

Opportuni makes acquisition in bid to help more firms win Government tenders

A North East company that aims to help companies win more work from public procurement has acquired a leading website.

Teesside firm Opportuni – which bills itself as ‘Tinder for Tenders’ – has acquired the Bidstats procurement website, which claims to have the largest and most comprehensive source of contract award data in the UK.

It plans to use the database allows to provide detailed analysis of contract award data, with Opportuni subscribers able to benefit from use of the database to allow for more effective bidding activity.

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Opportunit wants to redirect more of the £225bn worth of Government spending to SMEs, while also introducing a culture of transparency and accountability that it says is not always evident in public procurement.

CEO Tim Ward said: “The acquisition of Bidstats is a vital part of our mission to level the public procurement playing field and support even more great small and medium sized businesses to identify and win Government contracts.

“Our global mission is to redirect over £225bn worth of Government contracts to great local businesses. These are the ones who should be fixing the school roofs, laying the roads, cleaning our hospitals, providing IT support to the NHS, and so much more.”

He added: “This acquisition provides us with the UK’s most comprehensive database of contract award data, allowing us to

deep dive and call out both historic and future instances of corruption.

“Transparency of the procurement process and accountability is in the public interest and will further the agenda of supporting great local businesses to win local contracts whilst reinvigorating local economies.”

The Stockton firm was launched shortly before the first national lockdown, but has worked with Teesside University’s business support programme, DigitalCity, and Tech Nation to support its growth.

In June the firm announced a £1m investment, saying it plans to employ 45 members of staff by the end of the year.

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