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BiP's Newsletter for the Procurement Service
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Meet BiP staff... Ewan McKay

Marketing Manager

EWAN HAS been with BiP Solutions for almost four years and has recently been promoted to the position of Marketing Manager.

Prior to his promotion, Ewan worked as a Marketing Brand Manager at BiP, focusing mainly on the marketing of BiP's flagship business intelligence service, **Tracker**. Before joining BiP in 2006, Ewan spent three years working as a Marketing Executive for the car dealership chain Arnold Clark.

Ewan oversees the BiP Marketing team who are responsible for the branding and marketing of a wide variety of services, including **Tracker**, **MOD DCB**, **DCI**, **Supply2.gov.uk**, **Select Accredited**, **Delta-ets** and more.

For more information on BiP's products and services, please visit: www.bipsolutions.com



Procurex National is a resounding success

PROCUREX NATIONAL – 2010's must-attend event for public and private sector buyers and suppliers – has proved a resounding success, attracting high numbers of delegates, exhibitors and key decision makers.

The event, organised by BiP Solutions – the leading provider of cutting edge solutions and services that help optimise supply chain value – took place on 9 and 10 March at the National Exhibition Centre, Birmingham, and more than 3300 delegates and 120 exhibitors were present over both days.

Procurex National was created to address the need for a centrally located event dedicated to procurement. It presented a unique opportunity for all areas of the public sector supply chain – from buyers to suppliers and their sub-contractors – to meet, exchange ideas and hear about the challenges and opportunities that the £220 billion a year public procurement marketplace presents.

With over 60 free to attend procurement training workshops and a conference stream for public



Karren Brady speaking at Procurex National 2010

and private sector delegates which featured 16 speakers – including former Business Woman of the Year Karren Brady; Corin Taylor, Senior Policy Advisor, Institute of Directors; and Sally Collier, Executive Director Policy and Capability, Office of Government Commerce – Procurex National was the perfect opportunity for buyers and suppliers to engage and network.

The event also offered visitors access to new business opportunities and expert procurement advice, with key

partners such as the Office of Government Commerce, The Pro 5 Group of Professional Buying Organisations, as well as exhibitors such as Buying Solutions among the many organisations attending.

BiP Sales and Marketing Director Simon Burges said: "The momentous success of Procurex National has highlighted the importance of this event for the procurement industry. In the current economic climate, buyers cannot afford to miss any opportunity to deliver improvements in the way that public money is spent,

and the number of delegates and exhibitors we witnessed in attendance at the event has further highlighted this.

"Procurex National has marked a major step forward in the procurement events market, proving that it is the perfect forum for bringing together the public and private sectors."

October 2010 will see the third Procurex Scotland event take place in Glasgow, while plans are already in place for the second Procurex National event in 2011.

For more information on Procurex National, visit: www.procurexnational.co.uk
For information on all of BiP Solutions' events and conferences, visit: www.bipsolutions.com/ConferencesandEvents

Deadline extended for entries to the National GO Awards 2010-11



Deadline for entries extended to 26 April. To enter, visit www.goawards.co.uk

DUE TO the overwhelming number of entry forms requested for the National Government Opportunities (GO) magazine Excellence in Public Procurement Awards 2010-11, the deadline has now been extended from 16 April to 26 April, giving you extra time to submit your entry.

Organised by BiP Solutions, the publishers of GO Magazine, the event will take place on 15 June at the Institution of Civil Engineers, One Great George Street, London.

GO Award winners and highly commended entries receive wide recognition from the industry and beyond and further benefits including free and positive PR. In addition, it is free to enter the awards and the entry process has now been streamlined, reducing the time it takes to prepare your entry.

BiP is delighted to announce Michael Stokes, Director, Procurement, London Development Agency as a confirmed Keynote speaker at the Awards.

With public spending expected to be one of the hottest topics in government in 2010 and beyond, procurement can expect unprecedented levels of scrutiny and challenge in coming years. In such a climate, it is increasingly important to highlight the successes and positive contributions of procurement professionals. The GO awards play a

significant role in celebrating excellence in the industry.

