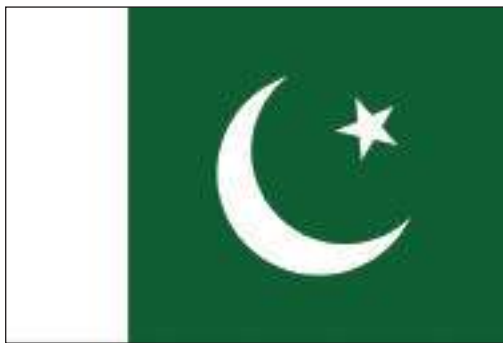


NPS would like to wish all its readers a very happy festive season and a prosperous New Year

Pakistan not all out



CHIEF EXECUTIVE of BiP Solutions, Ron Burges, travelled in November to Pakistan's capital Islamabad to address a European Union-funded international conference on 'Sustainability'.

The purpose of the conference was to raise awareness within the business community in Pakistan of the importance to international buyers of sustainability.

Speakers included members of the international business community, Pakistan government ministers and leading local business people. The organisers held the conference as a signal to the world that despite the enormous destruction caused by the recent earthquake Pakistan was fully committed to improving its status as a global manufacturing base, by accepting the importance of delivering quality products through sustainable practices.

The venue also hosted the earthquake donor conference attended by UN General Secretary Kofi Annan and other visiting dignitaries, including the Australian Prime Minister, John Howard.

The importance of sustainable procurement is not lost in the UK either where the Government has committed itself to delivering sustainability through its procurement processes.

BiP Solutions is hosting one-day events throughout 2006 to help purchasers let socially, environmentally and sustainability-friendly contracts.

The events will be held in London on 15 March and 7 June, Glasgow on 9 May and Manchester on 17 May. For further information and to register online visit www.bipsolutions.com/events

BiP Solutions also offers in-house training on sustainable public procurement. For further information email pass@bipsolutions.com

Leicester benefits from Vault

LEICESTER CITY COUNCIL has become the latest council to sign up for BiP Solutions' secure e-tendering system Vault.

The council has decided that to help meet government targets on efficiency, effectiveness and improved auditability it will move from a paper-based tendering system to the Vault solution.

Vault offers buyers a secure way to send and receive Invitation to Tender (ITT) documentation, cutting hours from the traditional paper-based process.

The Vault system can help local authorities, public bodies and government departments realise significant efficiencies, helping to meet the £21.5 billion of savings targeted by the Gershon Efficiency Review. Almost one-third of the savings, over £6 billion, is expected to come from improved procurement.

The Crown Prosecution Service recently announced that it has saved £10,000 a year in



overheads and administration costs by using BiP Solutions' Delta e-tendering suite, of which Vault is part.

To find out more about how BiP Solutions can help your organisation realise greater efficiencies through both Delta-ets and Vault, call **0845 270 7090** or email sales@delta-ets.com

New and improved DVLA buyer site

AN UPGRADED buyer profile website, created and managed by BiP Solutions for the Driver and Vehicle Licensing Agency (DVLA), has been launched to deliver greater procurement efficiency.

Buyers and suppliers using the site will now be able to exchange Invitation to Tender (ITT) documentation using BiP Solutions' Vault document exchange service.

Suppliers can also easily view future, current and past contracts and learn how to do business with the DVLA; as well as respond to, and manage, Pre-Qualification Questionnaires and ITTs through the new service.

A buyer profile site helps contracting authorities ensure that they are compliant with EU public procurement rules by advertising all values of competitive contracts, thereby avoiding costly infringement cases.

Also, doing business electronically through a buyer profile site helps reduce Expression of Interest timescales.

The improved DVLA site can be found at www.dvla.g2b.info

To find out more about how BiP Solutions can provide your organisation with a buyer profile site, and also how to do business electronically, call **0845 270 7090** or email sales@delta-ets.com



FOI under control



A YEAR AFTER the Freedom of Information Act came into force, the new powers afforded to the public are being felt by public authorities across the country.

Some authorities have received a trickle of requests for information under the legislation, whereas others have been inundated with challenging requests that directly affect the public procurement environment.

