

NPS



BiP's NEWSLETTER FOR THE PROCUREMENT SERVICE

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

Calling on

PADRE



BiP SOLUTIONS, whose clients represent over 35 per cent of all UK procurement contract specialists, has teamed up with DRS-CI Arb (a division of the Chartered Institute of Arbitrators) to provide an effective, affordable and independent Alternative Dispute Resolution service for public sector procurement.

The service, called PADRE (PASS Alternative Dispute Resolution Experts), will offer effective and affordable alternatives to litigation to resolve disputes at any point in the procurement cycle, with the parties knowing the maximum cost of ADR before they enter into the resolution process.

The European Commission has developed contract forms which make reference to ADR being a legal requirement in all relevant public sector procurement contracts from 31 December 2005. By placing the appropriate ADR clause within procurement contracts, parties can utilise PADRE, while also demonstrating to the UK Government and European Commission that valid and enforceable ADR clauses are being implemented.

The combination of BiP's expertise from inside the procurement industry, and DRS-CI Arb's know-how as administrators of ADR services, will ensure that disputing parties benefit from the best of both worlds.

BiP is arranging an event in association with DRS-CI Arb in London in November 2005 which will feature speakers from ADR/procurement backgrounds. It will include a mock mediation illustrating how mediation can be used effectively to resolve procurement disputes quickly, privately and cost-effectively.

For further information on this event or for advice on ADR clauses, contact either the Procurement Advice and Support Service (PASS) at pass@bipsolutions.com or Gregory Hunt (DRS-CI Arb) at ghunt@drs-ci-arb.com

For a copy of the publication *Guide to PADRE: Expert Contractual Dispute Resolution Services* email pass@bipsolutions.com

Procurement's day in the sun



Awards Winners and those Highly Commended pose for a group photograph with GO Managing Editor Grahame Steed and N3PD event host Krishnan Guru-Murthy

FOR THE second year running, National Public Procurement Practitioners Day (N3PD) managed to attract many of the best in public procurement for what was a highly successful event.

Held on 7 June 2005, N3PD and the accompanying *Government Opportunities (GO) Excellence in Public Procurement Awards* attracted over 160 people to celebrate the successes of people working within procurement and the part they play in delivering effective public services.

N3PD, organised by BiP Solutions, hosted not only the prestigious GO Awards but also a number of high-profile speakers representing procurement at UK, European and international levels.

John Oughton, Chief Executive of the Office of Government Commerce, outlined how the £7 billion of procurement savings targeted in the Efficiency Review can be met.

From Europe, Philippe Lebaube, Head of Multimedia at OPOCE, urged the audience to think carefully about the information they submit to the OJEU, in order for it to be effective in attracting useful bids.

Bernard Longhi – Chairman, UN/CEFACT TBG6 – outlined how his organisation, working under the auspices of the United Nations, is helping to standardise e-procurement across the globe, and in particular he thanked BiP Solutions for its help towards this goal.

The final speaker, Allan Connarty, Director of Operations for the Chartered Institute of Arbitrators (CI Arb), highlighted the benefits of Alternative Dispute Resolution (ADR) over costly litigation. Of the new PADRE joint service from CI Arb and BiP Solutions he said: "Don't call the lawyer, don't call the court, call PADRE instead – it could be your saviour."

N3PD, sponsored by *Government Opportunities* and Constructionline, also managed to raise over £5000 for the British Heart Foundation, which was presented at the event to the charity's representative Maureen Betts by

BiP Solutions Managing Director Ron Burges.

The centrepiece of N3PD was the presentation of the *Government Opportunities Excellence in Public Procurement Awards*, which celebrate the success of individuals and teams working within procurement, and also those who have dedicated the greater part of their career to the public procurement profession.

The Lifetime Achievement Award went to Duncan Eaton, Chief Executive of NHS PASA, while Alan Ratcliffe, Head of Procurement at Northumberland County Council, won the Individual Award for Public Procurement Excellence.

The Audiology Team within the NHS Purchasing and Supply Agency (PASA) won the Team Award for Public Procurement Excellence while both Braintree District Council Central Purchasing Team and Wiltshire County Council Department of Adult and Community Services Contracts Team were highly commended in this category.

Leeds Metropolitan University won the Award for the Greatest Procurement Contribution to the Environment, Social and Sustainability Agenda, with Cornwall Healthcare Estates and Support Service being highly commended in this category.

The Award for the Greatest Contribution to the e-Government Agenda went to the Vehicle Operator Services Agency. Leeds Teaching Hospital's Supplies Department was highly commended in this category.

BT won the Best Service Award, and within this category Owen Williams Consultants was highly commended.

