



Procurex™

NATIONAL

THE PROCUREMENT EXHIBITION

9-10 March 2010

National Exhibition

Centre, Birmingham

THE COUNTDOWN IS ON TO THE MOST IMPORTANT PROCUREMENT EVENT OF 2010

SIX REASONS TO ATTEND

1 FREE TO ATTEND EVENT

For public and private sector buyers Procurex National 2010 is a FREE must-attend event. P1

2 FREE TO ATTEND TRAINING

Visitors will have the opportunity to attend a variety of free training workshops, allowing you to harness best procurement practice and impact positively upon your organisation's bottom line. Procurex National 2010 will offer three free skills Training Zones in which workshops will run over the course of the event. P2

3 FREE CONFERENCE

Procurex National 2010 will host a dedicated public sector conference stream. Each session is designed to provide delegates with a unique insight into the current challenges facing procurement. P3

4 TOP TIPS AVAILABLE

Our experienced PASS Consultants will be on hand at the Procurex National FREE training workshops and BiP stand 77 to offer tailored advice and support for delegates on various topics. P2

5 EXHIBITORS ON HAND

The exhibition area at Procurex National 2010 will bring together a wide range of buying consortia and procurement advisory boards working across the public sector together with a wide range of innovative suppliers. P3

6 HIGH PROFILE PARTNERS

Procurex National 2010 has an array of distinguished partners from throughout the procurement arena who will be on hand at the event to answer any queries you may have. These include the Pro5 Group (P3) and the OGC (P1).



POINTING YOU IN THE RIGHT DIRECTION

For public and private sector buyers, Procurex National 2010 is the year's must-attend event.

More than 5000 key decision makers at all stages of the supply chain are expected to be at Procurex National, a free to attend event which will run from 9 to 10 March 2010 at the National Exhibition Centre, Birmingham.

Attending Procurex National 2010 will offer all buyers from the public and private sectors a unique opportunity to maximise the benefits of their purchasing functions and engage directly with the supplier community.

Visitors will have the opportunity to attend a variety of free training workshops, allowing you to harness best procurement practice and impact positively upon your organisation's bottom line. Procurex National 2010 will offer three free skills Training Zones in which workshops will run over the course of the event, providing delegates with hands-on guidance and information on a wide variety of procurement and business development topics.

For buyers from across the pan-government and private sector markets, there will be an exhibition featuring the latest products and services from suppliers seeking a platform to promote their capabilities and maximise commercial opportunities.

Alongside the exhibition, Procurex National 2010 will host a dedicated public sector conference stream which will provide delegates with a unique insight into the current challenges facing procurement. Each session will be addressed by a number of high-calibre speakers, allowing delegates to hear all the latest thinking across the public and private sectors.

To book your FREE place now, please visit: www.procurexnational.co.uk

ACHIEVING BEST VALUE

Nigel Smith, Chief Executive, OGC

The Office of Government Commerce (OGC) has released its Annual Statement, *Working together: delivering value*, which reveals record value for money (VfM) savings through collaboration.

In 2008, the OGC launched a three-year strategy to advise the Government on improving its commercial operations and obtaining greater value from third-party spend on goods and services through improved procurement practices. *Working together: delivering value* outlines the progress made in 2009.

“The OGC is a partner of Procurex National, and will be on hand to offer advice on third-party spend, collaborative procurement and other issues”

With the public sector spending around £220 billion on third-party goods and services annually, the OGC's collaborative procurement programme is a crucial tool in supporting the Government and the public sector to maximise the value it achieves through this spend.

Significant achievements made by the public sector over the past year and detailed in the Annual Statement include:

- £1.4 billion savings made across government through collaborative procurement, representing an increase of more than 100 per cent over the previous year

OGC



Nigel Smith,
Chief Executive, OGC

- meeting the Lyons target of relocating 20,000 Civil Service posts out of London and the South East almost one year ahead of target
- completion of the first full wave of Procurement Capability Reviews, which has led to tangible improvements in procurement practice and capability in numerous areas
- creation of the first comprehensive plan for the delivery of the Government's targets on Sustainable Operations on the Government Estate, drawn up by government departments in collaboration with the Centre for Expertise in Sustainable Procurement
- introduction of the new 'delivery confidence' measure to the Gateway process, which is providing greater clarity on the overall health of projects

In 2010 the OGC will be launching a new collaborative procurement badge to signpost the public sector to collaborative frameworks, best practice advice and guidance for specific collaborative procurement initiatives. This badge will provide even greater visibility of the VfM solutions that exist, providing a quick, easy and visual way to help more public sector organisations get greater value from their spend.

