

# NPS

BiP's Newsletter for the Procurement Service  
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**Building for the future**  
Scotland Excel hosts its first conference and exhibition.



**GO grabs top award**  
Government Opportunities celebrates winning in the Best Speciality Publication category at the Business Services Association Awards 2007.

## Meet BiP staff...

### Jason Good, Public Sector Solutions Manager

JASON JOINED BiP Solutions in September 2007 – taking the role of Public Sector Solutions Manager. Jason was one of the founding members of Actinic Software and has an extensive background in e-commerce (originally working in the electronics industry). His aim at BiP is to bring the company's unique range of services and products to the attention of even more central and local government buyers and suppliers. By promoting products such as the **Select Accredited**, **PASS** and **Delta** services, the Public Sector Solutions Team assist buyers with the pre-qualification process and offer training and consultancy to the public sector and procurement officers. To contact Jason's team, email: [psst@bipsolutions.com](mailto:psst@bipsolutions.com)



## Another successful year for BiP Solutions



2007 HAS been yet another busy and successful year for BiP Solutions. In 12 months, the company has delivered a raft of new product launches, relaunched existing services to reach even more clients than ever, gained recognition in the form of a number of high-profile award wins and extended its presence globally – reaching as far as the United Arab Emirates (UAE) and Kenya.

In September, BiP was announced as the Small to Medium-Sized Business of the Year in the National Business Awards for Scotland. This outstanding achievement was followed by the news that BiP had been shortlisted as a finalist in the Best Performing Business category in the Glasgow Business Awards.

BiP's success can be attributed to its ever-developing range of services for public sector buyers and suppliers. As part of its drive to offer consistently excellent services, BiP is constantly considering the needs of its customers, and finding new ways to satisfy them.

Both **Government Opportunities (GO)** magazine – the UK's leading public procurement magazine – and **NPS** were given a fresh new look in 2007. **GO** further built on its success with the launch of a new website ([www.govopps.co.uk](http://www.govopps.co.uk)).

In addition, BiP's Procurement Advice and Support Service (**PASS**) team extended its **e:learning-zone** to offer five fully comprehensive modules aimed at improving understanding of, and compliance with, public procurement legislation.

The company was also busy in its role as a service provider to both the Ministry of Defence and the Department for Business, Enterprise and Regulatory Reform (BERR). The **MoD DCB** contracts portal ([www.contracts.mod.uk](http://www.contracts.mod.uk)) was relaunched in October, while the **Supply2.gov.uk** service – provided on behalf of BERR – saw the number of registered suppliers exceed 60,000.

Several new high-profile public sector clients

joined the ranks of satisfied BiP product users in 2007. In February, the London Borough of Havering became the first UK local authority to sign up to BiP's pre-qualification accreditation service **Select Accredited**. Now over 4700 public sector buyers are using the Select Accredited service.

Among those signing up to BiP's complete **Delta** e-tendering suite in 2007 were the Glasgow Housing Association and the Student Loans Company. The service gives clients access to the **Select**, **Project** and **Vault** systems as well as Select Accredited and an e-auction service.

BiP was pleased to announce two exciting new partnerships in 2007 with intelligence solutions provider Spikes Cavell and NQ Consulting (see page 2).

BiP also organised a number of prestigious events, including conferences for the Scottish Government, the Health Care Supply Association, the Society of Procurement Officers in Local Government and the MoD.

BiP didn't just make an impression in the UK in 2007 – the company has further established itself as an international procurement service, with projects as far afield as Kenya and the UAE.

A BiP team has been working in Kenya since May to carry out a procurement audit on behalf of the Kenyan Ministry of Education. BiP also helped the UAE Armed Forces launch their new e-tendering portal in 2007, working with local partner ITQAN Solutions to establish the online service.

BiP is looking forward to the next 12 months and meeting the needs of its clients through a growing range of innovative, efficient and effective solutions.

Our thanks to all our customers – we look forward to helping you meet your objectives again in 2008.

To keep in touch with developments at BiP, visit: [www.bipsolutions.com](http://www.bipsolutions.com)

## Buyers warned of changes to CPV codes

**BUYERS ARE** advised to be aware of upcoming changes to the way in which contract notices are submitted to the Official Journal of the European Union (OJEU).

The mandatory Common Procurement Vocabulary (CPV) codes used to classify contracts are due to change in December 2007, with the amended codes currently expected to come into force September 2008. NPS will keep readers up to date with any changes. The number of supplementary codes will rise from 400 to over 1000 and the complete, amended list will be available from January 2008.

