



LONDON CONTRACTS
& SUPPLIES GROUP

Annual Conference & Exhibition 2009



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Strategic Commissioning – the **LOCAL CHALLENGE**

24 JUNE 2009

Marriott Grosvenor
Square, London

SPONSORSHIP & EXHIBITION OPPORTUNITIES

CALL NOW ON 0845 270 7066 OR EMAIL: EXHIBITIONS@LCSGCONFERENCE.CO.UK

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EVENT MANAGEMENT





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The **London Contracts and Supplies Group (LCSG)** is a local authority purchasing consortium comprising representatives from all 32 London Borough Councils, the Corporation of London and other public bodies located within the Greater London area.

The **LCSG** exists to promote collaboration in procurement through joint contracting, promotion of common standards, training and pooling of expertise. Its activities have saved millions of pounds of taxpayers' money and provided many suppliers with **lucrative contracts** to supply London councils.

Collectively, the use of joint contracts by the **LCSG** has already realised savings in the region of **£2.25 million** per annum across the participating boroughs.

Current joint contracts which have yielded substantial savings include:

- Furniture
- Mobile Phones
- Catering Disposables
- Stationery
- Paper
- Library Books
- Computer Consumables
- Heating Oil & Diesel
- Cleaning Materials
- Utilities

Since the announcement of the **London 2012 Olympics**, great interest has been shown in forthcoming Games contracts.

Key areas of Olympic spend will include:

- IT
- Sports Apparatus
- Communications
- PR & Marketing
- Travel & Accommodation
- Security
- Construction
- Fleet
- Transport

London authorities have committed to buy from SMEs and local firms, as well as multinational corporations, opening the door to all sizes of companies, providing all kinds of goods and services.

Over **215** delegates attended the LCSG Annual Conference and Exhibition in 2008 –

predominantly key procurement decision makers from within local government. The 2009 Annual Conference will be no different, bringing together suppliers and senior buyers from within the member councils and the wider public sector who have an interest in developments within the organisation.

Promotional opportunities exist at this event, for both current and potential suppliers to this lucrative marketplace.

For further information or details on how this event can benefit your company or organisation, please phone **0845 270 7066** or email exhibitions@lcsconference.co.uk

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SPONSORSHIP OPPORTUNITIES

There are two main event, a drinks reception and a delegate bag sponsorship package available.

Main event sponsorship package

- 4 x 2 metre shell-scheme in a prime location, to be manned by two members of staff
- Two delegate places at the conference
- A full page, full colour advert within the conference brochure
- A full page, full colour advert within *Government Opportunities (GO)* May edition
- Corporate logo and company profile, listing you as key sponsor, on the LCSG event website in the lead-up to the event
- Corporate logo, clearly stating you are key sponsor, on all event promotional literature, including signage, stationery, badges and documentation
- Corporate logo and 150 word company profile to appear in the conference brochure – stating you are key sponsor

£5500 + VAT

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Drinks Reception Sponsor package

- Full page advert in conference brochure
- 2 delegate places at the conference
- Opportunity to display promotional literature, and pop-up stand in drinks area
- 150 word business profile and logo in the conference brochure

£2500 + VAT

Delegate Bag Sponsor package

- Inserts into bags up to 20g
- Company logo on delegate bag
- 2 delegate places at the conference
- Company logo and 150 word business profile in the conference brochure
- Inserts into bags up to 20g

£2500 + VAT

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7 MAY 2009

Marriott Grosvenor Square, London



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EXHIBITING OPPORTUNITIES

There are 15 exhibition stands.

Exhibiting package

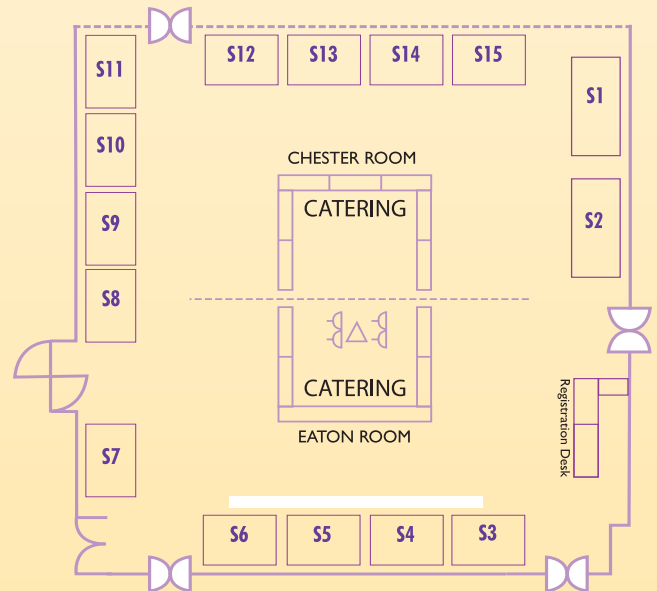
- 3 x 2 metre shell-scheme in a prime location, to be manned by two members of staff
- Two delegate places at the conference
- A full page, full colour advert within the conference brochure
- Corporate logo on the LCSG event website in the lead-up to the event
- Corporate logo and 150 word company profile to appear in the conference brochure

£3250 + VAT

Why exhibit?

