

NPS



BiP's NEWSLETTER FOR THE PROCUREMENT SERVICE

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A library of knowledge at your fingertips helping you deliver Best Practice Procurement



For further details on the PASS Manual email: pass@bipsolutions.com

Europe bound



BiP SOLUTIONS' PASS consultancy has been chosen by the European Defence Agency (EDA) to undertake a study which will consider and define possible solutions for the provision of an electronic marketplace for the Agency.

The study, which was awarded following a restricted tender, will assist the EDA in understanding how an electronic marketplace – buyer and supplier forums – works. The study will also research the benefits and risks of using such forums and provide advice on how the project can be taken forward.

As the current operator of the UK MoD's portal for buyers and suppliers, BiP Solutions has a broad understanding of the defence procurement sector and the impact that it has on the defence industry. BiP's experience of the public sector marketplace gives the company a broader perspective and will ensure that the end-user requirements are given equal consideration in the development of the EDA's electronic marketplace.

BiP's Commercial Director, Scott Smith, commented: "This is an important development for the European defence market and further confirms that BiP's PASS service is one of the elite public procurement consultancy groups in Europe."

The study will review similar systems already in place in Europe and will advise on the range of options available to the EDA, which was established in 2004.

The Agency is designed to support the European Union and its Member States in their efforts to improve European defence capabilities and is also charged with helping to create an internationally competitive European defence equipment market. A voluntary Code of Conduct for more cross-border competition in defence procurement is due to take effect from 1 July 2006.

The EDA study team will be visiting a number of Member States' defence ministry and defence industry representatives shortly including personnel from the UK, France, Estonia, Sweden, Poland and the Netherlands.

For further information on this study please email empstudy@bipsolutions.com

GOing for Gold

NATIONAL PUBLIC Procurement Practitioners Day (N3PD) 2006 and the *Government Opportunities (GO)* Awards for Excellence in Public Procurement are being held on 6 June at the Institution of Civil Engineers at One Great George Street, London, with *GO* magazine as the proud media sponsors of the event. The *GO* Awards celebrate the success of individuals and teams working within public sector procurement, as well as those outstanding individuals who have dedicated the majority of their career to advancing the procurement profession.

The finalists honoured at the event are:

Individual Excellence Award

- Peter Cunningham (Newry and Mourne District Council)
- Nigel Hewitson (English Heritage)
- Mel Jones (Exeter City Council)
- Brian Saberton (Authorities Buying Consortium)

Team Excellence Award

- Healthcare Purchasing Consortium Team
- IDEa Procurement Team
- London Borough of Ealing
- NHS National Services Scotland
- Police IT Organisation
- Thames Valley Police Procurement Team

Best Service Award

- BCW Group/South Lanarkshire Council
- Children's Links/Lincolnshire County Council
- Cubiks/Cabinet Office
- Sabio/Leeds City Council
- Telewest Business/West Midlands Police

Sustainability Award

- Belfast City Council
- Caerphilly County Council
- London Fire and Emergency Planning Authority
- Warwickshire County Council

Young Procurement Professional Award

- Tony Brett (Wiltshire County Council)
- Sharon Griffin (Authorities Buying Consortium)
- Laura Langstaff (London Borough of Ealing)



- Deborah Selkirk (NHS Scotland)
- Matthew Trenchfield (Healthcare Purchasing Consortium)

Best Small Supplier Innovation Award (sponsored by Supply2.gov.uk)

- Bob Phillips Consult Ltd/Hillview School
- Clarke Cunningham Tree Management/Belfast City Council
- Computer System Architects Ltd/Ministry of Defence
- Leaseguard Systems Ltd/Guy's and St Thomas' NHS Trust
- Thomsons Online Benefits/Ministry of Defence

e-Government Award (sponsored by Visa)

- Department for Environment, Food and Rural Affairs
- Driver and Vehicle Licensing Agency
- Kent Police
- Scottish Executive

The Lifetime Achievement Award will also be presented to a procurement professional who has had an extensive career within procurement in the UK public sector. Previous winners have included Duncan Eaton, Chief Executive of the NHS Purchasing and Supply Agency and Larry Petterson CBE, Director of Procurement and Commercial Development at Cardiff and Vale NHS Trust.

To keep up to date with all *GO* Awards and N3PD news, visit www.n3pd.com

N3PD – an acronym to remember



NATIONAL PUBLIC Procurement Practitioners Day (N3PD) is the biggest day in the UK public procurement calendar. The 2006 event is even bigger and better than before, with more supporters, more sponsors and more categories added to the *Government Opportunities (GO) Awards*, which run as part of the day's celebrations. *GO* magazine is the media sponsor for N3PD, and presents its prestigious annual awards for excellence in public procurement at a special lunch on the day.

