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XML RSS Version**Tap into new business opportunities**

Government contracts represent a large and potentially lucrative market for growing firms to tap into.

A recent report published by the [Small Business Service](#) provides evidence that smaller firms can deliver cost effective and innovative solutions to the public sector, and the small business minister, Alun Michael, said: "Public procurement opportunities need to be more accessible for small firms."



And now it looks like this will become a reality, with the development of a new service developed by award-winning software development company Nimis.

The TenderTap managed service allows organisations to provide a continuous flow of tender opportunities for their members, and claims to help transform the way businesses are supported.

Nick Mapletoft, who headed up the development, explains: "TenderTap helps organisations provide valuable contract and tender opportunities for their members.

"It can even provide a branded tender support website designed to help members 24 hours a day."

The first hurdle businesses face, he says, is knowing where to look. Under EU law, all contracts worth more than about £100,000 must be advertised in the Official Journal of the European Union (OJEU), but many growing firms don't want such large contracts.

Nick explains that below the OJEU threshold: "public bodies are obliged to advertise opportunities, but this could be on their website, in local papers or the trade press.

"It's a very heavy commitment for most firms to trawl through all the possible sources each day.

"TenderTap automatically sources details of contracts worth under the £100,000 mark from hundreds of places, including newspapers, journals, portals and websites.

"We do all of this so the customer doesn't have to, and we enable organisations to provide it as a service to their members, as a completely branded service.

"We have no visibility to their clients at all."

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