



For further details on the PASS Manual email: [pass@bipsolutions.com](mailto:pass@bipsolutions.com)

## aXcess at the Borders



SCOTTISH BORDERS Council is one of the latest authorities to embrace the European Commission's recommendations that public bodies publish a Buyer Profile site. The purpose of a Buyer Profile is to provide details about a contracting authority's procurement practice and intentions, so that potential suppliers will be better informed about the purchaser and better able to judge whether they want to bid for a particular tender opportunity.

Suppliers are able to visit the Scottish Borders Council Procurement Portal and access procurement information, including contract opportunities, as well as further information on the council's procurement strategy, practices, policies and key contacts.

The portal was developed by BiP Solutions using its aXcess service, which alongside compliance with the EC's requirements for publishing a Buyer Profile also provides real-time contract information.

Scottish Borders already uses BiP's Project e-notice service to create, manage and transmit contract notices, and by using Project in combination with aXcess, Scottish Borders aims to fully comply with the new EU Consolidated Directive recommending that authorities provide their purchasing and procurement information via a Buyer Profile. The site also fulfils the requirements of the UK National e-Procurement Project (NePP) for public bodies to have a dedicated 'selling to' area.

The Scottish Borders Council Procurement Portal can be found at <http://scotborders.g2b.info>

Other portals developed by BiP Solutions include those for the Office of the Deputy Prime Minister (<http://www.procurementportal.odpm.gov.uk/>) and the Department for Transport (<http://dft.g2b.info/>).

To learn how your organisation can enjoy the benefits of an aXcess Buyer Profile and revolutionise your procurement processes, contact the Delta helpdesk on **0845 270 7050**.

## N3PD: bigger, better and coming soon!



Government Opportunities Managing Editor Grahame Steed speaks at last year's N3PD event.

THE COUNTDOWN to National Public Procurement Practitioners Day (N3PD) 2005 and the annual GO Excellence in Public Procurement Awards is now well under way.

The big day is on 7 June 2005, and given the fantastic support and interest in N3PD, and the level of entries to the GO Awards, it is shaping up to be a fantastic occasion.

The aim of N3PD is to put procurement practitioners in the spotlight, and raise awareness across government, business and society as a whole of the great work that they do in a difficult, challenging and constantly changing environment.

In addition, N3PD helps to raise funds for an extremely worthwhile charity – the British Heart Foundation. Thanks to the generosity of all those associated with N3PD in 2004, over £5000 was raised for the organisation. In 2005, N3PD is already on track to exceed that figure.

This year's N3PD is supported by a wide range of procurement organisations, including the Society of Procurement Officers in Local Government (SOPO), the NHS Purchasing and Supply Agency (NHS PASA), the Central Buying Consortium (CBC), the Health Care Supplies Association, the Chartered Institute of Purchasing and Supply (CIPS) and Proc-HE, amongst others.

Government Opportunities magazine is the Media Sponsor for N3PD, and its Awards and Lunch are an important part of the event. The GO Awards recognise

excellence, innovation and quality across public procurement. Last year the quantity and quality of entries to the Awards marked a significant step forward: this year they have gone further still. Judging is currently under way in each of the six categories, of which three – Greatest Procurement Contribution to the Environment, Social and Sustainability Agenda, Greatest Contribution to the e-Government Agenda and the Best Service Award – are new for 2005. The three existing categories of Individual Excellence, Team Excellence and Lifetime Achievement have already set a challenging benchmark, and whoever this year's winners are, they will be regarded as the best of a very good bunch.

While the deadline for entries to the GO Awards has passed, it is not too late to register to attend N3PD and the GO Awards ceremony and lunch. The event is being hosted by Channel 4 News presenter Krishnan Guru-Murthy, and features keynote presentations from John Oughton, Chief Executive of the OGC, Philippe Lebaube, Head of Multimedia at OPOCE and Bernard Longhi, Chairman of UN/CEFACT TBG6.

N3PD takes place at the Institution of Civil Engineers at One Great George Street in London, and you can register to attend by using the form on the back cover of this issue of NPS. To find out more about N3PD and the GO Awards, please visit [www.N3PD.com](http://www.N3PD.com)

## Agencies merge at MoD

THE UK Ministry of Defence has announced that its Disposal Services Agency (DSA) has become part of the Defence Logistics Organisation (DLO), integrating its policy and delivery structures for end-of-life disposal of military equipment and supplies.

In May 2004, an end-to-end review of the disposal process recommended that the DSA should transfer from the Defence Export Services Organisation to the DLO. As part of this move the DSA will merge with the DLO's Disposal & Sales Head of Specialisation to create a single MoD disposal and sales organisation.