A great deal of progress has been made in the last year in improving commercial and procurement practices across Whitehall and in the wider public sector. Getting maximum value from government spend has never been more important than now, and the OGC is helping the public sector to deliver this.

For further information on the OGC, please visit: www.ogc.gov.uk

REGISTER FREE TODAY AT

www.procurexnational.co.uk

PROCUREX NATIONAL PARTNERS INCLUDE:



MEDIA PARTNER

ORGANISED BY



TOP TIPS FOR THE PUBLIC SECTOR

Procurex National 2010 is a great opportunity to meet with other public sector buyers, private sector buyers and suppliers. However, your organisation needs to be fully equipped when tendering for contracts.

BiP Solutions' Procurement Advice and Support Service (PASS) offers the following tips:

- Under normal market conditions, buying from a framework agreement can offer fast-track, good-value supply solutions. However, when market conditions are unstable – as they are today – and prices are falling, it pays to consider whether previously negotiated frameworks still offer best prices from financially sound suppliers.

It may be that undertaking a full contract process could deliver better value and a more financially secure supply chain. Our top tip is: "Before making a buying decision, it is imperative that the buyer initiates a costing exercise in order to determine which route is likely to best deliver value for money."

- Do not forget, the Expression of Interest (EOI) stage is designed to identify those suppliers most capable of satisfying your requirement, while the award stage addresses how those chosen will deliver it.

Therefore at the award stage you should not be evaluating the competency of the supplier. To help, ensure you set the award criteria first when developing a tender – that way you decide precisely what you need and, through next setting the EOI criteria, how you identify those best placed to deliver it.

- It is quite remarkable that most public authorities still do not have a dedicated buyer profile website. The European public procurement regulations provide many opportunities for those public authorities that have such sites to reduce their tendering timescales and significantly help speed up the tendering process. Save time and money by ensuring your authority has a buyer profile.

For expert advice in this area, why not try the services of a BiP Solutions PASS Consultant?

Our experienced PASS Consultants will be on hand at the Procurex National FREE training workshops or at BiP Stand 77 to offer tailored advice and support for delegates on various topics. Areas covered will include the latest EU Regulations, framework agreements and risk management, among other important issues. The timetable is available on this page.

For further information on PASS, call 0845 270 7055 or email pass@bipsolutions.com



DELIVERING EXCELLENCE THROUGH INNOVATION



Mixed Sources Product group from well-managed forests and other controlled sources

BiP SOLUTIONS LIMITED
Medius, 60 Pacific Quay, Glasgow G51 1DZ
Tel: 0141 332 8247 Fax: 0141 331 2792
Email: bip@bipsolutions.com Web: www.bipsolutions.com

RIEP'ING THE BENEFITS

Miriam Deakin, Improvement Manager, RIEP Programme Office, IDeA

As the Regional Improvement and Efficiency Partnerships (RIEPs) approach the final year of a three-year programme, they face new challenges in a more volatile economic climate, with an increasing emphasis on supporting local authorities to accelerate their efficiency gains and help local people and local businesses in difficult times. However, there is no doubt that the nine RIEPs are building on a strong start.

The RIEPs have already repaid the Government's initial investment of £50 million in the RIEP programme in year

one, reporting gains of over £100 million for 2008-09 with further efficiencies projected over the coming years. The Partnerships are also working with over 95 per cent of local authorities in England and offering tailored support to six authorities to help improve their performance in particular areas.

As a fundamental element of the National Improvement and Efficiency Strategy, jointly published in December 2007 by Communities and Local Government and the Local Government Association, the RIEPs have been allocated a devolved funding package of up to £185 million to support local authorities to deliver



Miriam Deakin, Improvement Manager, RIEP Programme Office, IDeA

efficiencies, improve services and incubate innovation.