BiP Solutions is running a special event focused on how the FOI Act has impacted on public procurement and the lessons the public sector has learnt thus far, designed for everyone in the public procurement arena. From procurement officers and project managers to legal and finance advisors, all will benefit from this comprehensive insight into managing contract-related requests with efficient processes and compliant practices.

The Public Sector Contracting & FOIA event will be held in London on 23 February and 6 June and Birmingham on 29 March.

For further information and to register online visit www.bipsolutions.com/events

A bigger and better day for procurement



FOLLOWING THE SUCCESS of National Public Procurement Practitioners Day (N3PD) 2005, organisers BiP Solutions are delighted to announce that the 2006 event is to be bigger and better with more categories added to the accompanying *Government Opportunities (GO) Excellence in Public Procurement Awards*.

The event, which will be held on 6 June, will not only host the GO Awards but also a number of high-profile speakers including Sir Digby Jones, Director-General of the Confederation of British Industry, and Charlie McCreevy, European Commissioner responsible for public procurement policy in the EU internal market.

In addition to the categories of Individual Award for Public Procurement Excellence, Team Award for Public Procurement Excellence (renamed from Collective Award) and Lifetime Achievement Award, the 2006 GO Awards will include:

- the GO Sustainability Award
- the GO e-Government Award
- the GO Best Service Award
- the GO Young Procurement Professional Award

Supporters of N3PD include the Confederation of British Industry, the Society of Procurement Officers in Local Government and the Welsh Assembly.

Make sure that your authority receives the recognition that it deserves by submitting your nomination today.

If your organisation would like to be a supporter of N3PD, or if you would like to submit a nomination, visit www.n3pd.com or email n3pd@bipsolutions.com

Local procurement bible better value

THE LATEST EDITION of the *Society of Procurement Officers in Local Government (SOPO) Yearbook* – the most comprehensive guide to purchasers in local government – is set to be even greater value than before.



SOPO is the single largest representative body of procurement officers in local government in the UK. Its 2006 Yearbook contains the contact details for over 2200 members, with names, telephone numbers and email addresses included.

The *SOPO Yearbook 2006* is an essential reference guide for the public and private sectors and hosts contributions from such influential figures as Director of Local e-Government Martin Scarfe and IDeA Programme Manager Dr Gordon Murray.

To order your copy of the 2006 Yearbook, or for more information, visit www.sopo.org/yearbook, or call the BiP sales team on **0845 270 7065**.

CBC the value of collaboration

INCREASED COLLABORATION has seen the Central Buying Consortium (CBC) go from strength to strength each year since its launch, and the consortium's 2006 Annual Conference and Exhibition aims to build upon this success.

Delegates will hear from a list of prominent speakers, including Dr Andrew Lerner, Director of the South East Centre of Excellence, who will discuss how his region is addressing the efficiency agenda and the National Procurement Strategy for Local Government milestones.

As in previous years, CBC is offering delegates the opportunity to attend a choice

of seminars on a range of relevant topics. These offer a higher degree of participation and an opportunity for delegates to engage and discuss important issues in more depth.

The CBC Annual Conference and Exhibition will be held on 16 March 2006 at One Great George Street, Westminster, London.

For further information and to register online visit www.cbconline.org.uk

Central
Buying Consortium

Society of savers



LOCAL AUTHORITIES are not only surpassing expected efficiency targets but are forming more effective partnerships, according to the speakers at the 2005 Society of Procurement Officers in Local Government (SOPO) Annual Conference and Awards.

Minister for Local Government Phil Woolas pointed out that local authorities are "rising to the challenge of balancing savings with sustainability".

Sue Reid, Head of the Modernisation and Efficiency Division at the Office of the Deputy Prime Minister, pointed out during her keynote speech that efficiency should be part of the fabric of local authorities and not just a 'one-off event'.

John McClelland, head of the Scottish Executive's public procurement review, gave a taste of what his final report, on the potential for savings in Scotland, will say; whilst Emma Holiday, Chief Executive of Value Wales, explained how her organisation is helping to deliver efficiency savings and greater capacity in Wales.