Within BiP Solutions' Project Online notice creation service is a special Sale of Surplus Goods notice which can be used to promote the sale of products by any organisation that uses the service. The complete notices are then published through BiP's other services and can be disseminated through other publications.

The DLO, as with the rest of the MoD, already uses BiP Solutions' Project service, enabling the Department to create, transmit and manage all of its contract notices. Project is part of Delta-ets, BiP's e-tendering suite of services which also includes Vault, Select and aXcess.

To see how Project can help improve your organisation's efficiency and revolutionise your procurement notification processes visit [www.bipsolutions.com/Delta](http://www.bipsolutions.com/Delta) or call the Delta helpdesk on **0845 270 7050**.

## Biggest event programme ever



EVER WISHED you could get out of the office and improve your public procurement knowledge and skills?

Well, there has never been a better time to do so than now, with BiP Solutions this autumn hosting its biggest ever programme of events.

From the 'Preparing Perfect Tenders' and 'How to Let Compliant Public Contracts' events to the 'Contracting under the Freedom of Information Act' seminars there is something for everyone amongst the 89 events being hosted to the end of the year.

For further information on the wide range of BiP-hosted events, and to book, visit [www.bipsolutions.com/events](http://www.bipsolutions.com/events)

## A winning partnership



THINK OF some of the best partnerships in history: Redgrave and Pinsent, Torvill and Dean or Astaire and Rogers. Well, when it comes to procurement another great duo has to be the Office of Government Commerce (OGC) and the Society of Procurement Officers in Local Government (SOPO).

The two organisations will be holding a conference for central and local government procurement officers on the Efficiency Review, one year on.

Held on 16 June at the Regent's Park Marriott in London, the event will host a cavalcade of high-profile speakers, from OGC Executive Director Martin Sykes to SOPO Chair David Pointon and Tim Byles, Local Efficiency Champion and Chief Executive of Norfolk County Council.

The theme of this year's joint SOPO/OGC conference is 'joint working between public and private sectors'. The programme focuses on how both central and local government can engage suppliers – including small and medium size enterprises – in new methods of procurement, such as e-auctions.

For further information or to book online please visit [www.bipsolutions.com/events/](http://www.bipsolutions.com/events/) or contact the Events team on **0845 270 7095**.

## SOPO celebrates 2000th member



THE SOCIETY of Procurement Officers in Local Government (SOPO) has reached the landmark figure of 2000 members, further establishing its position as the largest representative

organisation for UK local government procurement officers.

Commenting on this membership growth, SOPO Chairman David Pointon (pictured) said: "I think that to achieve 2000 members is a remarkable feat, given that local authority procurement is just one aspect of public expenditure. It just goes to show the Society is sustaining its position as the voice of local authority procurement representing procurement professionals at the top tier of the decision-making process."

SOPO will soon be announcing details of its new Elected Members category. This category is open to all elected members with an interest in local government procurement, particularly those who have Portfolio and Scrutiny responsibility for the activity.

The spectacular growth in membership reflects the many benefits SOPO members derive from the organisation's website, managed by BiP Solutions, which acts as a virtual clubhouse, and the increasing recognition of the importance of public procurement for the delivery of best value to taxpayers.

Further information on the membership categories and how to apply can be found at [www.sopo.org](http://www.sopo.org)

## Delta force

YOU WILL probably have talked to them before on the phone, and now you can see them in the flesh: the Delta-ets helpdesk team. The helpdesk team cover all aspects of the Delta-ets system and provide an important support function to BiP Solutions' client base. In addition, the team have access to considerable procurement knowledge and work closely with BiP's PASS consultancy service to help clients work compliantly with the EU Procurement Directives.

To contact the Delta-ets helpdesk please email [helpdesk@delta-ets.com](mailto:helpdesk@delta-ets.com)



BiP Solutions' Delta-ets helpdesk team.

# SOPO Awards

RECOGNITION FOR a job well done is essential, especially in the challenging world of public procurement. And what better confirmation can there be that your organisation is doing things right than receiving plaudits from your peers?



With this in mind, SOPO, the Society of Procurement Officers in Local Government, is now accepting entries for its Awards for Outstanding Achievement in Procurement 2005. The SOPO Awards were first introduced in 2002 to recognise outstanding achievement in local government procurement, and now fall into four categories – County Council, Single Tier (Unitary) Authority, Non-Unitary District/Borough Council, and Other (Police, Fire, Consortia, etc).

Last year's winners were: Essex County Council under the County Council category; East Lincolnshire Council under the Unitary Authority category; Shepway District Council under the District Council category; and South West Fire & Rescue Services under the Other Public Sector Bodies category.