This year saw submissions for the *GO Awards* reach a record level. After careful evaluation a shortlist has been created; the full details can be viewed at www.n3pd.com/go-awards-shortlist.php?sn=go

N3PD, sponsored by Supply2.gov.uk, Visa and Constructionline, celebrates the hard work and achievements of all involved in public procurement. Since N3PD 2006 was announced at the end of last year, a host of organisations have come on board to back the initiative. Supporters include the IDeA, Welsh Health Supplies, the Department for Work and Pensions, the Centre for Procurement Performance (part of the Department for Education and Skills), the Eastern Shires Purchasing Organisation and the Welsh Procurement Initiative Team.

N3PD 2006, to be held on Tuesday 6 June, features high-profile speakers such as Charlie McCreedy – European Commissioner and head of the EU Internal Market and Services, and Sir Digby Jones – Director General, Confederation of British Industry. Vivien Creegor, anchor of *Sky World News*, is the host for the event.

N3PD also supports the British Heart Foundation, so any monies raised by organisations supporting the event go to a very worthwhile cause.

N3PD is the ideal platform for networking with colleagues across public procurement, and gives you the chance to share best practice and make some potentially valuable contacts. For more information visit www.n3pd.com

'Lift off' for supply2.gov.uk



THE NEW portal for lower-value contract opportunities successfully opened for business at the end of March 2006.

Supply2.gov.uk allows public sector buyers to submit their lower-value contract opportunities free of charge, search for suppliers, and access all contract opportunities posted on the portal.

Supply2.gov.uk also provides suppliers the opportunity to promote their company

through an online supplier profile, search for lower-value contracts that match their business requirements and receive daily contract alerts direct to their inbox every working day.

Already over 8000 suppliers have registered and are actively seeking opportunities in the public sector, while over 800 Supplier Profiles have been published.

Make sure you join the growing list of organisations that are helping the small business community, by taking advantage of this free service.

Register today at www.supply2.gov.uk to help your organisation achieve its objectives of opening public sector procurement to small business.

Recognising a job well done



THE SOCIETY of Procurement Officers in Local Government (SOPO) is now inviting submissions for its 2006 Awards under four categories:

1. County Council
2. Single Tier (Unitary) Authority
3. Non-Unitary District/Borough Council
4. Other (Police, Fire, Consortium, etc)

The SOPO Awards, first introduced in 2002, recognise the variety of approaches to procurement made by local authorities and provide smaller authorities with a fairer chance of winning. This is the only national award that is specific to local government procurement. Submissions can be made by an individual or team on behalf of their authority or consortium, and for any area of procurement work that they feel is worthy of consideration and recognition. Entries are neither confined to large or complex procurements nor restricted to members of SOPO, so there is no reason not to enter your work.

Trophies will be presented to all shortlisted entries as well as outright winners at the SOPO Gala Dinner, which is to be held on the evening of the first day of the Annual Conference

on 7 November 2006 at the Novotel Convention Centre, Hammersmith, London.

Submitting an entry for the SOPO Awards can stimulate your staff's interest and help to generate team spirit, quite apart from raising the profile of procurement within your authority.

The criteria for judging the submissions will be:

1. Did the work enhance the profile of procurement?
2. Were the aims and objectives clear/achieved?
3. Were cost savings achieved (process costs/total life costs)?
4. Did the work demonstrate innovation?
5. Did the work involve teamwork (staff/suppliers/end customer)?
6. Were there any other indirect benefits?
7. Was the submission well presented?

Make sure that this year you give your authority the opportunity to promote its procurement excellence by submitting a nomination.

The closing date is 18 August 2006. For further information or to download a nomination form please visit www.sopo.org/awards

North Lanarkshire gives aXcess to suppliers



NORTH LANARKSHIRE Council is the latest Scottish authority to sign up to BiP Solutions' Buyer Profile service, aXcess. The service is powered by BiP's market-leading OJEU notice creation service Project and allows the Council to not only reduce timescales under the new Directive but also reduce advertising costs.