However, the success of local government thus far is due in no small part to the role of SOPO and its members. It has been an 'outstanding' year for SOPO, according to Chairman David Pointon, speaking at the

opening of the Conference. Membership has passed the 2200 mark and the organisation has strengthened its ties with Scotland and Wales, while establishing its first links with Northern Ireland.

Some of the highest-achieving members of the Society were recognised at the centrepiece of the Conference – the SOPO Awards for Outstanding Achievement in Procurement.

This year's winner in the County Council category – Carmarthenshire County Council – demonstrated its excellence by developing a Local Sustainable Food Procurement Strategy. London Borough of Hackney secured the award in the Single-Tier Authority category for taking a strategic approach to construction, and in the District Council category, Exeter City Council was lauded for establishing a successful partnering agreement. Kent Police and Sussex Police won in the Others category for their work on collaborative purchasing.

As the work of the winners and the hundreds of authorities across the UK demonstrates, efficiency need not be, in the words of Norfolk County Council Chief Executive Tim Byles, a 'flash in the pan'.

For further information on SOPO visit www.sopo.org

PASS to you



IF YOU find it impossible to break yourself free from the office, but want to get up to speed on the new changes to the public procurement environment, then BiP Solutions' Procurement Advice and Support Service (PASS) may have the answer.

PASS can provide dedicated in-house training which could save your organisation on travel and accommodation costs. Your organisation could also benefit from tailored training delivered around your timescales.

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

- letting contracts compliantly
- supplier selection
- understanding OJEU contract notice creation (including the new standard forms)
- the new EU Consolidated Public Procurement Directive
- environmental, social and sustainable procurement
- contracting under the Freedom of Information Act

PASS also offers a comprehensive consultancy service helping procurement departments deliver compliant, efficient and sustainable tendering processes.

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

GO journalist scoops BSA Award

Government Opportunities Assistant Editor Gary Atkinson has been awarded the title of Business Services Journalist of the Year at a recent ceremony hosted by the Business Services Association (BSA).

The BSA Annual Dinner at the Royal Garden Hotel, London on the evening of 24 November saw the presentation of the Association's Media Awards for 2005.

The awards, now in their fifth year, aim to recognise the best reporting and analysis of issues affecting the business services and outsourced services sector, and are highly prized by those working in this field.

The specialist judging panel for the Journalist of the Year



Award comprised Director-General of the BSA Norman Rose, Partnerships UK Chief Executive James Stewart and Nick Timmins, Public Policy Editor of the *Financial Times*. Presenting the award, Mr Timmins noted that the panel "had no hesitation in singling out the work of Gary Atkinson for its range and depth".

On winning the Award Mr Atkinson said that to receive recognition from such an esteemed organisation as the BSA was a 'great honour', and one that "will hopefully help further position Government Opportunities as the leading publication on public sector business".

NPS EVENTS GUIDE

Conferences, exhibitions and seminars aimed at procurement professionals.