In addition, the Nomenclature of Territorial Units for Statistics (NUTS) codes, used to break down regions into statistical groups, will be replaced in January 2008. Written notification of the new NUTS codes, which last changed in 2006, will be sent to each Member State.

Buyers are advised to be fully prepared for these imminent changes by signing up to BiP Solutions' **Project** e-notice service.

An official eSender to the OJEU, Project allows buyers to create, manage and store notices in a comprehensive database. The service is automatically updated to ensure all notices comply with national and EC regulations as well as best practice guidance.

It is now even easier to sign up to Project, which is part of BiP's **Delta** e-tendering suite, as BiP is currently offering a free Project licence to new users and a free additional licence to those who have already signed up to the service.

For further information contact the Public Sector Solutions Team on **0845 270 7090**, email: [psst@bipsolutions.com](mailto:psst@bipsolutions.com) or visit: [www.bipsolutions.com/Delta/project.html](http://www.bipsolutions.com/Delta/project.html)

## Spring 2008 BiP event preview

WITH THE new year just around the corner, BiP Solutions is looking ahead to its events line-up for the 2008 conference season. 2008 sees the first conference hosted by BiP's procurement magazine, **Government Opportunities (GO)** – the National Sustainable Procurement Conference and Exhibition – which tackles the key theme of sustainability and how it can be efficiently and easily incorporated into procurement practices.

Guest speakers for the event include Director of Action Sustainability Barbara Morton, Executive Director of Policy, Standards and Capability at the Office of Government Commerce Sally Collier and the Environment Agency's Procurement Strategy Manager Will Martin. The event will be held on 26 March in the QEII Conference Centre, London.

To view more information on the event, go to: [www.goconferences.co.uk/sustainable](http://www.goconferences.co.uk/sustainable)

The Central Buying Consortium (CBC) Conference and Exhibition will also be held in 2008, taking place on 20 March at One Great George Street in London. The event will address the theme 'Procurement Centre Stage – Meeting the Efficiency Challenge'.

Also on the horizon is the London Contracts and Supplies Group (LCSG) Annual Conference and Exhibition, held on 7 May at the Marriott Grosvenor Square in London.

For further information, or to book your place at any of these events, email: [events@bipsolutions.com](mailto:events@bipsolutions.com) or contact the BiP events team on **0845 270 7095**

## EVENTS DIARY

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

### 2008

**SOPO Scotland Conference and Exhibition 2008**  
11 March – Edinburgh International Conference Centre

**Central Buying Consortium Conference and Exhibition 2008**  
20 March – One Great George Street, London

**National Sustainable Procurement Conference and Exhibition 2008**  
26 March – QEII Conference Centre, London

**London Contracts and Supplies Group Conference and Exhibition 2008**  
7 May – Marriott Grosvenor Square, London

**National Public Procurement Practitioners Day 2008**  
5 June – One Great George Street, London

**Health Care Supply Association Conference and Exhibition 2008**  
6-8 November – The Belfry, Sutton Coldfield

For further information on advertising your event contact the events team at BiP on **0845 270 7095** or email [events@bipsolutions.com](mailto:events@bipsolutions.com)

# Procurement partnership launched



BiP SOLUTIONS is extending its range of new and joined-up services, on offer to both buyers and suppliers in the public sector procurement community, through a new strategic partnership with Spikes Cavell & Co, provider of spend intelligence solutions.

The partnership plans to offer spend/supplier analysis, supplier accreditation and market intelligence tools to existing clients and communities as well as developing new commercial offerings to the market.

BiP is one of Europe's leading providers of public sector procurement solutions. More than 500 UK government organisations use BiP's services to create and manage their contract information.

Teaming up with Spikes Cavell – which provides analytical support to deliver procurement-related savings to more than 500 UK public sector bodies – will allow each company to offer clients better value for money and enable their respective client

bases to access products provided by both.

Commenting on the partnership, Ron Burges, CEO of BiP Solutions, said: "We are delighted to enter into this strategic partnership with Spikes Cavell, a highly respected provider of spend analysis and related services to the public sector.

"I am confident that this alliance will be beneficial to both our companies and clients, providing them with a comprehensive one-step approach to supplier sourcing and spend analysis."

Luke Spikes, CEO of Spikes Cavell & Co, said: "The combination of BiP's and Spikes Cavell & Co's products, services and market positions is a compelling platform from which to drive the creation of new solutions to meet the increasingly sophisticated sourcing, analytical and performance monitoring needs of our respective customer bases."