Those shortlisted and the outright winners will be presented with their trophies at the SOPO Annual Conference, which will be held on 15 and 16 November.

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.

Submission forms can be requested from [helpdesk@sopo.org](mailto:helpdesk@sopo.org)



## PASS makes house calls

WANT TO get up to speed with the hottest new topics in public procurement and forthcoming obligations, but can't get out of the office to an event? Never fear – BiP Solutions' Procurement Advice and Support Service (PASS) can provide dedicated in-house training. Not only could your organisation save on travel and accommodation costs, it could benefit from tailored training delivered around your timescales.

BiP's PASS service offers in-house training on such topical subjects as:

- Letting contracts compliantly
- Supplier selection
- Understanding OJEU notice creation

## New OJEU forms incoming

THE OFFICIAL Journal of the European Union (OJEU), published by the Official Publications Office of the European Communities (OPOCE), has announced that the upgrade to the production system for submission of the new EU notices to the OJEU will be slightly delayed and is now due to go live between the end of May and the beginning of June.

Government departments and public bodies will benefit from establishing a strong communication and training plan to ensure that all procurement staff within their organisation are aware of the requirements of the new forms and their implementation and use as soon as possible.

BiP Solutions is hosting a number of 'How to Complete the new OJEU Contract Notice Proformas for EU Directive 2004/18' events throughout the UK now.

To find out more, or to book your place, please visit

[www.bipsolutions.com/events](http://www.bipsolutions.com/events)

Alternatively, BiP's Procurement Advice and Support Service (PASS) offers in-house training sessions for staff that can't afford to leave the office. For further information, email [pass@bipsolutions.com](mailto:pass@bipsolutions.com)

By subscribing to the Project service, users can create contract notices online that are fully compliant with the new forms for as little as £150 per licence.

Call the Delta helpdesk now on **0845 270 7050** to subscribe to the Project service.

Keep up to date with all the latest developments regarding the new forms at [www.delta-ets.com](http://www.delta-ets.com)

(including the upcoming new standard forms)

- The new EU Consolidated Public Procurement Directive
- Environmental, social and sustainable procurement
- Contracting under the Freedom of Information Act

PASS can also tailor training packages on other topics to suit precise requirements. To discuss your requirements for in-house procurement-related training or specific procurement-related consultancy, call the PASS consultancy team on **0845 270 7055** or email [pass@bipsolutions.com](mailto:pass@bipsolutions.com)



## NATIONAL PUBLIC PROCUREMENT PRACTITIONERS DAY 2005



TUESDAY 7 JUNE 2005  
ONE GREAT GEORGE STREET, LONDON

### Raising the profile of the contribution made by the Public Procurement Profession!

Following on from the huge success of the first National Public Procurement Practitioners Day (N3PD) in 2004, we are delighted to announce N3PD 2005. The day celebrates the achievements and professionalism of all those who work so hard in public procurement to deliver better value for money for all taxpayers. The event, which will be held at the One Great George Street venue in Central London, takes place on Tuesday 7 June 2005.



### SUPPORTED BY...



[www.N3PD.com](http://www.N3PD.com)

For further details on N3PD visit [www.n3pd.com](http://www.n3pd.com). To register please complete the form overleaf and post to FREEPOST BiP



**NATIONAL PUBLIC  
PROCUREMENT  
PRACTITIONERS DAY  
2005**

N3PD is a fantastic opportunity for your organisation to become involved in a prestigious national event which recognises the great work carried out by public procurement practitioners. We are inviting all organisations which engage in public procurement and all public procurement practitioners to join in N3PD to celebrate this highly important profession and raise the profile of both public procurement organisations and the profession as a whole.

**I would like to attend the N3PD 2005 event.**

**DELEGATE PRICE – £40 (£47 incl VAT)**

Please see my details below.

Name	
Organisation	
Position	
Address	
Postcode	
Tel	
Fax	
Email	
Signed	Date

**PAYMENT** Please tick preferred method of payment.

Please invoice – payment due prior to event

Cheque enclosed, made payable to BiP Solutions Ltd

Please debit my credit/debit card: Please tick



Card No	
Start Date	Expiry Date
Name on Card	
Signed	
Card Holder's Address (if different from above)	
Postcode	

**CANCELLATIONS:** Upon receipt of your booking form, your place will be confirmed in writing. Should you be unable to attend the event, all cancellations must be received in writing, at least 28 days prior to the commencement of the programme (you will incur a cancellation fee of £20). Once within this 28-day period the booking may not be cancelled and full payment is required. Regrettably, no delegate fee can be refunded. However, a substitute delegate can be named at any time before the seminar event.