Find out how you can benefit from working with the Regional Improvement & Efficiency Partnerships. Andy Hancox, Director of Improvement and Efficiency West Midlands, will be sharing the opportunities on offer in the West Midlands through the

West Midlands procurement hub and a range of 'best deals' connecting public sector buyers and suppliers. He will also be addressing delegates on day two at the conference. Attending this conference is vital for anyone looking for helpful tips and advice on how to achieve the latest set of targets. To make sure you do not miss out on this valuable update, book your place for Procurex National today at

www.procurexnational.co.uk

For further information on the RIEPs, please visit: www.idea.gov.uk/riep

Procurex National FREE training workshop schedule

Day 1 - Zone 1 - Public Sector

| Time | Title | Presented by |
|-------|---|---------------------------------|
| 10.00 | Standard Selection Criteria | Julie Harmer, PASS Consultant |
| 10.30 | Running a Framework Agreement | Brian Shipton, PASS Consultant |
| 11.00 | Setting KPIs | David Worrall, PASS Consultant |
| 11.30 | Advertising Public Sector Contracts Below the EU Thresholds | Phil Adams, Supply2.gov.uk |
| 12.00 | American Express – A Clear Advantage in Payment Solutions | Michael Green, American Express |
| 12.30 | Selecting Award Criteria | Eddie Regan, PASS Consultant |
| 13.00 | Seeking Added Value | David Worrall, PASS Consultant |
| 13.30 | Contract Management Reporting | Brian Shipton, PASS Consultant |
| 14.00 | Implications of the EU Remedies Directive | Eddie Regan, PASS Consultant |
| 14.30 | Debriefing Suppliers | Julie Harmer, PASS Consultant |
| 15.00 | Evaluation Issues | David Worrall, PASS Consultant |

Day 2 - Zone 1 - Public Sector

| Time | Title | Presented by |
|-------|---|---------------------------------|
| 10.00 | Evaluation Issues | Julie Harmer, PASS Consultant |
| 10.30 | Considering the Environment in a Tender | Brian Shipton, PASS Consultant |
| 11.00 | Using Reserved Contracts | David Worrall, PASS Consultant |
| 11.30 | Advertising Public Sector Contracts Below the EU Thresholds | Phil Adams, Supply2.gov.uk |
| 12.00 | American Express – A Clear Advantage in Payment Solutions | Michael Green, American Express |
| 12.30 | Implications of the EU Remedies Directive | Eddie Regan, PASS Consultant |
| 13.00 | Contract Management Reporting | David Worrall, PASS Consultant |
| 13.30 | Standard Selection Criteria | Brian Shipton, PASS Consultant |
| 14.00 | Including Social Issues in a Tender | Eddie Regan, PASS Consultant |
| 14.30 | Defining Your Weightings | Julie Harmer, PASS Consultant |

Day 1 - Zone 2 - Private Sector

| Time | Title | Presented by |
|-------|---|---------------------------------------|
| 10.10 | Understanding the Contract Advert | Brian Shipton, PASS Consultant |
| 10.40 | Responding to Selection Criteria | Francis Pullen, PASS Consultant |
| 11.10 | Advice and Support for Small Businesses | Linsey Luke & Karen Woolley, FSB |
| 11.40 | Your Rights to Information | Julie Harmer, PASS Consultant |
| 12.10 | Pre-Qualification and Accreditation | Jennifer Millar, BiP Solutions |
| 12.40 | Considering Sustainability in Your Tender | Francis Pullen, PASS Consultant |
| 13.10 | Understanding Weightings | Julie Harmer, PASS Consultant |
| 13.40 | Accessing Lower-Value Public Sector Contracts | Phil Adams, Supply2.gov.uk |
| 14.10 | How to Win Business from the London 2012 Olympic & Paralympic Games | Jim Johnston, Advantage West Midlands |
| 14.40 | Adding Value to Your Contract | Brian Shipton, PASS Consultant |
| 15.10 | Freedom of Information – Good or Bad? | Julie Harmer, PASS Consultant |

