



SalesLeap

Press Coverage



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Capitalising on public sector spending

Identify opportunities, support and direction with SalesLeap (UK) Ltd

With the economic recovery in such a fragile state, and businesses needing to find a new angle to pull their way out of the worst trading in memory, there has never been a more opportune time to get ahead of the competition.

Securing new clients is the lifeblood of all businesses. Securing new clients who place repeat orders for years to come, pay on time and will not go bust seems unimaginable, but to an enlightened few this is not the dream, this is reality.

The public sector accounts for over half of all business-to-business trade in the UK and yet surprisingly few businesses take advantage of this. In not exploiting these opportunities businesses across the country leave the winning of their share of the market to a relative few, including their competition. Contrary to popular belief, public sector tenders are not all aimed at larger businesses. This is evidenced by the fact that in recent years, UK small and medium-sized businesses have won 59% of the total value of local-authority contracts, and 22% of central-government contracts,



Tony Copeman, Director of SalesLeap (UK) Ltd

with 6% of all the businesses that have ever won European Union (EU) contracts being micros (10 employees or less).

Time to think again about where your sales focus is lacking? Need some support?

SalesLeap (UK) Ltd provides simplicity for those who have found identifying an opportunity a challenge; support and direction when the tender process seems daunting; clarity and focus for those who have a lack of knowledge of the sector and how to sell to it.

The public sector can be a lucrative sales channel and SalesLeap (UK) Ltd brings experience and knowledge to ensure that you are able to capitalise on that by getting a service that is focussed on delivering to your needs, while providing a rapid return on investment.

www.salesleap.co.uk