The National GO Excellence in Public Procurement Awards recognise the critical role that procurement plays within the delivery of effective and efficient public services, and for the past eight years they have been the benchmark by which innovation, quality and achievement in this sector have been measured.

The 2010-11 GO Awards provide the public, private and third sectors with a platform to promote and share best practice and highlight the initiatives that are making a real difference.

The effect that receiving a National GO Award can have on your reputation or that of your organisation is invaluable, as many previous recipients of a GO Award are happy to attest.

John F McClelland CBE, who was presented with the Lifetime Achievement Award at the National GO Awards 2009-10, said: "It was a complete surprise but a great honour to be recognised in this way. I am committed to doing all I can to ensure that the importance of procurement to the public sector and equally importantly the professionalism of those involved in procurement is recognised and valued. This award will be a constant stimulus to me to maintain that commitment."

The categories and criteria for this

year's Awards are as follows:

GO Sustainability Initiative of the Year Award – This Award recognises the pivotal role that public procurement can play in ensuring a more sustainable future for society.

GO Corporate Social Responsibility and Community Benefit in Procurement Award – This Award recognises those organisations which have done more than most to incorporate CSR and Community Benefit in Procurement (CBiP) thinking into their procurement activities.

GO Collaborative Procurement Initiative of the Year Award – This Award recognises the vital role that collaboration will play in the future, and showcases the very best examples of this practice from across the entire public sector.

GO Best Service Award – The GO Best Service Award recognises the critical part that private and third sector organisations play in ensuring end-user expectations are met or, even better, exceeded – while paying heed to issues such as efficiency and sustainability.

GO Innovation or Initiative of the Year Award – The GO Innovation or Initiative of the Year Award brings creativity and imagination to the fore, celebrating concepts that have made a genuine difference within the

procurement sector.

GO Best Supplier Engagement Initiative Award – Supplier engagement is high on the public procurement agenda, and this Award recognises those public or third sector organisations which are leading the way in engaging effectively and productively with their supply base.

GO Individual of the Year Award – The GO Individual of the Year Award recognises the individual efforts of a procurement professional, and the positive impact that their involvement has had upon a particular procurement exercise or project.

GO Team of the Year Award – Team working is pivotal to the success of public procurement, and the GO Team of the Year Award recognises the power and potential of a focused and unified approach to procurement initiatives.

GO Lifetime Achievement Award – The GO Lifetime Achievement Award is a special recognition for those who have dedicated the majority of their career to advancing public procurement. As such, it is not an Award that is given lightly, or even at all if it is felt there is no candidate significantly deserving of it.

For your chance to win one of these prestigious Awards or be a part of the National GO Awards 2010-11, visit www.goawards.co.uk

BiP's Project service implements contract flagging

BiP SOLUTIONS' Project service – part of the Delta-ets suite of public sector tendering solutions – has implemented a new contract flagging button. This new feature is a major benefit for users and further demonstrates BiP's dedication to refining and improving the Project service for its customers.

BiP's Project electronic contract notice creation service is an official eSender to the Official Journal of the European Union (OJEU). Project facilitates the compliant creation and management of all types of OJEU and non-OJEU (lower-value) contract announcement using XML technology.

The new Project development follows a recommendation in the Glover Review of 2008. The Review inquired into the barriers facing small firms in competing for public sector contracts, and made a series of recommendations of the actions required to reduce these barriers. Recommendation 4 stated that buyers should flag their contracts to Small and Medium-sized Enterprises (SMEs) to make it easier for SMEs to identify appropriate contract opportunities.

In line with this recommendation, Project users are now able to flag their contract opportunities accordingly. Users simply need to click the 'yes' button to indicate if the opportunity is SME-friendly, and text will be automatically populated within the published opportunity.