- Suppliers enjoy direct contact with key buyers
- Opportunities to launch and demonstrate new products and services to a receptive audience of government buyers
- Position your company at the heart of public sector procurement
- Raise your company profile and build relationships with key decision makers in public sector purchasing
- The LCSG Annual Conference and Exhibition attracts an audience of senior buyers and decision makers from London councils and beyond

Exhibitor floorplan



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To give you an idea of the expected audience for the event,
please find below a cross-section of delegates who attended the 2008 event

- **Supply London**
- **Westminster City Council**
Purchasing Officer
- **London Borough of Redbridge**
Strategic Procurement Officer
- **The Learning Trust**
Procurement Officer
- **Netstrategics**
Director
- **Scanex Ltd**
Sales Director
- **Westminster City Council**
Head of Procurement
- **London Borough of Haringey**
PA to Head of Procurement
- **Enterprise Facilities Management**
Senior Purchasing Officer
- **CLM Ltd**
Regional Sales Manager
- **Comensura**
CEO
- **London Connects**
Comms & Programme Manager
- **Wandsworth Borough Council**
Supplies Officer
- **London Fire Brigade**
Head of Procurement
- **Haden Building Management Ltd**
National Business Development Manager
- **Hewlett Packard (IPG Supplies)**
General Marketing Associate
- **Unique Office Solutions Ltd**
- **Capital Ambition (LCE)**
Co-ordinator
- **London Borough of Ealing**
Procurement Manager
- **London Borough of Redbridge**
Head of Strategic Procurement
- **London Borough of Bromley**
Procurement Manager
- **London Borough of Bromley**
Head of Corporate Procurement
- **Stannah Lift Services Ltd**
Regional Sales Manager
- **London Borough of Enfield**
Head of Procurement
- **Premier Foods**
Home Economist
- **Barclaycard Business**
New Business Manager Commercial Cards
- **DelphisEco**
Sales Manager
- **Greater London Authority**
Procurement Manager
- **Office Depot**
Sales Manager
- **London Borough of Havering**
Corporate Procurement Manager
- **London Borough of Camden**
Corporate Compliance Manager
- **London Borough of Camden**
Head of Tendering & Contracts
- **SGB Rovacabin**
- **London Borough of Haringey**
Head of Procurement Projects
- **London Borough of Waltham Forest**
Senior Procurement Officer
- **London Borough of Redbridge**
Strategy and Coordination Procurement Officer
- **London Borough of Hounslow**
Procurement Manager
- **London Borough of Hackney**
Head of Strategic Procurement
- **Amadea Solutions Ltd**
Director
- **Positive Purchasing**
Business Development
- **Charter Security Plc**
- **Infield Safety**
Marketing Manager
- **London Borough of Greenwich**
Procurement Officer
- **Eurotek Office Furniture**
National Direct Sales Manager
- **London Borough of Tower Hamlets**
Operational Procurement Manager
- **Reigate & Banstead Borough Council**
Procurement Manager
- **Barclaycard Business**
National Sales Manager – New Products
- **London Borough of Redbridge**
Business Support Officer
- **London Borough of Havering**
Procurement Advisor – Categories
- **London Borough of Brent**
Business Support Manager
- **London Borough of Enfield**
Procurement Manager
- **London Borough of Hammersmith and Fulham**
Procurement Consultant
- **CA Design Services Ltd**
National Accounts Manager
- **Harrow Council**
- **Hewlett Packard (IPG Supplies)**
IPG Supplies Marketing Associate
- **E-On UK**
Key Accounts Manager
- **Office of Government Commerce**
Category Manager
- **London Borough of Richmond upon Thames**
Corporate Procurement Manager
- **London Borough of Greenwich**
Corporate Contracts Manager
- **Olympic Delivery Authority**
Contracts and Frameworks
- **London Borough of Ealing**
Strategic Procurement Officer
- **HJM Ltd**
- **Architectural Decorators Ltd**
Contractors Director
- **Camelot Property Management**
- **Greater London Authority**
Head of Procurement
- **Capita Hartshead**
- **Hi-Way Hifi Ltd**
Procurement Specialist
- **London Borough of Southwark**
- **The Learning Trust**
Procurement Executive
- **Churchill Express**
Group Sales Manager
- **London Borough of Richmond upon Thames**
Head of Contracts and Corporate Procurement
- **London Borough of Camden**
Corporate e-Procurement Manager
- **Nila UK Ltd**
Sales/Customer Care
- **Office Depot**
Public Sector Account Manager
- **E-Courier (UK) Ltd**
Senior Business Development Manager
- **Munters UK Ltd**
- **TNT**
Business Development Manager
- **Mainstream Training**
Director
- **London Borough of Lewisham**
Assistant Procurement Consultant
- **Royal Borough of Kensington & Chelsea**
Strategic Head of Procurement
- **Chelmsford Borough Council**
Procurement Manager
- **Stannah Lift Services Ltd**
National Sales Manager

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