Grahame Steed, Managing Editor of *Government Opportunities*, said that the judging had been a challenge because the "quality and quantity of submissions this year were consistently outstanding".

For a full review of the event visit www.n3pd.com or see the July issue of *Government Opportunities*.

BiP: even more contracts, faster

Contrax Weekly
CONTRACTS AND TENDERS NATIONWIDE

TRACKER
DELIVERING MORE FASTER

BiP SOLUTIONS has always been ahead of the rest when it comes to promoting non-OJEU contract opportunities. Our dedicated contracts management team are the experts in researching all types of media to identify low-value UK contracts, European, defence and international contracts.

It isn't just BiP that says we're the best. Independent research conducted by Marketing Management Services International demonstrates that between March and May 2005, BiP's *Contrax Weekly* publications combined reporting on average nearly 70% more contracts than the OJEU; with *Contrax Weekly Ireland* delivering up to a staggering 342% more contracts than the OJEU.

Contrax Weekly hasn't been alone in benefiting from the fruit of our research team's labours. BiP's recently re-launched Defense Contracts International service now contains contracts from more countries than ever before – including South Africa, the Middle East, Australia, New Zealand, India, Pakistan and the United States. BiP's Tracker service is also more comprehensive, thanks to many more low-value UK contracts and a surge in opportunities sourced from overseas.

BiP leads the way in providing suppliers with the broadest range of contract opportunities of all types, values and origins. Not only is this great news for our many subscribers, it also ensures that buyers obtain the level of response to contracts they need to secure value for money.

Visit www.govopps.co.uk for more information on *Contrax Weekly* and www.tendermatch.co.uk for more information on Tracker.

Buying consortium gets the best

abc
authorities buying consortium



THE AUTHORITIES buying consortium (abc) has joined the prestigious list of public sector organisations which have secured efficiencies through BiP Solutions' Delta suite, specifically through its aXcess service.

abc, a user of the full BiP Delta suite since late 2004, has been able to drastically reduce the time spent creating and submitting Prior Information Notices (PINs) through the Project e-notice service. Brian Saberton, Head of Purchasing Services at the consortium, said that it used to take a long time to create these from scratch, but now abc is able to complete 20 PINs within just a few hours. The Project system sends an email confirmation to ensure users know when the XML has been submitted to OJEU.

abc is the largest non-profit-making purchasing agency in Scotland, serving the buying needs of the public sector, charities and voluntary organisations. Its approach to purchasing is acknowledged to be one of the most cost-effective models in supply chain management. The latest development to help streamline their purchasing process comes in the form of aXcess – the buyer profile service developed and hosted by BiP Solutions.

The purpose of a buyer profile is to provide details about a contracting authority's procurement practices 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 abc procurement portal and access procurement information, including contract opportunities, as well as further information on the organisation's procurement strategy, practices, policies and key contacts.

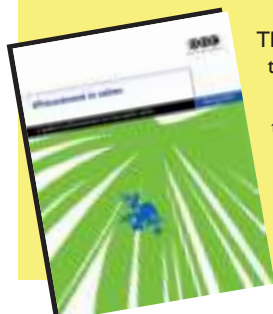
By using aXcess in combination with Project, abc aims to fully comply with the new EU Consolidated Directive's recommendation that authorities provide their procurement information via a buyer profile. The site also fulfils the requirements of the UK National e-Procurement Project (NePP) for public bodies to have a dedicated 'selling to' area.

The abc procurement portal can be found at <http://abc-scotland.g2b.info>

To learn how your organisation can enjoy the benefits of aXcess and revolutionise your purchasing practices, visit www.bipsolutions.com/Delta Alternatively, call the Delta Helpdesk on **0845 270 7050**.

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

OGC spawns efficiency



THE OFFICE of Government Commerce has, for the second time, launched its mascot for e-procurement, the Blue Frog, to update its seminal report on this cutting-edge area of purchasing.

'Blue Frog 2: eProcurement in Action', an update of the 2002 report 'eProcurement: Cutting through the hype', is a response to how technology has moved on and how the Efficiency Review is challenging the public sector.

Drawing on live pilots and extensive research, the report provides the public sector with a comprehensive 'how-to' guide on e-procurement in all of its manifestations.

The report can be found at www.ogc.gov.uk

MoD to become gold-plated



THE NATIONAL Audit Office (NAO) has published its 'gold standard' for project control of major defence projects to help the UK Ministry of Defence (MoD) improve its performance in delivering projects on time and to budget.

It forms part of a second in a suite of studies exploring key project success factors and how the MoD and its industry

partners can better deliver success. Project control means having the right processes in place to track progress and keep projects on course.