The real benefit of BiP's aXcess service is its ability to update information in real time once a contract notice has been submitted to the OJS through its XML delivery system. One click of the Submit button in Project transmits the notice to both the OJS and the Buyer Profile. The Council therefore faces no real associated costs or risks through web change requests, retyping or removing out-of-date information. The portal can be viewed at <http://nlc.g2b.info>

The portal also allows North Lanarkshire to advertise its lower-value contracts to a large supplier audience as well as creating a live profile of the Council's procurement processes

and policies and giving suppliers access to contract opportunities on a 24/7 basis. As an interoperability partner of the DTI's Supplier Route to Government initiative, BiP also transmits contracts in real time to the [Supply2.gov.uk](http://www.supply2.gov.uk) website at www.supply2.gov.uk

The Scottish public sector has been quick to adopt Buyer Profiles and so far the following bodies have developed profiles using BiP's Project service:

- Scottish Environment Protection Agency <http://sepa.g2b.info>
- University of Edinburgh <http://edinburghac.g2b.info>
- Northern Lighthouse Board <http://nlb.g2b.info>
- Scottish Borders Council <http://scotborders.g2b.info>
- Scottish Ambulance Service <http://scottishambulance.g2b.info>
- Scottish Courts <http://scotcourts.g2b.info>
- Scottish Qualifications Authority <http://sqa.g2b.info>
- North Lanarkshire Council <http://nlc.g2b.info>

BiP PASS in Sarajevo



BiP SOLUTIONS' PASS consultancy service was recently invited to speak at an Organisation for Economic Cooperation and Development (OECD) conference in Sarajevo. The event was held to discuss public procurement reform in the Western Balkans, and BiP's senior procurement consultant Eddie Regan was asked to speak on the development of procurement policies and tools for the health sector.

The OECD groups 30 member countries sharing a commitment to democratic government and the market economy. With active relationships with some 70 other countries, Non Governmental Organisations (NGOs) and civil society, it has a global reach. Best known for its publications and statistics, its work covers economic and social issues from macroeconomics to trade, education, development and science and innovation.

The OECD plays a prominent role in fostering good governance in public services and in corporate activity. It helps governments to ensure the responsiveness of key economic areas with sectoral monitoring. By deciphering emerging issues and identifying policies that work, it helps policymakers adopt strategic orientations. It is also well known for its individual country surveys and reviews.

The OECD produces internationally agreed instruments, decisions and recommendations to promote 'rules of the game' in areas where multilateral agreement is necessary for individual countries to make progress in a globalised economy. Sharing the benefits of growth is also crucial as shown in its activities in areas such as emerging economies, sustainable development, territorial economy and aid.

The conference in Sarajevo was attended by key individuals from Sweden, Italy and the UK and was attended by representatives of all the Balkan states.

Eddie Regan welcomed the opportunity to speak at the event. "The conference allowed many of the key advocates for public procurement in Europe to meet and provide our thoughts to the Balkan states," he said.

The event painted a realistic picture of modern public procurement and will hopefully allow the Balkan states to understand the roadmap for change.

For more information on the OECD visit www.oecd.org

A culture of success



THE DEPARTMENT for Culture, Media and Sport (DCMS) has recently signed up to use BiP Solutions' Delta e-tendering system (www.delta-ets.com).

Following a successful pilot with the Natural History Museum, the DCMS agreed that the Delta suite of products – Project, Select, aXcess and Vault – provides the flexibility, security and efficiency that they require from an e-tendering solution.

The deal saw the DCMS create a collective agreement allowing various non-departmental government bodies and museums to take

advantage of the savings and efficiencies that e-tendering and e-sourcing can demonstrate.

So far three departments have developed new Buyer Profiles – the DCMS, the Natural History Museum and the Victoria and Albert Museum. These can be viewed at:

- www.culture.gov.uk
- www.nhm.ac.uk
- www.vam.ac.uk

If you would like more information on the Delta suite contact BiP's Public Sector Solutions Team on 0845 270 7090 or email psst@bipsolutions.com

6 JUNE 2006

NATIONAL PUBLIC PROCUREMENT PRACTITIONERS DAY (N3PD)