Project users can now take advantage of the following new features with the contract flagging button:

- Notices created using Project are automatically submitted for publication in the OJEU or on Supply2.gov.uk
- Users are provided with a central database to store and manage their organisation's contract announcements, regardless of value
- Buyers can flag their contracts to SMEs to make it easier for them to identify appropriate contract opportunities

For more information, please visit: www.delta-ets.com

Events Diary

PASS Masterclass – EU Remedies Roadshow
20 Apr – Belfast 09 Jun – Glasgow
04 May – Birmingham 15 Jun – Newcastle
12 May – Manchester 17 Jun – Southampton
19 May – London 23 Jun – Cardiff

Supply Workshop – Using Quality Standards to Create Competitive Advantage
05 May – Cambridge 17 Jun – London
26 May – Glasgow

Supply Workshop – Winning Business Through London 2012
05 May – Cambridge 17 Jun – London
26 May – Glasgow

Glasgow4Business Week
19-23 Apr – Various locations, Glasgow

PASS Skills Training – Compliant Frameworks – Getting it Right
20 Apr – Manchester 02 Jun – Birmingham
25 May – London

Supply Roadshow – Understanding Public Procurement
20 Apr – Bristol 26 May – Leeds
05 May – Glasgow 17 Jun – London
18 May – Birmingham

Supply SME Engagement Conference
21 Apr – Mermaid Conference Centre, London

Supply Scottish SME Procurement Conference
21 Apr – Thistle Hotel, Glasgow

PASS Skills Training – Understanding EU Procurement – A Scottish Perspective
21 Apr – Edinburgh

Supply Workshop – Understanding Pre-Qualification Questionnaires
21 Apr – Birmingham 19 May – Exeter
22 Apr – Cambridge 20 May – Glasgow
29 Apr – London 20 May – Southampton
12 May – Manchester 25 Jun – Cardiff

Supply Workshop – Effective Tender Writing
21 Apr – Birmingham 19 May – Exeter
22 Apr – Cambridge 20 May – Glasgow
29 Apr – London 20 May – Southampton
12 May – Manchester 25 Jun – Cardiff

PASS Supplier Skills – Pre-Qualifying for Tenders – The First Hurdle to Success
21 Apr – London 05 May – Birmingham

PASS Skills Training – Guide to EU Regulations
22 Apr – Manchester 05 May – Birmingham

PASS Masterclass – Applying Best Practice Contract & Performance Management
27 Apr – London 09 Jun – Manchester
11 May – Birmingham

PASS Supplier Skills – How to Win Tenders
27 Apr – Manchester 04 May – Birmingham

PASS Masterclass – The Sustainability Agenda
28 Apr – London

PASS Supplier Skills – Preparing Perfect Tenders
28 Apr – Birmingham 10 Jun – London
02 Jun – Manchester

PASS Masterclass – The Evaluation Process in Procurement
29 Apr – Birmingham 13 May – London
12 May – Manchester

PASS Skills Training – Completing an OJEU Proforma
29 Apr – Birmingham 08 Jun – London

PASS Skills Training – Competitive Dialogue
18 May – London 10 Jun – Birmingham
27 May – Manchester 16 Jun – Glasgow

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

PASS Masterclass – Legal Issues in Procurement
19 May – Manchester 03 Jun – Birmingham

Central Buying Consortium (CBC) Annual Conference & Exhibition 2010
20 May – One Great George Street, London

PASS Masterclass – How to Perfect Your Tender Exercise
20 May – Manchester

Selling to Defence
20 May – Glasgow 22 Jun – London

CBI Scotland Business Summit
02 Jun – Hilton Hotel, Glasgow

Gearing up for eProcurement Conference 2010
22 Jun – Cavendish Conference Centre, London

Procurex Scotland 2010
26-27 Oct – SECC, Glasgow

BiP Solutions launches new and improved website



BiP SOLUTIONS has recently unveiled an improved website. The site includes a host of new features, making it far more user-friendly and easier to navigate.

The new site is now reflective of the seven capabilities that define BiP's expertise: Business Intelligence, eSourcing, Consultancy Services, Training & Development, Conferences & Events, IT Services & Solutions and Marketing Services.

The new website ensures that customers can now find exactly what they want quickly and effectively, making their browsing experience succinct and efficient on every visit.

