

NPS

BiP's Newsletter for the Procurement Service
ISSUE 63 DECEMBER 2009/JANUARY 2010

In this issue...



p1

Driving efficiency and developing supply chains at Procurex National



p3

New Remedies Directive to impact public procurement



p2

Take note – new EU thresholds



p4

Procurement professionals honoured at GO Awards Scotland

Meet BiP staff... Alan Bulloch

Public Sector Sales Manager

ALAN RECENTLY joined BiP Solutions as the company's new Public Sector Sales Manager, bringing with him a wealth of sales and public sector experience.

Having spent eight years at ntl, managing the company's Consumer Sales Division for Scotland, Alan then went on to manage the UK Public Sector Sales team at Dell for four years prior to joining BiP in July 2009.

Alan has already used his experience to ensure that the Public Sector Sales team increases the number of public sector authorities benefiting from BiP's services. The team is responsible for promoting BiP's diverse range of leading-edge procurement-related services and solutions, which include the **Delta** suite of electronic tendering products and the **PASS** consultancy service.

For more information regarding Delta or PASS, please visit www.delta-ets.com or www.bipsolutions.com/pass



Driving efficiency and developing supply chains at Procurex National

WITH LESS than four months left until **Procurex National**, the UK's leading public and private sector procurement exhibition, now is the time to register for your place at this landmark event.

Procurex National will bring together a vast array of buyers and suppliers who actively participate in the ever-changing procurement marketplace, with the aim of helping the public sector buy more efficiently and effectively.

Coming hot on the heels of the highly successful and established **Procurex Scotland** event, which was held in October in Glasgow, Procurex National will take place at the National Exhibition Centre in Birmingham on 9 and 10 March 2010. Procurex National will be the first centrally located UK procurement event which truly reflects how the public sector spends. The event will also showcase suppliers across a wide spectrum of industries and specialisms.

A variety of industry partners will be in attendance at Procurex National, including the Pro5 Group of professional buying organisations – consisting of the Central Buying Consortium (CBC),

Eastern Shires Purchasing Organisation (ESPO), North Eastern Purchasing Organisation (NEPO), West Mercia Supplies (WMS) and Yorkshire Purchasing Organisation (YPO) – along with Birmingham City Council, SOPO and Procurement West Lincolnshire.

The first ever Procurex National event is taking place at a hugely significant time. With the Government placing a high importance on spending efficiencies, the public sector needs to improve its skills to meet demanding new spend targets. The public sector will play a pivotal role in stabilising the economy over the coming years; any opportunity to improve buying efficiencies through improved procurement practices and optimised supply chains will be crucial to achieving this.

This entirely free and highly interactive event will feature a buyer and supplier exhibition, skills training zones and a dedicated public sector conference with keynote speakers from the UK's leading procurement and business organisations. Expert speakers include Andy Hancox, Director, Improvement & Efficiency West



Midlands; and David Frost, Director General, British Chambers of Commerce.

The dedicated public sector training zone will offer guidance on the hottest topics relevant to public sector buyers. Topics covered will include Implications of the EU Remedies Directive; Standard Selection Criteria; Environmental Issues; Social Issues in a Tender; Running Framework Agreements; Selecting Award Criteria; Risk Management; and Debriefing Suppliers.

Procurex National will encourage buyers to work more efficiently through discovering new supply chain opportunities, forging collaborative purchasing partnerships and finding innovative buying solutions. Procurement can play a major role in helping the Government meet its efficiency targets; but first, buyers must improve their skills and better understand their supply chains.

Procurex National will be the public procurement event of the year. Don't miss out – register today.

Register free for Procurex National at www.procurexnational.co.uk
or contact the Events team on 0845 270 7095

DCI V3.5 has arrived

AT BiP SOLUTIONS our investment in improving and strengthening our products continues as we launch the latest version of our market-leading **Defense Contracts International (DCI)** service. DCI is the premier defense, emergency services and humanitarian aid tender information and market intelligence service.

DCI V3.5 hosts a wide range of new features, with even more contracts now available. The humanitarian aid market is significant in itself. According to UK Trade & Investment, UN agencies collectively procured over \$13bn

worth of products and services in 2008 from the private sector, so the potential business opportunities here are truly enormous.

Fiona Blevins, DCI Brand Manager, said: "DCI V3.5 is an exciting new development for our customers. The international defense, emergency services and humanitarian aid sector is extremely lucrative, and this latest version of DCI will help our customers enter these markets and win new business opportunities."