## BiP is largest private sector eSender

ACCORDING TO the latest figures released by the Official Publications Office of the European Union (OPOCE), BiP Solutions is the largest private sector eSender of notices to the Official Journal of the European Union (OJEU).

In 2007 BiP sent more notices to the OJEU than any other eSender in the UK and, in terms of European-wide submissions, came behind only the French and Romanian governments.

BiP expects to have published 300,000 notices by the end of 2007 and is maintaining its position at the forefront of a highly competitive market – in 2007, 11 new eSenders joined the sector, four of which were from the UK and Ireland.

To celebrate this remarkable achievement, BiP is currently offering a **free licence to new**

**users of its contract notification service, Project**, for a limited period and will be providing existing users with a free additional licence.

The Project service – part of the **Delta** e-tendering suite – enables public bodies to send their notices to the OJEU electronically, via an XML gateway. A key advantage of this is that notices sent via a recognised XML gateway can be validated and published by the OJEU within two to three working days, so reducing the timescales for a tendering exercise.

To take advantage of this new offer and sign up to the Project service, visit: [www.bipsolutions.com/Delta/project.html](http://www.bipsolutions.com/Delta/project.html), contact the Public Sector Solutions Team on **0845 270 7090** or email: [psst@bipsolutions.com](mailto:psst@bipsolutions.com)

## Selecting sustainability

BiP SOLUTIONS and leading independent consultancy firm NQ Consulting Ltd have announced a new strategic alliance which allows buyers to use BiP's national suppliers pre-qualification and accreditation service, **Select Accredited**, to assess suppliers' sustainability status.

BiP's Select Accredited service, endorsed by the Society of Procurement Officers in Local Government (SOPO), offers a simple and structured approach to pre-qualification, delivering better value for money to both buyers and suppliers.

By adopting BiP's Select Accredited supplier vetting service, via supplier assessment across common criteria, authorities can gain significant additional benefits. The service is tailored to suit buyers' needs with the opportunity to assess how suppliers perform in relation to Corporate Social Responsibility (CSR) requirements, further assisting public sector organisations in understanding the capabilities of their supply base.

Following the partnership, public authorities using Select Accredited will also be able to use a supplier assessment tool, CAESER, developed by NQ Consulting. CAESER enables buyers to examine how proactive suppliers have been in fulfilling their CSR obligations – allowing buying organisations to contribute to achieving wider sustainable development goals.

Ron Burges, CEO of BiP Solutions, said: "We are working with NQ Consulting Ltd to ensure that the CAESER and Select systems integrate seamlessly and are confident that this alliance provides significant added value to our clients."

John McClelland CBE, Chairman of NQ Consulting Ltd, said: "We are delighted to be able to formalise our relationship with BiP Solutions in this way. We have supported BiP and SOPO events for many years. This alliance will enable us to provide an even wider range of services to our clients in the future."

For more information on Select Accredited, visit: [www.bipselect.com](http://www.bipselect.com)

# Recognising excellence

2007's TENTH annual Society of Procurement Officers in Local Government (SOPO) Conference and Exhibition, organised by BiP Solutions, attracted some of the leading figures within public procurement including Paul Coen, Chief Executive of the Local Government Association, Steve Holland, Director of the Regional Centres of Excellence Procurement Programme and Tim Byles, Chief Executive of Partnerships for Schools.

Hundreds of procurement professionals from across the UK attended SOPO's two-day event held in London on 7-8 November. The Conference was also the setting for the 2007 SOPO Awards, sponsored by Visa Commercial. These are the only awards specifically focused on procurement within the local government sector and are highly regarded by those in the field.

The 2007 Awards were even bigger and better than before with the addition of a new category – Achievement in Educational Procurement, sponsored by the Department for Children, Schools and Families Centre for Procurement Performance.

Winners in the SOPO Awards categories were:

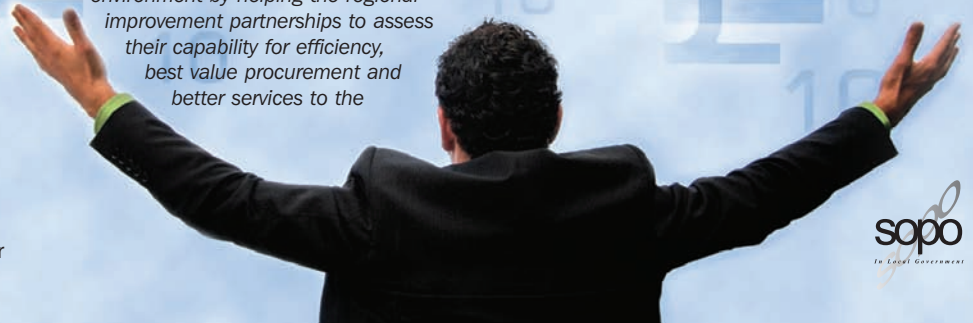
- County Council Category:  
**Cambridgeshire County Council**
- Single Tier Authority Category:  
**Manchester City Council**
- District Council Category:  
**Staffordshire Moorlands Council**
- Others Category: **Firebuy**
- Education Category:  
**Bedfordshire County Council**