Day 2 - Zone 2 - Private Sector

| Time | Title | Presented by |
|-------|---|---------------------------------------|
| 10.10 | Advertising Public Sector Contracts Below the EU Thresholds | Phil Adams, Supply2.gov.uk |
| 10.40 | How to Win Business from the London 2012 Olympic & Paralympic Games | Jim Johnston, Advantage West Midlands |
| 11.10 | Are You Entitled to a Debrief? | Julie Harmer, PASS Consultant |
| 11.40 | Understanding the Contract Advert | Eddie Regan, PASS Consultant |
| 12.10 | Do's and Don'ts of Tendering | Brian Shipton, PASS Consultant |
| 12.40 | Pre-Qualification and Accreditation | Jennifer Millar, BiP Solutions |
| 13.10 | Implications of the EU Remedies Directive | Julie Harmer, PASS Consultant |
| 13.40 | Accessing Lower-Value Public Sector Contracts | Phil Adams, Supply2.gov.uk |
| 14.10 | Responding to Selection Criteria | Brian Shipton, PASS Consultant |
| 14.40 | Adding Value to Your Contract | Francis Pullen, PASS Consultant |

Day 1 - Zone 3 - Public Sector

| Time | Title | Presented by |
|-------|---|---------------------------------|
| 10.20 | Alcatel – Running the Standstill Period | Eddie Regan, PASS Consultant |
| 10.50 | Defining Your Weightings | David Worrall, PASS Consultant |
| 11.20 | Including Social Issues in a Tender | Brian Shipton, PASS Consultant |
| 11.50 | Considering the Environment | Francis Pullen, PASS Consultant |
| 12.20 | TUPE – The Latest Issues | David Worrall, PASS Consultant |
| 12.50 | Competitive Dialogue – Lessons Learnt | Brian Shipton, PASS Consultant |
| 13.20 | Selecting Award Criteria | David Worrall, PASS Consultant |
| 13.50 | Setting KPIs | Francis Pullen, PASS Consultant |
| 14.20 | eSourcing | Jennifer Millar, BiP Solutions |
| 14.50 | Advertising Public Sector Contracts Below the EU Thresholds | Phil Adams, Supply2.gov.uk |
| 15.20 | Standard Selection Criteria | Eddie Regan, PASS Consultant |

Day 2 - Zone 3 - Public Sector

| Time | Title | Presented by |
|-------|---|---------------------------------|
| 10.20 | Seeking Added Value | Francis Pullen, PASS Consultant |
| 10.50 | eSourcing | Jennifer Millar, BiP Solutions |
| 11.20 | Setting KPIs | Brian Shipton, PASS Consultant |
| 11.50 | Defining Your Weightings | Francis Pullen, PASS Consultant |
| 12.20 | Alcatel – Running the Standstill Period | Julie Harmer, PASS Consultant |
| 12.50 | Contract Management Reporting | Francis Pullen, PASS Consultant |
| 13.20 | Implications of the EU Remedies Directive | Eddie Regan, PASS Consultant |
| 13.50 | Selecting Award Criteria | Francis Pullen, PASS Consultant |
| 14.20 | Debriefing Suppliers | David Worrall, PASS Consultant |
| 14.50 | Considering the Environment | Brian Shipton, PASS Consultant |

Please note, the above agendas are subject to change

PROCUREX NATIONAL PARTNERS INCLUDE:



MEDIA PARTNER ORGANISED BY



CONFERENCE DESIGNED TO HELP YOU MEET THE EFFICIENCY CHALLENGE

Procurex National will host a free conference stream over the two days of the event. The conference is designed to provide delegates with a unique insight into the current challenges facing procurement.

Each session will be addressed by a number of high-calibre speakers, providing delegates with an unparalleled opportunity to listen to and understand all the latest thinking across the public and private sectors.

Key speakers include:

- **Karren Brady**, Former Business Woman of the Year
- **Nicola Dunne**, Chief Procurement Officer, RCUK Shared Services Centre Ltd
- **David Frost**, Director General, British Chambers of Commerce
- **Andy Hancox**, Director, Improvement & Efficiency West Midlands
- **Peter Howarth**, Chief Executive, SOPO
- **David Noble**, Chief Executive, Chartered Institute of Purchasing and Supply
- **Kevin Pritchard**, Director, Manchester Commissioning Hub
- **Corin Taylor**, Senior Policy Advisor, Institute of Directors