**FREEPOST BiP**



POSTAGE  
PAID  
NO STAMP  
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# NPS

## Top Tip – Solve problems ✓

IT IS in everyone's interest to ensure that relationships between buyers and suppliers are non-adversarial. Therefore, ensure all your contracts contain provision for resolving disputes efficiently. Alternative Dispute Resolution (ADR) offers techniques that can be used in the first instance in all suitable cases to settle disputes, and one form of ADR well suited to resolving commercial disputes is mediation.

Mediation is designed to provide the parties involved with a method of resolving their disputes more quickly, cost-effectively and privately than they could through litigation or arbitration.

Writing into your contracts that both parties agree to seek to settle any potential disputes through mediation could dramatically reduce tensions between you and your suppliers and quickly and more easily resolve otherwise costly and messy disputes.

BiP Solutions is in the process of preparing a *PASS Guidance to Mediation Services*. To reserve your complimentary copy please email [pass@bipsolutions.com](mailto:pass@bipsolutions.com)

## IN JUNE'S ...



- **Jason Harbrow** from Liverpool City Council explains how Liverpool, set to become European City of Culture in 2008, is challenging the meaning of Best Value as a cultural pathfinder.
- While library buildings are crumbling the goods and services they provide could be costing too much. **Chris Batt**, Chief Executive of the Museums, Libraries and Archive Council, argues that bold new funding and procurement approaches are needed if the nation's centres of reading are to be salvaged.
- **Justin Sacks** from the New Economics Foundation explains how buying local not only supports local business but is also a major factor in regenerating communities.

(Contents subject to change)

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## NPS EVENTS GUIDE

Conferences, exhibitions and seminars aimed at procurement professionals.

**MAY-JUNE 2005**

**PASS – WINNING TENDERS\***  
10 May London 15 Jun London

**MAY-JUNE 2005**

**PASS – COMPLIANT APPLICATION OF EC PUBLIC PROCUREMENT DIRECTIVES BY REGISTERED SOCIAL LANDLORDS**  
12 May Birmingham 9 Jun London

**MAY-JUNE 2005**

**PASS – HOW TO LET COMPLIANT PUBLIC CONTRACTS\***  
13 May Belfast 24 May Leeds  
17 May Birmingham 14 Jun London

**MAY-JUNE 2005**

**PASS – DELIVERING SOCIAL, ENVIRONMENTAL AND SUSTAINABLE PROCUREMENT\***  
17 May Manchester 8 Jun London

**MAY-JUNE 2005**

**PASS – CONTRACTING UNDER THE FREEDOM OF INFORMATION ACT\***  
18 May Manchester 7 Jun London

**MAY-JUNE 2005**

**PASS – GET READY FOR CHANGE\***  
18 May Birmingham 22 Jun London  
25 May Leeds 23 Jun Cardiff

**MAY-JUNE 2005**

**PASS – THE NEW EU PROCUREMENT DIRECTIVE 2004/18/EC PROCEDURES\***  
19 May Birmingham 24 Jun Cardiff  
9 Jun London

**MAY-JUNE 2005**

**PASS – COMPLETING THE EU PROFORMAS\***  
20 May Birmingham 30 Jun London

**26 MAY 2005**

**LCSG ANNUAL CONFERENCE 2005**  
London Marriott, Grosvenor Square

**MAY-JUNE 2005**

**PASS – PREPARING PERFECT TENDERS\***  
26 May Leeds 16 Jun London  
8 Jun Bristol 23 Jun Manchester

**1 JUNE 2005**

**SOPO – SELLING TO LOCAL GOVERNMENT**  
London Marriott, Regent's Park

**7 JUNE 2005**

**NATIONAL PUBLIC PROCUREMENT PRACTITIONERS DAY (N3PD) 2005**  
One Great George Street, London

**16 JUNE 2005**

**SOPO/OGC 6th ANNUAL WORKSHOP**  
London Marriott, Regent's Park

**14 SEPTEMBER 2005**

**ABC ANNUAL CONFERENCE**  
Hampden Park, Glasgow

**3-4 NOVEMBER 2005**

**HEALTH CARE SUPPLIES ASSOCIATION ANNUAL CONFERENCE & EXHIBITION 2005**  
London Marriott, Regent's Park

**15-16 NOVEMBER 2005**

**SOPO ANNUAL CONFERENCE & EXHIBITION 2005**  
Royal Lancaster Hotel, Hyde Park, London

\*Autumn dates now available

To book visit [www.bipsolutions.com/events](http://www.bipsolutions.com/events) or for further information on advertising your event in this newsletter, contact our **Events Team** at BiP on **0845 270 7095** or email [events@bipsolutions.com](mailto:events@bipsolutions.com)