Summing up, SOPO Chairman David Pointon said: *"SOPO can play a major role in the new environment by helping the regional improvement partnerships to assess their capability for efficiency, best value procurement and better services to the*

*general public and by applying their collective knowledge to agree a strategic approach to procurement."*

A full review of the Conference can be found in the December 2007/January 2008 issue of **Government Opportunities (GO)** magazine.

Could BiP deliver you a successful conference or event? Email: [events@bipsolutions.com](mailto:events@bipsolutions.com)



## GO Award winner celebrates

BiP SOLUTIONS' **Government Opportunities (GO)** magazine has awarded Ros Aird, a former Chair of the Central Buying Consortium (CBC), its prestigious 'Face Aut Face' (Be Silent or Do) Award which honours the outstanding contribution made by exceptional individuals in procurement.

The Award – which was presented at the Society of Procurement Officers (SOPO) Annual Conference on 7 November – is an indication of GO's commitment to honouring those near or at the end of their formal careers in procurement who are worthy role models and have made significant and lasting contributions to public procurement and society, giving real meaning to the profession's values.

GO Managing Editor Grahame Steed said: *"This Award was created because outstanding contributions made by exceptional individuals should be recognised. Individuals, whose careers have set a challenge to those who follow and have made a lasting contribution to public procurement and society, should be celebrated."*

The GO Editorial Advisory Board, who selected Ms Aird as the winner of the Award, was impressed by her far-sightedness, dedication and commitment throughout her long career in procurement.

Ms Aird said: *"I was immensely honoured to become the second recipient of the Face Aut Face Award – it is particularly special as the selection for the Award is made by my peers in the purchasing field and I am very proud to have*



*won their respect in this way."*

Further information can be found in the December 2007/January 2008 issue of GO magazine.

To secure your copy, register for GO at: [www.govopps.co.uk](http://www.govopps.co.uk)



## Building for the future

SCOTLAND EXCEL has held its first National Procurement Conference – organised by BiP Solutions – at Murrayfield Stadium, Edinburgh.

The event, which took place on 28 November, was a unique opportunity for procurement professionals in Scotland to learn more about the changes ahead for local authorities and suppliers from those implementing change, and how these changes will affect their organisations and the wider procurement landscape. The Conference, entitled 'Building for the Future', certainly gave delegates food for thought.

Speakers at the event included Ruth Parsons, Head of the Scottish Government Public Service Reform Group, David Martin, Chief Executive of Renfrewshire Council and

Dorothy Cowie, Project Director of Scotland Excel.

The Conference also gave delegates the opportunity to interact with the presenters by hosting a live poll, allowing instant feedback.

By creating a strategic partnership of all 32 Scottish local authorities, Scotland Excel will secure significant annual cost reductions through increased collaboration and improved procurement performance, capacity and capability.

A full review of the Conference can be found in the December 2007/January 2008 issue of **Government Opportunities (GO)** magazine.

To secure your copy, register for GO at: [www.govopps.co.uk](http://www.govopps.co.uk)



# More chances to win at the 2008 GO Awards

THE PRESTIGIOUS **Government Opportunities (GO)** magazine **Excellence in Public Procurement Awards** have been extended – offering procurement professionals a greater chance of scooping one of the coveted awards in 2008.

The GO Awards have become the most sought-after recognition within public procurement, and every year the quality and number of entries increases. The 2008 Awards promise to be even more exciting with the addition of two contemporary categories: Collaborative Procurement, and Improved Delivery Through Greater Third Sector Involvement. The GO Awards'

recognition of these two rapidly growing areas is indicative of the event's role at the cutting edge of procurement.

Celebrating the increasing role played by the third sector in public procurement is crucial given the sector's influential work with public sector organisations and the potential to deliver higher-quality services as a result.

Alongside the public sector's recognition of how they can partner up with the third sector is an increasing emphasis on the importance of collaboration.