Specifically useful resources available to buyers on the website include news, a reports database, guidances, a CPV code search engine and links to training and consultancy information.

The new site now provides a clear route for potential customers to access BiP services, creating a reference point for those engaged in public and private sector supply chains.

BiP Solutions CEO Ron Burges said: *"It is imperative that we have a modern, efficient and informative website to ensure that our customers can access the information, services and products they need when they need them. I am now confident that our new site has made this a reality for our customers, ensuring that they have a successful visit every time they click on the site."*

We welcome your opinion on the new site. To give us your feedback, please email media@bipsolutions.com

To visit the new and improved site, please visit: www.bipsolutions.com

Procurement dates for your diary

BiP SOLUTIONS' 2010 events diary kicked off in style with the Ministry of Defence (MOD) Defence Suppliers Service Annual Conference and Exhibition on 25 February in Bristol and the hugely successful Procurex National event, which took place on 9 and 10 March at the National Exhibition Centre, Birmingham.

The 2010 events season is now in full swing and we can announce a variety of seminars and roadshows which will be taking place across the country, delivering expert advice on public procurement for both buyers and suppliers.

The 2010 calendar includes Procurex Scotland – the Scottish national public procurement conference and exhibition – as well as annual conferences for organisations such as the Society of Procurement Officers in Local Government (SOPO), the Central Buying Consortium (CBC) and the Health Care Supply Association.

In addition, there will be a wide



range of specialist workshops throughout the year. These include PASS Masterclasses, which are specially designed for the experienced procurement practitioner; PASS Skills Training events, which aim to provide public sector organisations with the appropriate procurement training needed for all levels within the organisation; the EU Remedies Directive roadshow; and a series of Completing An OJEU Proforma training seminars.

For more information on BiP's events portfolio or the BiP events management service, contact the Events team on 0845 270 7095 or email: events@bipsolutions.com Alternatively, visit: www.bipsolutions.com/events

BiP Solutions embarks on installation of Salesforce

BiP SOLUTIONS has made a significant investment into improving and strengthening the company's internal infrastructure with the installation of a major new Customer Relationship Management (CRM) system, Salesforce.

Salesforce is the latest significant investment by the company, following the move to Medius and the investment into virtualised servers.

The system will increase efficiency across all account and data management functions at BiP, ensuring that both the CRM system and the company's Sage financial package are matched up, and that all information on both systems is transparent.

The Sage package is also currently being upgraded. Once Salesforce and Sage are fully established, there will be a more efficient end-to-end process.



The new system highlights BiP's dedication to constant investment into their systems and processes to improve customer service.

Project manager Graham McMath said: *"The installation of Salesforce at BiP is dramatically improving the way we do business and manage our customer accounts. The ensured efficiencies in time, cost and ease of use for our staff and customers have increased tenfold, and we are already reaping substantial benefits."*

Special Offer – Book your discounted PASS events now

PASS EVENTS are designed to deliver a level of training which is accessible to all.

Whether you are new to procurement or you are an experienced practitioner, BiP Solutions has designed courses that can help you achieve your training objectives. The events are designed to offer delegates a greater insight into a variety of procurement topics and help them in their continuing professional development.

PASS Masterclass events are specially constructed for the experienced procurement professional, offering detailed advice and information on specialised procurement topics, while **PASS Skills Training** is designed to deliver training for practitioners at any level.

In a bid to assist our customers in minimising their training spend while maximising results, BiP Solutions is delighted to offer procurement professionals a discounted training plan on their PASS events. The deal includes an offer of five Masterclass events or ten Skills Training events for only £800, a saving of £650! In addition, all of these events are eligible for CPD



points, which is a further benefit of attending a PASS event.

All PASS trainers are highly skilled practitioners and can draw upon previous experience to help you to hone your skills and develop your understanding of important procurement topics. They bring vast experience and expertise to each event, using practical examples to explain the complexities of particular subjects.

If you want a completely interactive training course that actively encourages you to ask questions on issues that are important to you, while at the same time delivering the information you require, PASS has the ideal series of events for you.

