

From the Office of the Minister



Department of  
**Enterprise, Trade  
and Investment**

[www.detini.gov.uk](http://www.detini.gov.uk)

NETHERLEIGH  
MASSEY AVENUE  
BELFAST  
BT4 2JP  
Tel: 028 90 529452  
Fax: 028 90 529545

E Mail: [private.office@detini.gov.uk](mailto:private.office@detini.gov.uk)

**Our Ref: DETI SUB 188/2012**

Mr Jim Allister MLA  
Northern Ireland Assembly  
Parliament Buildings  
BELFAST  
BT4 3XX

13 April 2012

Dear Mr Allister

**NSMC TRADE AND BUSINESS DEVELOPMENT SECTORAL MEETING  
1 MARCH, 2012 - ASSEMBLY STATEMENT 27 MARCH, 2012**

During my Assembly Statement made on 27 March, 2012, I confirmed that I would obtain information in relation to your question concerning the £18 Billion cross border public procurement market and your request for information relating to the share of Northern Ireland companies' in relation to the Republic of Ireland's procurement market and vice versa, in respect of our procurement market and companies from the Republic.

In response to your question on 27 March, 2012 I referred you to InterTradeIreland's Go-2-Tender programme. This programme has had approximately 700 participants since inception in 2004. It has delivered £41M in additional sales in the public procurement market for businesses participating on the programme.

Unfortunately, I am unable to provide you with a breakdown of the specific information you requested with regards figures relating to both Northern Ireland and the Republic of Ireland as this information is not available from official sources.

However, InterTradeIreland have informed me that they have developed a new management information system that will capture this information in going forward.

In moving forward, InterTradeIreland's Go-2-Tender programme and the role undertaken by the North South working group will continue to work on developing and implementing opportunities for our SME's in improving visibility of the Public Procurement Market, improving SMEs access to Public Procurement, strengthening their capability and encouraging greater innovation in the public procurement market.

I will arrange for a copy of this letter to be placed in the Assembly library for information.

Yours sincerely

**ARLENE FOSTER MLA**  
Minister of Enterprise, trade and Investment