For more information call **0845 270 7092** or visit **www.dcicontracts.com**

Vault and Vault eAuction report significant success

BiP SOLUTIONS' market-leading **Vault** service – a key component of our **Delta-ets** complete eTendering suite – can report a dramatic increase in user numbers over the past year, with almost 23,000 users now fully registered.

Vault is a secure document and eAuction service which facilitates all EU procurement procedures – open, restricted, negotiated and accelerated – as well as lower-value contracts. The service ensures a completely secure means of storing and transmitting Invitation to Tender (ITT) documents while managing and receiving tender responses electronically.

The multi-faceted Vault service offers a wide variety of benefits to users, ensuring more efficient procurement processes for both buyers and suppliers. Major features include the exchange of ITT and PQQ documents electronically, as well as the provision of an online activity log representing buyer and supplier transactions.

Further user benefits include reduced paper, courier and postage costs and the provision of different levels of access for authorised personnel. In addition, Vault is backed by an expert customer support team who are always on hand to help users.



Vault eAuction is a further key procurement tool offered by BiP Solutions, and is proving a massive success for many organisations seeking to make efficiency savings.

In an eAuction, potential suppliers compete online and in real time, providing prices for the goods or services under auction. Prices start at one level and gradually reduce throughout the eAuction as suppliers offer improved terms to win the contract.

BiP Solutions' eAuction service not only helps organisations achieve efficiency savings, but also offers user support as well as any required consultancy or training.

We are now offering all *NPS* readers a special Christmas 20% discount on our Delta products. To take advantage of this unique offer, go to **www.delta-ets.com/festive-offer**

For further information, please call **0845 270 7090** or email **psst@delta-ets.com**

20% OFF

Select Accredited receives upgrade

BiP SOLUTIONS has recently announced further enhancements to **Select Accredited**, our national supplier accreditation service. The most significant feature of the upgrade is the launch of the service as a BiP in-house product, meaning that accreditation will now be sold, assessed and approved by BiP, which has over 25 years of procurement expertise.

A formalised mechanism for assessment for pre-qualification is an integral part of the public sector tendering process. This is now more important than ever, following publication of the Treasury-commissioned Glover Report in 2008.

The Glover Report urges authorities to further improve the opportunities available to SMEs to compete for public sector contracts. A key finding of the report established that utilising a formal, nationally recognised accreditation system allows public authorities to manage the procurement process more strategically and



effectively, while continuing to ensure a fair deal for SMEs.

BiP's Select Accredited service offers a wide range of benefits to both buyers and suppliers. Benefits for buyers include access to a diverse database of approved suppliers; reduced buying risk; improved efficiency through having a single, streamlined procurement process; a transparent, fully auditable pre-qualification system; and reduced administration. Supplier benefits include demonstration to public sector buyers that they have achieved a recognised public sector standard; and the ability to self-certify, free of charge.

For an online demonstration of the new Select Accredited service, contact the team on **0845 270 7094** or email **psst@delta-ets.com**

Take note – new EU thresholds

FROM JANUARY 2010 the new EU public procurement contract thresholds will be released and will be available, in full, on the BiP Solutions website. To view the thresholds when they become available, visit:

www.bipsolutions.com/html/thresholds.htm

As always, the threshold values are applicable for public supplies, services and works contracts pursuant to the EU Directives. They specifically apply to public authorities and utility companies.

As part of our commitment to our customers, BiP Solutions has published a **Memo Board** containing the new figures. Procurement professionals can now sign up to receive this document in either hard copy or PDF format and we would encourage all *NPS* readers to do so, to ensure that your organisation does not fall foul of the changes.

If you are already registered on Delta or you are a Ministry of Defence (MOD) buyer you will automatically receive a Memo Board.

If not please email **helpdesk@delta-ets.com** to receive one, stating the format in which you wish to receive it.