By working in tandem with each other and bodies from both the private and third sectors, local authorities are now working to maximise the potential of collaborative frameworks and demonstrating a commitment to achieving value for money through joined-up services.

The GO Awards will be presented at **National Public Procurement Practitioners Day (N3PD)** on 5 June 2008 at the Institution of Civil Engineers, One Great George Street, London.

Further information on N3PD 2008 and the GO Awards is available from the N3PD website: [www.n3pd.com](http://www.n3pd.com)

## New challenges, new opportunities

MORE THAN 700 delegates from central and local government attended the 2007 Scottish Government National Procurement Conference and Exhibition – held on 31 October in Glasgow and organised by BiP Solutions – to hear from leading procurement experts, network with colleagues and learn about issues affecting the sector directly from the decision makers at the forefront of Scottish procurement.

A regular highlight of the procurement event calendar, this was the third Scottish public sector procurement conference to be organised by the Scottish Government in partnership with BiP.

Public sector bodies gathered to hear speeches from, among others, Cabinet Secretary for Finance and Sustainable Growth, John Swinney MSP, John McClelland CBE, author of the Review of Public Procurement in Scotland and Paul McNulty, Head of Policy and Development at the Scottish Procurement Directorate.

The theme of the 2007 Conference was 'Procurement Reform: New Challenges, New Opportunities' and the event certainly lived up to its title, with Mr Swinney announcing new measures to ensure Scottish procurement is run as efficiently as possible. At the event, Mr Swinney took the opportunity to announce that he would chair the Public Procurement Reform Board to accelerate the pace of reform in Scottish procurement which, as a sector, is worth £8 billion a year.

A full review of the Conference can be found in the December 2007/January 2008 issue of **Government Opportunities (GO)** magazine.

For further information on the Conference, please visit: [www.scottishppc.co.uk](http://www.scottishppc.co.uk)

## BiP Solutions partnering for success in Kenya

BUILDING ON projects delivered for the European Defence Agency, the United Arab Emirates Army Purchasing Directorate and the new Government Procurement Agency in Portugal – Agência

Nacional de Compras Públicas (ANCP) – BiP Solutions has been steadily increasing its global presence throughout 2007.

In March 2007, BiP was awarded a contract in partnership with local Kenyan business consultancy SPA Infosud East Africa (SPA) to provide procurement monitoring agent services to the Ministry of Education (MOE) in Kenya.

Improvement of the MOE's procurement processes is pivotal to the success of the Kenya Education Sector Support Programme which unites the Government of Kenya, development partners, civil society, communities and the private sector in an effort to deliver fairer, more effective and better quality education in the country.

The project, which BiP is delivering, commenced in April 2007. It has covered procurement from July 2006 to June 2007 and has involved delivering an independent opinion on the degree of compliance with applicable procedures and adherence to principles such as transparency, fair competition and accountability.

BiP's **Procurement Advice and Support Service (PASS)**

team was also tasked with recommending remedial measures against weaknesses in institutional arrangements and/or irregularities in procurement practices.

The BiP team visited Kenya again in late November 2007 to present the final report and recommendations to the MOE and a delegation from the World Bank, in its capacity as donor of development funding to the MOE.

Building on this successful project and partnership development, the BiP team is currently working on a number of exciting new procurement opportunities in Kenya and Tanzania.

To discuss commercial opportunities with BiP, email: [commercial@bipsolutions.com](mailto:commercial@bipsolutions.com)



Mr Charles Nyamwange – Principal Procurement Officer, Ministry of Education, Kenya (right) at the MOE Nairobi headquarters with Scott Smith BiP Commercial Director

## GO grabs top award

GOVERNMENT OPPORTUNITIES (GO) magazine, published by BiP Solutions, has scooped a top award for the second year running as it proves itself, once again, to be the leading publication in its sector.

**Government Opportunities** has been recognised as the Best Speciality Publication at the Business Services Association 2007 Media Awards – held in London on 21 November – following a unanimous vote from the judging

panel. GO was commended for the quality of its coverage of the public procurement marketplace, its increasing focus on the contribution of the private sector and its new design style.

GO is free to public sector procurement staff. Those not already receiving the monthly magazine are advised to ensure they receive a copy by ordering via the magazine's website at: [www.govopps.co.uk](http://www.govopps.co.uk)

## In February's...



GO Interview – **Edward Leigh**, Chairman of the Public Accounts Committee

**Dr Clare Poulter** on the North West Improvement Network and the North West Centre of Excellence (NWCE) report on the state of local government procurement in the North West

Special section – **Procurement of Business Travel Services**

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