For a full conference agenda, please visit:
www.procurexnational.co.uk

Procurex National – Conference Sessions

Birmingham NEC, 9 & 10 March 2010

Day 1 – 9 March

Session 1 – Challenge and Opportunity

- 10.40 Chair's Opening Remarks
- 10.50 Collaboration in the West Midlands
- 11.10 Public Sector Finances: The Scale of the Challenge – **Corin Taylor**, Senior Policy Advisor, Institute of Directors
- 11.40 Managing the Challenge: High Performance Procurement
- 12.10 Future Developments in Procurement, Personal Development and the Role of CIPS – **David Noble**, Chief Executive, Chartered Institute of Purchasing and Supply

Session 2 – Delivering the Challenge

- 14.00 Chair's Opening Remarks
- 14.10 **Karren Brady**, Former Business Woman of the Year
- 14.40 Expectations of the Private Sector – **David Frost**, Director General, British Chambers of Commerce
- 15.10 Change Management in Procurement: A Case Study
- 15.40 Procurement Directive: A Legal Update
- 16.10 Open Forum

Please note, the above agendas are subject to change

Day 2 – 10 March

Session 3 – The Changing Face of Procurement

- 10.20 Chair's Opening Remarks
- 10.30 Policy through Procurement – Office of Government Commerce
- 11.00 Change in the NHS – **Kevin Pritchard**, Director, Manchester Commissioning Hub
- 11.20 Joint Procurement in Practice – **Nicola Dunne**, Chief Procurement Officer, RCUK Shared Services Centre Ltd
- 11.40 Changing the Face of Local Government Procurement – **Peter Howarth**, Chief Executive, SOPO
- 12.00 The Work of the Regional Improvement and Efficiency Partnerships – **Andy Hancox**, Director, Improvement & Efficiency West Midlands
- 12.20 Q and A

Session 4 – Sustainable Procurement: Making it Work

- 14.00 Chair's Opening Remarks
- 14.10 Taking Cost Out of the Supply Chain
- 14.40 Price versus Sustainability
- 15.10 What is Sustainability?
- 15.40 Q and A

EXHIBITION OPPORTUNITIES AT PROCUREX NATIONAL 2010

While other exhibitions aim to exclude by being vertical in their focus, Procurex National 2010 will celebrate the diversity of buying platforms to be found in the UK. The exhibition will bring together a wide range of buying consortia and procurement advisory boards working across the public sector together with buyers from private sector organisations.

Individual buyers from both the public and private sector markets who have immediate purchasing requirements are also welcome, particularly those with an interest in ICT, shared services solutions, payroll, office furniture, training, interim staff, finance/purchasing cards, environmental solutions, consultancy services, catering, office equipment and smartcard technology.

Please encourage your suppliers to exhibit at Procurex National 2010 as it will allow them to:

- Maximise market share across the public sector
- Develop new points of contact across the pan-government market
- Promote their capabilities directly to leading decision makers
- Create a pipeline of sales opportunities
- Examine partnering or business-to-business opportunities
- Position their organisation as a leading supplier to the UK public sector market

EXHIBITION AND SPONSORSHIP

For more information on exhibition and sponsorship opportunities, please call: 0845 270 7066 or email: exhibitions@procurexnational.co.uk



GO MAGAZINE – OFFICIAL MEDIA PARTNER

GO is the UK's leading authority on all issues relating to public procurement, and is essential reading for anyone involved in either buying for or supplying to the public sector.

Published nine times per year, GO magazine has also diversified into an online procurement information resource (www.govopps.co.uk); a National and Scottish Awards ceremony (www.goawards.co.uk) and a provider of procurement-related conferences (www.goconferences.co.uk).

GO magazine launched in October 1999 and has since established a reputation for providing unrivalled insight and analysis into the complex world of public procurement.

The annual National GO Excellence in Public Procurement Awards are now the most coveted within public procurement, with entries received from all areas of the public sector. Entries are now being sought for the 2010-11 National GO Awards. For categories and further information, please visit: www.goawards.co.uk The deadline for entries is 16 April.

The GO procurement website provides visitors with access to editorial features and a range of other procurement resources. Also on the website is the GO eBook, an electronic version of the magazine with an archive section.

Featuring expert speakers from across the sector, GO Conferences provide delegates with thought-provoking insight into the big issues affecting public procurement in the UK and abroad.