Events Diary

For further information on advertising your event contact the Events Team at BiP on **0845 270 7095** or email **events@bipsolutions.com**

- How to Win Tenders**
08 Dec – Birmingham 14 Apr – London
03 Mar – Manchester 04 May – Birmingham
- Supply Workshop – Understanding Pre-Qualification Questionnaires**
08 Dec – Glasgow 21 Apr – Birmingham
10 Dec – Cardiff 29 Apr – London
23 Feb – Newcastle 12 May – Manchester
03 Mar – Derby 19 May – Exeter
24 Mar – Leeds
- Supply Workshop – Effective Tender Writing**
08 Dec – Glasgow 21 Apr – Birmingham
10 Dec – Cardiff 29 Apr – London
23 Feb – Newcastle 12 May – Manchester
03 Mar – Derby 19 May – Exeter
24 Mar – Leeds
- Masterclass – Applying Best Practice Contract and Performance Management**
08 Dec – Manchester 11 May – Birmingham
27 Apr – London 09 Jun – Manchester
- Masterclass – EU Remedies Roadshow**
09 Dec – London 19 May – London
04 Mar – Belfast 09 Jun – Glasgow
15 Apr – Manchester 15 Jun – Newcastle
04 May – Birmingham 17 Jun – Southampton
12 May – Manchester 23 Jun – Cardiff

- Supply Workshop – Using Quality Standards to Create Competitive Advantage**
18 Feb – Cardiff 15 Apr – Belfast
10 Mar – Southampton 05 May – Cambridge
18 Mar – Exeter 26 May – Glasgow
- Supply Workshop – Winning Business Through London 2012**
18 Feb – Cardiff 15 Apr – Belfast
10 Mar – Southampton 05 May – Cambridge
18 Mar – Exeter 26 May – Glasgow
- Selling to NHS Scotland**
24 Feb – Glasgow
- MOD Annual Conference & Exhibition 2010**
25 Feb – Thistle Hotel, Bristol
- Highlands and Islands Social Enterprise Zone (HISEZ) Conference & Exhibition 2010**
26 Feb – Centre for Health Science, Inverness
- Skills Training – Compliant Frameworks – Getting it Right**
03 Mar – Manchester 02 Jun – Birmingham
25 May – London
- Procurex National 2010**
09-10 Mar – NEC, Birmingham

- Understanding EU Procurement – A Scottish Perspective**
09 Mar – Glasgow 21 Apr – Edinburgh
- The Pre-Qualification Process – The First Step to Success**
09 Mar – Manchester 05 May – Birmingham
21 Apr – London
- A Guide to EU Regulations**
16 Mar – Manchester 05 May – Birmingham
13 Apr – London
- Supply Roadshow – Understanding Public Procurement**
16 Mar – Manchester 18 May – Birmingham
18 Mar – London 26 May – Leeds
20 Apr – Bristol 16 Jun – London
11 May – Scotland
- Masterclass – Legal Issues in Procurement**
17 Mar – London 03 Jun – Birmingham
19 May – Manchester
- Skills Training – Writing a Procurement Specification**
18 Mar – London
- science | innovation | technology presents Defence Research 2010**
23-24 Mar – ICC, Birmingham

- OJEU Notices**
24 Mar – Manchester 08 Jun – London
29 Apr – Birmingham
- Preparing Perfect Tenders**
24 Mar – London 02 Jun – Manchester
28 Apr – Birmingham 10 Jun – London
- Supply London SME Procurement Conference**
25 Mar – Mermaid Conference Centre, London
- National NHS Procurement Conference 2010**
30 Mar – Cavendish Conference Centre, London
- Connecting to the Hub**
13 Apr – Cardiff
08 Jun – Venue to be confirmed
- Masterclass – How to Perfect Your Tender Exercise**
13 Apr – London 20 May – Manchester
- Selling to Scotland**
14 Apr – London
- SOPO Scotland Conference & Exhibition**
15 Apr – Venue to be confirmed
- GO Reform Conference**
22 Apr – Venue to be confirmed

- Masterclass – The Sustainability Agenda**
27 Apr – London
- Perfecting Compliant Evaluation Processes**
29 Apr – Birmingham 13 May – London
12 May – Manchester
- LCSG Annual Conference & Exhibition 2010**
06 May – Venue to be confirmed
- Competitive Dialogue**
18 May – London 10 Jun – Birmingham
27 May – Manchester
- Central Buying Consortium Annual Conference & Exhibition 2010**
20 May – One Great George Street, London
- Selling to the NHS**
20 May – London
- Selling to Defence Scotland**
26 May – Glasgow
- Competitive Dialogue Scotland**
16 Jun – Glasgow
- Selling to Defence**
22 Jun – London
- Procurex Scotland 2010**
26-27 Oct – SECC, Glasgow

BiP Solutions reports on a year of success and growth

THROUGHOUT WHAT has possibly been the toughest financial year in recent history, BiP Solutions has continued to prosper by maintaining a policy of continuous investment and an unwavering focus on the delivery of quality services to all of its customers.