One Great George Street, Westminster, London

JUNE-OCTOBER 2006

LETTING CONTRACTS BY APPLYING THE NEW PUBLIC PROCUREMENT CONTRACT REGULATIONS

8 Jun London 5 Oct London
6 Sep Bristol

JUNE-NOVEMBER 2006

HOW TO PROTECT YOUR COMMERCIAL INTERESTS WHEN TENDERING

8 Jun London 21 Nov London
10 Oct Manchester

JUNE-NOVEMBER 2006

HOW TO LET COMPLIANT PUBLIC CONTRACTS

15 Jun Birmingham 15 Nov London
5 Sep Bristol

JUNE-NOVEMBER 2006

HOW TO WIN TENDERS

15 Jun London 22 Nov London
27 Sep Glasgow

JUNE-OCTOBER 2006

SELLING TO PUBLIC SECTOR CONSORTIA

20 Jun London 10 Oct London

JUNE-OCTOBER 2006

AN INTRODUCTION TO NEW PURCHASING TECHNIQUES

21 Jun London 19 Oct Manchester
4 Oct London

JUNE-NOVEMBER 2006

PREPARING PERFECT TENDERS

21 Jun Bristol 20 Sep London
22 Jun London 29 Nov Birmingham
28 Jun Manchester

JUNE-NOVEMBER 2006

PERFECTING COMPLIANT EVALUATION PROCESSES

22 Jun London 28 Nov Birmingham
26 Sep Glasgow

JUNE-NOVEMBER 2006

EFFECTIVE CONTRACT DISPUTE MANAGEMENT AND RESOLUTION

28 Jun London 14 Nov London

29 JUNE 2006

SOPO SELLING TO LOCAL GOVERNMENT

Marriott Hotel, Regent's Park, London

7-8 JULY 2006

SOPO ANNUAL CONFERENCE & EXHIBITION

Marriott Hotel, Regent's Park, London

13-14 JULY 2006

EMRS DTC CONFERENCE

Edinburgh International Conference Centre (EICC)

BiP Solutions hosts a wide range of events to aid the public procurement community. Visit www.bipsolutions.com/events to view the full list.

To book visit www.bipsolutions.com/events or for further information on advertising your event in this newsletter, contact our **Advertising Team** at BiP on **0845 270 7066** or email advertising@bipsolutions.com

Ireland bids to use e-auctions

REPRESENTATIVES FROM BiP Solutions recently spent a day in Dublin training key members of the National Public Procurement Policy Unit (NPPPU) on the fundamentals of electronic reverse auctions and demonstrating how BiP's Vault e-auction tool can be used to quickly and effectively enhance the procurement process.

As yet only one Irish utility organisation has attempted an e-auction, and the Department of Finance has only recently developed an e-auction framework for auction providers. BiP was the first organisation to volunteer to pass its expertise and knowledge on to the members of the NPPPU to allow them to benefit from the lessons learned by other organisations.

BiP's Vault e-auction tool allows buyers to pick and mix the components of the auction,

thereby reducing costs to organisations by allowing



them to control what elements are required. Michael Lennox (pictured), BiP's Public Sector Sales Team manager, said: "e-Auctions will be the efficiency tool used in 2006-07. The new Regulations have made their use in framework call-offs financially viable and BiP's Vault tool allows buyers to effortlessly communicate with suppliers in an open, real-time and transparent manner. As such we can now offer e-auctions at £1000, a fraction of what they used to cost."

To find out how you can use Vault e-auctions in your frameworks call BiP's Public Sector Sales Team on **0845 270 7090** or email psst@delta-ets.com

Top Tip – Are you 'on form'?

GUESS WHAT? The OJEU contract notice proformas do not fully articulate Public Procurement Directive 2004/18/EC. They merely allow for information required for publication in OJEU to be presented. This means that in reality the OJEU proformas do not necessarily comply with EC contract-letting process requirements.

BiP Solutions has spent the last several months scrutinising the OJEU proformas and has identified a number of serious flaws.

Known problems are:

- Title published determined by lead CPV code – not by actual requirement
- Ability to submit a Dynamic Purchasing System (DPS) using Restricted procedure – wrong; DPS must be used with Open procedure only
- No justification box for not providing any award criteria – Directive states this information must be provided
- No justification box for extending a framework for more than 48 months – Directive states this information must be provided

So, when completing the OJEU proformas remember that you should never rely on the proformas to maintain your compliance with the Directive. If you do you could be heading for trouble.

BiP's PASS consultancy service is holding several events throughout the year designed to help you understand these very large and complex proformas and help ensure your notices are completed and transmitted compliantly. For more information, go to www.bipsolutions.com/events/euproforma/

IN JULY'S



GOVERNMENT OPPORTUNITIES

- **GO Awards** – the winners are announced and N3PD reviewed
- **Sir Neville Simms**, Chair of the Sustainable Procurement Task Force, speaks to GO about the launch of the Task Force's Action Plan
- **Procurement for Education** is the subject of our Focus On section, providing key information from contributors such as the DfES and the British Educational Suppliers Association
- **Tina Holland** of IDeA focuses on five Beacon award-winning councils

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