MAXIMISING YOUR SAVINGS

Bob Cuzner, Communications Manager, The Pro5 Group

Schools, colleges, universities, nursing homes, local councils, fire and police, community bodies and voluntary organisations are able to purchase their supplies from the specialist procurement departments of local government authorities in their areas. The supplies they require vary from cleaning materials to computers, and from electricity to fresh food. Getting the best price for these users ensures very tight budgets can go further.

Local government buying consortia are now major contributors to this increasingly important process. One of the biggest public sector buying consortia in Europe is Pro5.

The principal objective of Pro5 is to gather together the common supply requirements of local government authorities and achieve the best possible value for money through

aggregated buying. Pro5's cost-effectiveness is further enhanced by being a virtual organisation with neither offices nor staff. It is operated solely by the existing buying and contracting specialists of its member consortia.

THE PRO5 MEMBERSHIP

The Pro5 membership is a consortium of consortia. Local government has developed a progressive record for collaborative procurement in recent years, and across the country several buying consortia have been developed to assist public sector procurement in their respective areas.

The following organisations have come together to create Pro5:

- **CBC** (Central Buying Consortium) operates from the offices of its 17 local authority members who are based in the south east of England from Coventry to Dorset
- **ESPO** (Eastern Shires Purchasing Organisation) is based in Leicester and has seven local authority members in the East Midlands and the east of England
- **NEPO** (North East Purchasing Organisation) operates from Gateshead with a membership of 12 local authorities
- **WMS** (West Mercia Supplies) operates from Shrewsbury and has four local authority members in the West Midlands and East Wales
- **YPO** (Yorkshire Purchasing Organisation) is based in Wakefield and has 13 member authorities in Yorkshire and the Humberside areas

HOW PRO5 MEMBERS OPERATE

Pro5 is led by a management board and conducts its contracting processes through its members. The group selects one of its members to manage the PQQ, tendering, award and monitoring stages of a specific contract, and the whole

process is operated from the offices of that member.

The member who manages the process will initially establish the anticipated aggregated demand from all of Pro5's members and will include this data in the briefing information for tenderers.

Such contracts range from an award to one national supplier to a framework of suppliers covering local or regional areas.

Pro5 will be exhibiting at Procurex National. This will be an excellent opportunity for the public sector to meet representatives of one of the UK's leading buying consortia, helping you to learn from their experience in meeting the efficiency challenge. Representatives will also be on hand to talk about the latest framework developments and how you can get involved.

This event marks another exciting stage for the development of public sector procurement in England. Under one roof, all those involved in public sector buying and supplying will have access to professional training, speakers, exhibitors, legal requirements, VfM techniques, and good old-fashioned networking.

For further information, please visit Pro5 at Stand 47



REGISTER FREE TODAY AT

www.procurexnational.co.uk

Q&A WITH KARREN BRADY – HEAR FROM THE NEWEST FACE ON THE BBC'S 'THE APPRENTICE'

Karren Brady, Sir Alan Sugar's new right-hand woman on *The Apprentice* and former Business Woman of the Year, will give a keynote address at Procurex National 2010 on 9 March. As former Managing Director of Birmingham City Football Club, Ms Brady was the youngest Managing Director of a PLC in the UK, and she is now set to replace Margaret Mountford in the forthcoming series of *The Apprentice*.

On day one of the event, Ms Brady will provide a unique view of the relationship between the private and public sectors and discuss how Procurex National 2010 can help the two sectors learn from each other.

Q. How do you think businesses can grow during the current economic situation?

A. I think the key is to be as flexible as possible and to offer good customer

service. Price is not what drives people any more because everybody is price conscious in this market. It's actually the relationship and the service that you can provide to the client that makes a business stand out. So I think it's important to focus on that and to be wary about what efficiencies you can make at this time – it's too easy for clients to buy the services that you provide cheaper elsewhere.

Q. How can the public sector open up the supply chain more effectively to businesses?

A. I think a lot of it is about red tape, the fact that you have to be on some sort of list to be able to supply to government-based organisations. Doing away with that would make a big difference to the public sector. I think it is also important for the public sector not to budget too far in advance so that they can take advantage of changing prices.

