

Sell2Wales reaches contract milestone

Every year, more than £6 billion pounds worth of opportunities are advertised through Sell2Wales, which is part of Business Wales, the Welsh Government's flagship business support programme. And this figure is rising as a growing number of public and private sector buyers are using Sell2Wales to make their tenders more accessible.

Of the 22,000 contracts awarded so far Sell2Wales has reported that approximately two thirds have been to Welsh suppliers, and that 75 per cent of these have been to Welsh SME's.

The 22,000-contract milestone was reached with the awarding of work to Aberystwyth-based Aber Heating Engineers who won a contract to supply the National Library of Wales with chillers, worth over £280,000.

Economy Secretary, Ken Skates said

"I am pleased to confirm that Sell2Wales' has now facilitated the award of 22,000 private and public sector contracts. This important milestone demonstrates Sell2Wales' success in providing an easy to use link between business and the public sector at large.

"The range of contracts available via the platform is huge, encompassing everything from engineering, marketing and IT, to construction, health and safety advice and professional consultancy, and offering opportunities for companies of all shapes and sizes. It is particularly heartening to see the number of Welsh SME's securing business through the service.

"Sell2Wales really does offer opportunities for businesses of all types to grow and develop simply by signing-up to the platform and receiving its regular, tailored alerts about work on offer. I would encourage companies not currently signed up to find out more about this valuable service."

Sell2Wales offers businesses the chance to work with every aspect of the public sector in Wales including; local authorities, the NHS, universities and colleges, and UK and Welsh Government departments and agencies.

It was the sheer scope of opportunity that attracted Aber Heating Engineers to the portal as Mark Sandford, Director, explains: "Opportunities to win work arise frequently and the Sell2Wales portal is very simple to use, allowing you to easily search for opportunities and submit appropriate bids for work either through Sell2Wales or via its links to other portals.

"Sell2Wales has become an important part of our new business strategy. To think we are the winners of the 22,000th contract

award is mind boggling and we are delighted to be a part of the Sell2Wales success story.”