

open for business...

## contacts

To find out more information about BAA procurement or if you are interested in becoming a supplier, please contact:

**Jane Hammond**, Business Liaison

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BAA Stansted  
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[www.baa.com/supplychain](http://www.baa.com/supplychain)

**We hope you find this guide useful and we look forward to working with you in the future.**



## fit for purpose

**London Stansted is already successfully working in partnership with a diverse range of local businesses.**

**Pure Ingredients** Based in Harlow, Pure Ingredients is an integrated design and advertising agency, which provides London quality work at local rates. Working with Stansted since August 2006, they have created a new brand identity for the airport, which they have implemented across a wide range of communication materials, including high-profile work on literature for Stansted's growth plans and corporate responsibility.

"It's a privilege to work on such a prestigious brand for an organisation that is genuinely committed to supporting local businesses."

Ian Richmond, Managing Director

**Impact Company Clothing** Based in Cambridgeshire, Impact Company Clothing specialises in the manufacture and distribution of complete clothing solutions to large companies throughout the UK and Europe. Earlier this year, Impact won a clothing order with BAA for the World Scout Jamboree in Chelmsford.

"To gain business with BAA I believe an understanding of the airport supply chain is essential. It is very important when working with large organisations like BAA that you contact the right people, and if you spend time building up relationships within BAA's supply chain, then your success will soon spread."

Claire Dobson, Director

**In-Press Photography** Based in Hertford, In-Press develops and manages an online photo library for BAA, which can be viewed at [www.baa.com/photolibary](http://www.baa.com/photolibary). This has been designed for a business-to-business audience and currently contains around 8000 images.

"In-Press became a supplier for Stansted back in 1997 and has since increased its business with BAA, to include images provision for Heathrow and Gatwick. We enjoy a very good working relationship with Stansted, and being based in close proximity to the airport is a great advantage, as we can respond to their business needs at very short notice."

Steve Bates, Director

## an open invitation for local businesses

BAA London Stansted is a growing, international airport situated in a vibrant business community. Serving around 24 million passengers a year, including over four million travelling on business, the airport has a huge demand for products and services in the local region and beyond.

As part of BAA, the world's largest airport group, we use a group-wide Supply Chain department to handle our procurement needs. With such a wide range of services required to handle so many passengers, BAA is continually looking to set-up contracts with approved suppliers in different areas of the business to ensure our needs can always be met.

Stansted creates economic benefits for many people and businesses, both directly and indirectly. As an integral part of the region, the airport strives to ensure that it is the local community that benefits economically from having an international airport on its doorstep.

That's why we're committed to working with local businesses wherever possible. We believe that if your company's product or service is relevant to our needs, is the right price and the right quality you should have every opportunity of doing business with London Stansted.

## where to start

If your company is interested in supplying to BAA then, as a first step, you should contact Business Liaison at Stansted - see contact details on reverse of leaflet.

You will then be put in contact with Supply Chain who will determine if there is an opportunity to do business, now or in the future, or whether we are covered by an existing agreement.

BAA Supply Chain researches the market place, agrees trading terms with suppliers, monitors and measures suppliers' performance to achieve continuous improvement and identifies future business opportunities.

At BAA, some larger purchases fall within EU directives and legislation, which apply to any purchases made above the following thresholds (valid until 31 December 2007):

**Supplies - Euro 422,000**

**Services - Euro 422,000**

**Works - Euro 5,278,000**

**Small Trade parcels - Euro 1,000,000**

In these cases the EU requires the criteria we use to select suppliers to be objective, non-discriminatory and applied even-handedly.

All of these tenders can be found using the Tenders Electronic Daily website:

<http://ted.europa.eu>

Additionally we also use Airport Smart to find suppliers. More details can be found on [www.airportsmart.com](http://www.airportsmart.com)

## meet the buyers – 26 february 2008

**Your unique opportunity to network with potential new business contacts.**

Stansted Meet the Buyers is a major annual event in the airport calendar, taking place at Down Hall Hotel near Hatfield Heath on Tuesday 26 February 2008.

The event will enable suppliers based in the region to more effectively market their goods and services, and do business with companies based at, or in close proximity to, Stansted Airport.

In the past five years over £10m worth of orders have been placed through Meet the Buyers.

Following feedback from businesses in the region, this event will reverse the traditional business exhibition concept with buyers instead of suppliers occupying stand space. For the very first time Meet the Buyers is being organised in partnership with the Essex Chambers of Commerce.

Please come and join us by booking your place. Contact **Donata Rio** at the Essex Chambers of Commerce for full details on **01206 765277** or [donatario@essexchambers.co.uk](mailto:donatario@essexchambers.co.uk)