2009 was a landmark year for the company as we reached our 25th anniversary. To celebrate, we decided to raise £25k for local charity, The Prince and Princess of Wales Hospice (PPWH). At just over halfway through the financial year, we have already raised over £15k for this worthy cause.

The company has fought against the recession by investing more in our people, infrastructure and future. A large part of this has been the initiation of a large-scale recruitment drive which now brings BiP's employee numbers to 220, including an impressive 83 new members of staff since January 2009. During the year we also

moved into our brand-new, state-of-the-art headquarters at Medius, in Glasgow's digital media quarter.

Tracker, Select and Defense Contracts International (DCI) are just a few of the products and services which were launched or upgraded with a multitude of new and improved features in 2009. Additionally, we must highlight the momentous success of BiP's **Procurex Scotland** event, held in association with the Scottish Government, which took place in October at the SECC, Glasgow. The event drew over 3000 delegates from both the public and private sectors as well as a host of high-profile speakers, and is further testament to a year of accomplishment for BiP Solutions.

A number of international contracts were also won by the company, including a contract for the Government of Montenegro entitled **Development and Strengthening of the Public Procurement System in Montenegro**.

Government Opportunities (GO) magazine, produced by BiP Solutions, celebrated its tenth anniversary in 2009. The company staged two hugely successful *GO Awards* ceremonies, the **National GO Awards** in London in June and the **GO Awards Scotland** in Glasgow in October. Both events were attended by a wealth of leading figures from the procurement industry.

With further recruitment planned and a host of new products and events in production, BiP Solutions is indisputably a successful enterprise which constantly strives for prosperity, growth and progression. We look forward to the next 25 years with confidence.



Thank you

We would like to say a huge thank you to all of our clients and customers for their support throughout 2009. We wish everyone a happy festive season and success in the new year ahead.

In January/February's GO magazine

- GO looks at the impacts and challenges facing procurement over the coming years, with possible changes in political power and public spending
 - We speak to Michael Stokes, Acting Director of Procurement at the London Development Agency
 - Plus a preview of what to expect at the Procurex National event on 9-10 March at the National Exhibition Centre in Birmingham
- To register for GO – which is free to those working in the public sector – visit the magazine's website at www.govopps.co.uk



Last chance to win an iPod Touch!

GOVERNMENT OPPORTUNITIES (GO) magazine, published by BiP Solutions, has extended the deadline for completing the latest reader survey to 10 December, giving readers another chance to win an iPod Touch.

GO constantly strives to provide the most comprehensive news and analysis of the public and private procurement sectors, and feedback from readers is essential to ensure the publication continues to fulfil this aim. Be sure to take part in the survey for your chance to win this fantastic prize.

Click here to complete the survey.



New Remedies Directive to impact public procurement

A MAJOR new Directive will soon come into effect which will have significant implications for anyone involved in the public procurement marketplace. The European Union published the amended Remedies Directive 2007/66/EC on 20 December 2007; it will hence be implemented into UK law on 20 December 2009.

The main policy objectives of the Directive are the harmonisation of the standstill period (Alcatel) in public contracts and the introduction of 'ineffectiveness' as a potential remedy for illegal direct contract awards.

The ineffectiveness provision applies to both illegal direct awards and failure to observe the standstill period. Where ineffectiveness applies, the courts may set aside a contract if they deem it appropriate to do so.

In cases where the courts do not set aside a contract, they can apply alternative penalties, including shortening the contract, awarding damages, and civil financial penalties.

These penalties have many intended effects, including improving the rules governing remedies on the award of public contracts; ensuring that the procurement process becomes more transparent; further dissuading contracting authorities from awarding contracts illegally; and satisfactorily addressing situations where awards are made illegally.

The standstill period already exists in UK legislation. However, the new Directive offers some changes in its operation, including a ten-day timescale for notification of an award by electronic means (15 days for non-electronic means), and the creation of a new notice type which summarises the reasons for challenging an award.

There are, however, some derogations from the standstill period, for example when no OJEU contract notice is required, when there is only one tenderer, or when there is a call-off from a framework agreement.

One of the areas identified under

illegal direct awards is the misuse of the negotiated procedure without prior publication. Accordingly, the EU has introduced a new notice format, called Voluntary Ex Ante Transparency (VEAT). VEAT should be published when a negotiated procedure without prior advertising is used.

Where the standard three-month challenge period has become six months in circumstances of ineffectiveness, in the case of the negotiated procedure without prior advertising this may now be reduced to 30 days on publication of a VEAT notice.