The report stresses that success depends on building and sustaining the right relationships between all parties to a project. There are strong examples where the MoD is building open relationships with its contractors. However, yet more needs to be done to develop a supportive and open environment where staff can routinely report bad news as soon as it happens to provide early warning of problems, the NAO says.

In addition to the report the NAO is publishing a wide variety of supporting material on its website. The challenge for the MoD and its industry partners will be to learn from their good experiences and those of other organisations to help deliver more successful projects, the NAO says.

The MoD currently uses a number of means to promote best practice internally and externally, including *MoD Defence Contracts Bulletin (DCB)*, published by BiP Solutions on behalf of the MoD.

For further information on *MoD DCB*, or to subscribe, visit www.contracts.mod.uk

Big savings for WPI

THE BODY set up to transform the way the public sector in Wales buys its goods and services, the Welsh Procurement Initiative (WPI), has announced record savings for 2004.

In publishing its second annual report since being set up by the Welsh Assembly Government in 2002, the Initiative has reported actual savings of £5.5 million across the whole of the Welsh public sector for 2004. A further £24.7 million savings were identified as deliverable in 2005, exceeding its 12-month target of £24 million by £0.7 million.

The WPI has realised these savings by creating opportunities for more innovative collaborative procurement, and encouraging improvements in purchasing processes across all public sector organisations. For example, the first all-Wales e-auction for the procurement of stationery and office supplies achieved savings of 57%, and the second for PCs delivered savings of 33%.

BiP Solutions offers e-auction services as part of its comprehensive Delta-ets suite which can streamline the tendering process electronically.

To find out more on Delta-ets, visit www.delta-ets.com

As easy as abc

WITH THE efficiency drives in large-scale UK procurement projects hitting the headlines, public procurement has never enjoyed such a high profile. Equally though, never before has procurement been under so much pressure to deliver greater savings and better public services.

The latest event from the authorities buying consortium (abc) – Positive Practices in Procurement – aims to help.

Hosted by BiP Solutions, the conference will provide delegates with information on a range of issues facing public procurement and offer some ideas as to the future direction of the profession in the 21st century.

The keynote address will be delivered by Colin Mair, Chief Executive of the Improvement Service for Scottish Local Government, while Tony Wiltshire from the Yorkshire & Humberside Centre of Excellence will outline how organisations such as his will be making a real difference south of the border.

In addition, the Chief Executive of the Society of Procurement Officers in Local Government (SOPO), Peter Howarth, will be discussing the emerging issues concerning the modernisation of procurement.

The Positive Practices in Procurement conference will be held at Hampden National Stadium on 14 September 2005.

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

Scotland to open up contracts

THE SCOTTISH Executive is currently investigating ways of opening up the procurement process for small suppliers in Scotland, including the advertising of contracts below EU thresholds.

In recent evidence given to the Scottish Parliament's Finance Committee, Tom McCabe, Minister for Finance and Public Service Reform, said: "We are doing our best to ensure that the whole procurement process is opened up to a wider range of small and medium-sized enterprises in Scotland."

The Minister had also assured the committee that the element of the Executive's efficiency programme that targets cashable procurement savings of £200 million will not discriminate against small suppliers.

The Scottish Executive has recently launched a consultation on the development of a 'Code of Conduct', which aims to encourage purchasing organisations to simplify procurement procedures, advertise contracts more widely and debrief unsuccessful bidders on request. The Executive is also consulting on the development of a Model Pre-Qualification Questionnaire to help make it easier for SMEs to bid for public sector work.

BiP Solutions, on the basis of its public procurement expertise, has been asked to submit its views on the proposed measures.

NPS EVENTS GUIDE

Conferences, exhibitions and seminars aimed at procurement professionals.