Q. How important is it for the public and private sectors to attend events such as Procurex National 2010?



Karren Brady, Former Business Woman of the Year

A. I think things like networking are very important. The public sector can always learn from the private sector and vice versa. Keeping abreast of new ways of doing things is very important. Procurex National will be about merging the two markets so they can learn from one another. Sometimes the pace of private business can be a lot quicker than the public sector. The private sector can teach entrepreneurial skills to public sector workers. So I think that there's a natural mix between the two.

To register for Procurex National 2010, please visit: www.procurexnational.co.uk

BRIDGING THE GAP



Procurex National 2010 has been established to act as a one-stop-shop for all buyers interested in harnessing efficiency savings and endorsing Smart Procurement. Buyers from across the pan-government and private sector market will converge to see the latest products and services available to the market.

BiP Solutions, event organisers of Procurex National 2010, realised there was no centrally located event dedicated to procurement that truly reflected how the public sector buys goods and services. Following the success of Procurex Scotland 2008 and 2009, Procurex National was created to fill that gap.

BiP Solutions is also a perfect example of an SME securing business with the public sector and overcoming the financial crisis.

The Glasgow-based company, which employs more than 220 staff, embarked on a strategy of expansion to beat the recession and has invested significantly over the last year in its people, products and infrastructure. It moved its entire operation to Medius – a state-of-the-art facility in Glasgow's prestigious new Digital Media Quarter at Pacific Quay – in June 2009.

BiP Solutions has long been regarded as a leading provider of innovative supply chain solutions for the procurement sector. The company was formed in 1984 with the launch of *Contrax Weekly* magazine – the UK's first national tenders information publication, and still the only one of its type. Increasing use of the internet by businesses and government in the 1990s led to the electronic provision of BiP's market-leading business information services, and the company also pioneered



Ron Burges, CEO, BiP Solutions

eSourcing services that have since evolved to become an established and essential component of public procurement in the UK and overseas.

Focused heavily on public procurement, BiP has also led the way in procurement-related events management, training, consultancy and software-as-a-service solutions provided on behalf of a number of major clients. BiP sees the public sector as a core customer and has won highly prestigious contracts over recent years, including a contract to develop the software for the CompeteFor website – www.competefor.com

BiP Solutions CEO Ron Burges said: "In the current economic climate, buyers cannot afford to miss any opportunity to deliver improvements in the way that public money is spent. Remember, a pound saved in your supply chain is a pound gained."

“Attending Procurex National 2010 will offer all buyers from the public and private sectors a platform to maximise the benefits of their purchasing functions and engage directly with the supplier community”

Visit BiP Solutions on Stand 77 at Procurex National or visit: www.bipcorporate.com

GETTING TO PROCUREX NATIONAL

- The National Exhibition Centre (NEC) Arena, Birmingham is eight miles east of Birmingham city centre; its central location ensures it is at the hub of the UK motorway network. Visitors from any direction can travel to the NEC site directly using the following motorways – M1, M5, M6, M6 Toll, M40 and M42.

- The M6 Toll is a free-flowing alternative to the M6 and offers reliably shorter journey times through the West Midlands. It runs between Junctions 4 and 11 of the M6, and there is easy access to the NEC from Junction T1 of the toll road.

- The NEC has numerous car parks that are more broadly categorised into North, South, East and West. In total, over 20,000 onsite parking spaces are available.

- The NEC is situated adjacent to Birmingham International Rail Station and is just a short walk from the station.

- Depending on your station of origin you can travel directly by train to the NEC by alighting at Birmingham International.

- Birmingham International Airport (BHX) is just minutes away from the NEC and is within easy walking distance of the arena.

- The Air-Rail Link is a free, speedy and convenient way to travel between the Airport Passenger Terminals, Birmingham International Rail Station and the NEC. Using a cable-drawn system, the Air-Rail Link has two trains each with a maximum capacity of 24 passengers.

- Procurex National 2010 has secured reduced rates at hotels within close proximity to the NEC for visitors and exhibitors attending the event. To take advantage of the rates on offer for Procurex National, please download the booking form by visiting this link: www.procurexnational.co.uk/accommodation.html

REGISTER FREE TODAY AT | www.procurexnational.co.uk

PROCUREX NATIONAL PARTNERS INCLUDE:



MEDIA PARTNER

ORGANISED BY