The consequences and effects of this new Directive cannot be ignored, and it is important that the public sector takes note now and prepares accordingly for the changes it will bring.

The Office of Government Commerce (OGC) has recently published the new *UK Public Contract (Amendment) Regulations 2009 – SI 2009 No 2992*; **click here** to find out more.



In addition, the OGC has also published a further interpretation of Article 32 (as amended), known as the standstill period – this can be found by **clicking here**.

For full information and listings on all the new Directives, please **click here**.

BiP Solutions PASS consultants can provide your organisation with the expert training required to fully comply with the new remedies directive. Find out more at www.bipsolutions.com/pass

BiP's **Project** service – part of **Delta-ets** – is being updated to enable all buying authorities to publish VEAT notices. For further information, visit www.delta-ets.com

Procurement professionals honoured at GO Awards Scotland

THE ANNUAL **Government Opportunities (GO) Awards Scotland** ceremony took place recently in spectacular style on the evening of the Scottish Government Fifth National Public Procurement Conference. The prestigious event, held as part of Procurex Scotland at the Crowne Plaza Hotel in Glasgow, was celebrated with the crème de la crème of the Scottish procurement industry in attendance.

The GO Awards Scotland, organised by BiP Solutions, are the only Awards dedicated to public

procurement in the region, and a host of highly deserving individuals and organisations received due recognition for their achievements.

GO Managing Editor Grahame Steed believes that Scottish procurement professionals should be recognised for the demanding work that they carry out so successfully, and the GO Awards Scotland provide an excellent means of doing just that.

Mr Steed said: *"The GO Excellence in Public Procurement Awards Scotland have been a tremendous*

success, and once again underline the breadth and depth of talent both working within and supporting public service delivery within Scotland. Each of the highly commended and winning entries thoroughly deserves the recognition of their success at these Awards; and we congratulate them and the rest of the finalists for their achievement."

Following on from the success of the GO Awards Scotland are the forthcoming **National GO Awards**, which will take place in June 2010 in London. The GO Awards



website – www.goawards.co.uk – will be updated with details of categories and criteria for the 2010/11 Awards in January.

GO Awards Scotland Winners 2009



The winning and highly commended entries from the GO Awards Scotland 2009, with after dinner speaker Rory Bremner and Grahame Steed

GO Sustainability Award incorporating CSR sponsored by Pertemps Recruitment Partnership

Winners: City Building (Glasgow) LLP; Procurement & Supply Chain Management Team, Fife Council



GO Healthcare Supplier Award supported by NHSScotland

Winner: Fresenius Medical Care (UK) Ltd / NHS Greater Glasgow & Clyde



GO Best Service Award sponsored by BiP Solutions

Winner: dbda / Road Safety Scotland
Highly Commended: Pertemps Recruitment Partnership / Central Government Centre of Procurement Expertise



GO / John F McClelland Collaborative Procurement Award

Winner: Procurement Scotland
Highly Commended: Supplier Development Programme, Glasgow City Council; Tayside Procurement Consortium

GO Team Excellence Award sponsored by BiP Solutions' Procurement Advice and Support Service (PASS)

Winner: National Procurement Programme Management Office, NHSScotland National Procurement
Highly Commended: Central Procurement Unit, Aberdeen City & Aberdeenshire Councils



GO Individual Excellence Award

Winner: Robert Stewart, Deputy Head of Procurement, NHS Greater Glasgow & Clyde

GO Outstanding Contribution Award

Winner: Paul McNulty, Deputy Director, Policy & Development, Scottish Procurement Directorate, Scottish Government

For all the news and pictures from the illustrious GO Awards Scotland 2009, please visit: www.goawards.co.uk/scotland

BiP Solutions hosts sell-out legal advice roadshow

UNDERSTANDING EUROPEAN and UK procurement law is essential to successful procedural compliance. Accordingly, BiP Solutions recently launched a string of roadshow events entitled **Understanding Legal Issues in Procurement**.

The roadshow offered expert advice on a variety of topics, including European Court of Justice and UK court rulings, the impending Remedies Directive, and the latest guidance and best practice.

The five events, which were held in Manchester, Nottingham,

Birmingham, London and Cardiff, were such a resounding success that every event was a sell-out.

With almost 180 authorities in attendance over the course of the roadshow, there was an abundance of networking opportunities and expert advice available. We would like to thank everyone who attended the events.

Following the success of the 2009 roadshow, we are now in the process of organising a second run to take place in early 2010. Check www.bipsolutions.com/events

