidance to help SMEs bidding for government contracts

The cabinet office has produced a very useful guide to help SMEs considering bidding for government contracts.

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Cabinet Office has produced a [guide to help SMEs considering bidding for government contracts](#). The guidance includes a list of top ten tips for tendering and highlights the need for SME's to deliver on value for money, quality, and, for contracts over £123K, three categories of social value; economic, social and environmental. This requirement follows the announcement in late 2020 of a [new policy for scoring social value within all public procurement contracts](#).

The guidance for SMEs follows hot on the heels of the [government announcement in June this year](#) that businesses bidding for government contracts above £5million a year would be required to commit to net zero by 2050 and publish clear and credible carbon reduction plans before they can bid. It is likely that SMEs will increasingly need to prove their social and environmental credentials to have the best chance of winning government contracts.

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