JULY-SEPTEMBER 2005

SOPO ROADSHOWS 2005

7 Jul	North West	21 Sep	East Midlands
5 Sep	London		

SEPTEMBER-DECEMBER 2005

WINNING TENDERS 2005

13 Sep	London	2 Nov	Manchester
1 Nov	London	6 Dec	London

SEPTEMBER-DECEMBER 2005

HOW TO COMPLETE THE NEW OJEU CONTRACT NOTICE PROFORMAS FOR EU DIRECTIVE

13 Sep	London	22 Nov	London
20 Sep	Manchester	28 Nov	Leeds
1 Nov	Bristol	1 Dec	Glasgow

14 SEPTEMBER 2005

ABC ANNUAL CONFERENCE

Hampden Park, Glasgow

SEPTEMBER-NOVEMBER 2005

HOW TO LET COMPLIANT PUBLIC CONTRACTS

14 Sep	London	20 Oct	Birmingham
21 Sep	Glasgow	9 Nov	London
5 Oct	Manchester	17 Nov	Leeds
13 Oct	London		

SEPTEMBER-DECEMBER 2005

PREPARING PERFECT TENDERS

14 Sep	London	11 Oct	London
21 Sep	Manchester	8 Nov	Leeds
29 Sep	Bristol	7 Dec	London
6 Oct	Birmingham		

SEPTEMBER-NOVEMBER 2005

HOW TO PROTECT YOUR COMMERCIAL INTERESTS WHEN TENDERING

15 Sep	London	3 Nov	Manchester
4 Oct	Birmingham	22 Nov	London

SEPTEMBER-NOVEMBER 2005

THE NEW EU PROCUREMENT DIRECTIVE 2004/18/EC PROCEDURES

15 Sep	Manchester	3 Nov	London
21 Sep	London	9 Nov	Leeds
28 Sep	Bristol	30 Nov	Glasgow
5 Oct	Birmingham		

SEPTEMBER-NOVEMBER 2005

GET READY FOR CHANGE

20 Sep	London	18 Oct	Birmingham
22 Sep	Glasgow	2 Nov	London
27 Sep	Bristol	23 Nov	London
4 Oct	Manchester	30 Nov	Leeds

SEPTEMBER-DECEMBER 2005

LESSONS LEARNT – PUBLIC SECTOR CONTRACTING & FOIA

22 Sep	London	10 Nov	London
19 Oct	Birmingham	8 Dec	London

19 OCTOBER 2005

SELLING TO DEFENCE CONFERENCE & EXHIBITION 2005

The Brewery Conference Centre, London

3-4 NOVEMBER 2005

HEALTH CARE SUPPLIES ASSOCIATION ANNUAL CONFERENCE AND EXHIBITION 2005

Britannia International Docklands, London

15-16 NOVEMBER 2005

SOPO ANNUAL CONFERENCE & EXHIBITION 2005

The Royal Lancaster Hotel, Hyde Park, London

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 **Events Team** at BIP on **0845 270 7095** or email events@bipsolutions.com

Success for LCSG Conference



LONDON CONTRACTS & SUPPLIES GROUP

THE LONDON Contracts and Supplies Group (LCSG) is celebrating the success of its second annual conference.

Richard Parsons, Strategic Procurement Manager for the London Borough of Camden and the recently appointed Chairman of LCSG, kicked off the conference with an overview of the theme for the day – 'Delivering Procurement Efficiency' – and judging by the response from the 200 delegates in attendance, it hit the right note.

This theme was continued throughout the day within presentations by several first-class speakers including Dr Glynis Davies, Director for Local Government Liaison at the OGC, who outlined how the department is implementing the efficiency review and what work they are carrying out

in the local government sector. Ken Cole, Director at the London Regional Centre of Excellence, gave a compelling insight into how his organisation can assist London councils to reach their goals under the efficiency agenda.

The event concluded with the presentation of the LCSG Awards.

Michael Wood, Head of Procurement at the London Borough of Haringey, Jane Whiteman-Turl, Head of Procurement at the London Borough of Hillingdon, and Alan Parry, Best Value Officer at the London Borough of Hammersmith and Fulham, each won a Contribution to Collaborative Procurement Award.

The Procurement Innovation Award went to the London Borough of Southwark, and John Scowen, Procurement Manager for the London Borough of Havering, was given the Contribution to Productivity and Efficiency Award.

The Service to LCSG Award was won by Chris Keady, past Chairman of LCSG, Bob Hillman, former Head of Procurement at Bexley Council, and Heather Cutler, Procurement and Stores Manager at the London Borough of Barking and Dagenham.

Slides of the conference and details of the winners can be found on the LCSG website – www.lcsg.org

Top Tip – A little can make a lot



DO YOU want to help SMEs supply to your authority? Then why not use the EU disaggregation contract concession. The EU Public Procurement Directives allow you to waive application of the Directives in respect of small lots for supplies and services that do not exceed 20% of a requirement's aggregated total value and are under €80,000.

So next time you have a requirement, consider how you can help SMEs by letting part of the requirement as a small lot which better meets the needs of smaller enterprises; this will help small businesses grow and may also bring some of the benefits of innovation to your authority. It will also provide some ongoing competition to the contractor to whom the remainder of the contract is issued.

IN JULY'S ...



GOVERNMENT OPPORTUNITIES

- **GO Awards/N3PD**, a full review of public procurement's big day.
- **Steve Griffin** from OGCbuying.solutions explains how being green needn't cost public authorities more for energy.
- As solar and wind power technologies come down in price, it is becoming increasingly cost-effective for departments and authorities to invest in their own facilities, says **Tom Harvey** from BRE.
- **Terry Street** from Socitm Consulting suggests that for local authorities, outsourcing IT functions may not always be worth it.

(Contents subject to change)

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