FEBRUARY-JUNE 2006

SELLING TO PUBLIC SECTOR CONSORTIA

14 Feb London 20 Jun London

FEBRUARY-JUNE 2006

AN INTRODUCTION TO NEW PURCHASING TECHNIQUES

15 Feb London 21 Jun London
2 May Manchester

FEBRUARY-MAY 2006

UNDERSTANDING THE NEW OJEU CONTRACT NOTICE PROFORMAS FOR EU DIRECTIVE 2004/18

16 Feb Bristol 13 Apr London
3 Mar Manchester 24 May London
30 Mar Glasgow

FEBRUARY-APRIL 2006

HOW TO LET COMPLIANT PUBLIC CONTRACTS

21 Feb London 5 Apr London
28 Feb Manchester

FEBRUARY-JUNE 2006

LESSONS LEARNT – PUBLIC SECTOR CONTRACTING & FOIA

23 Feb London 6 Jun Manchester
29 Mar Birmingham

28 FEBRUARY 2006

HELPING SMEs

Thistle Lancaster Gate, London

MARCH-MAY 2006

THE CHANGING FACE OF PUBLIC TENDERING

1 Mar Manchester 18 May Birmingham
6 Apr London

MARCH-JUNE 2006

SOPO – SELLING TO LOCAL GOVERNMENT

7 Mar Bristol 1 Jun Venue TBC

MARCH-JUNE 2006

HOW TO WIN TENDERS

8 Mar Birmingham 10 May London
23 Mar Heathrow 15 Jun Heathrow

MARCH-JUNE 2006

DELIVERING SOCIAL, ENVIRONMENTAL AND SUSTAINABLE PROCUREMENT

9 Mar London 17 May Manchester
9 May Glasgow 7 Jun London

MARCH-JUNE 2006

PREPARING PERFECT TENDERS

9 Mar London 21 Jun Bristol
28 Mar Birmingham 22 Jun London
11 May Glasgow 28 Jun Manchester
25 May Leeds

6 JUNE 2006

NATIONAL PUBLIC PROCUREMENT PRACTITIONERS DAY (N3PD) 2006

One Great George Street,
Westminster, London

To book visit www.bipsolutions.com/events or for further information on advertising your event, contact our

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

GO ahead...Transport

Government Opportunities magazine is currently inviting contributions for its forthcoming March **Transport Special Issue**.

If you have an interesting story, an example of best practice or an opinion on the subject of transport procurement that buyers or suppliers would benefit from, then Government Opportunities would like to hear from you.

The magazine is looking for submissions ranging from 700 to 1600 words on this or any of the other public procurement-related themes below.

If you feel that you have an issue that warrants exposure, then email gary.atkinson@bipsolutions.com with a brief outline of the proposed editorial.

Government Opportunities themes for 2006

MARCH	Transport
APRIL	Law & Order
MAY	Regeneration
JUNE	IT
JULY	Education
AUGUST	Emergency Services
SEPTEMBER	Sustainability
OCTOBER	Communications
NOVEMBER	Health
DECEMBER	Travel

Top Tip:

Be sustainable and compliant



THE NEW EU Public Procurement Directive accepts that economic and qualitative criteria for the award of contracts, such as meeting environmental requirements, may allow the contracting authority to meet the needs of the public concerned, as expressed in the specifications of the contract.

On social issues the Directive says: "A contracting authority may use criteria aiming to meet social requirements, in response in particular to the needs – defined in the specifications of the contract – of particularly disadvantaged groups of people to which those receiving/using the works, supplies or services which are the object of the contract belong."

Be careful when considering the use of social, environmental or sustainable factors in your selection or award criteria.

Remember these factors:

- must be linked to the subject matter of the contract
- must not confer unrestricted freedom of choice on the contracting authority
- must be interpreted in accordance with both the rules of the Directive and the principles of the EC Treaty

For further advice or a copy of the PASS Guide to Developing Green and Social Procurement Strategies email pass@bipsolutions.com

For the latest news on developments at BiP Solutions, go to www.bipsolutions.com/about/about3.htm

IN JANUARY'S ...



GOVERNMENT OPPORTUNITIES

- John Webb, Head of Specialist Fleet and Radio Communications, HM Revenue & Customs, argues that adopting a whole-life approach to fleet management delivers more than just cost savings.
- Colin Matthews, Head of Transport Programmes at the Energy Saving Trust, examines the alternative fuels that could power the sustainable fleets of tomorrow.

IN FEBRUARY'S ...



- Colin Whitehouse, Chair of the National e-Procurement Project, examines how local authorities have fared in meeting the e-procurement milestones set by the National Procurement Strategy for Local Government.
- Terry Street, from the Society of IT Management explains how the Government's new IT strategy will change how the public sector engages with suppliers.

(Contents subject to change)

NPS CONTACTS

Publisher



BiP Solutions Ltd

Park House, 300 Glasgow Road
Shawfield, Glasgow G73 1SQ

Tel: 0141 332 8247

Fax: 0141 331 2652/2792

Email: bip@bipsolutions.com

Website: www.bipsolutions.com

Editorial

media@bipsolutions.com

Marketing

marketing@bipsolutions.com

Customer

support@bipsolutions.com

Support