A full list of events can be found at www.passeminars.co.uk.

Alternatively, email events@bipsolutions.com or call **0845 270 7095**.

In May's Government Opportunities (GO) magazine

- An overview of the Total Place initiative, aimed at providing significant new freedoms for local public services from central control
- A themed section on 'Harnessing innovation for improved services'
- An in-depth interview with Paul O'Brian, Chief Executive, Association for Public Service Excellence (APSE)

To register for GO – which is free to those working in the public sector – visit the magazine's website at: www.govopps.co.uk



BiP raises £25k for the Prince and Princess of Wales Hospice

BiP SOLUTIONS has succeeded in raising an incredible £25,000 for the Prince and Princess of Wales Hospice (PPWH) in Glasgow.

Corporate Social Responsibility lies at the heart of BiP's approach to its business, customers and stakeholders. The company's CSR approach sees its values of Passion, Integrity and Respect integrated into all of its operations.

BiP's 2009-10 financial year coincided with the celebration of its 25th anniversary. In recognition of this, management and staff set the target of raising £25,000 for the PPWH. Coincidentally, the Hospice was also celebrating its 25th anniversary year – making it a fitting joint celebration.

The company presented a cheque for that amount to the PPWH at its annual Sportsman's Dinner, held at the Glasgow Hilton Hotel on 25 March 2010. The dinner is the largest of their annual fundraising events, with over 700 guests and sporting personalities in attendance. Guests at the event included host Fergus Slattery, former British Lions and Ireland

Rugby Captain; former England Rugby Captain Matt Dawson; former Liverpool and Welsh International footballer Dean Saunders; and star of BBC Comedy Dead Ringers, Kevin Connolly. An estimated £54,000 was raised from the night for the Hospice.

BiP Solutions CEO Ron Burges and BiP charity committee members Johan Kerr and Fiona Campbell attended the event to present the cheque to the Hospice.

Mr Burges said: "We were delighted to hand over this fantastic amount of money to such a worthwhile cause. Everyone at BiP was very much involved in the fundraising effort throughout the year and I commend them all for their commitment towards raising this amount for the Hospice."

"As a business, we believe it is vitally important to give back to the community both at home and abroad, and the Prince and Princess of Wales Hospice is an exceptional example of a hugely worthy and important local charity."

Jo Parker Morgan, Corporate Fundraiser, PPWH, said: "BiP has



BiP Solutions representatives hand over a cheque for £25,000 to the PPWH

raised a simply incredible amount of money for the Hospice. The funds will go a very long way towards providing vital care for terminally ill patients and their families during some of the most difficult times of their lives.

"With £2.5m required each year just to keep our doors open, the fundraising of companies like BiP is absolutely imperative to the quality

of care we are able to give to so many.

"On behalf of all at the Hospice, I would like to offer an enormous thank you to everyone at BiP for this fantastic effort and accomplishment, for which we are immensely grateful."

To find out more about BiP's Corporate Social Responsibility policy, go to www.bipcorporate.com

Central Buying Consortium Annual Conference and Exhibition 2010

THE CENTRAL BUYING CONSORTIUM (CBC) has been leading the collaborative procurement agenda for local government for over 20 years.

The CBC Annual Conference and Exhibition offers an opportunity for delegates to discover how a collaborative procurement approach can help transform government service delivery. The aim of the conference is to achieve greater effectiveness and efficiency at local, regional and national levels across all sectors of the economy.

This year's conference, entitled *Transforming Government through Collaborative Procurement*, will bring together a wide range of suppliers and procurement practitioners.

The event will provide a platform for engagement, debate and in-depth analysis on issues faced by procurement personnel operating within local government and suppliers positioned at any level within the supply chain.

The current political and financial climate will see public sector spend scrutinised and buyers, particularly those in local government, will be tasked with delivering further savings while ensuring that services continue to improve.

This highlights the need for a collaborative approach to procurement. There is already demonstrable evidence of the benefits of collaborative procurement,



and this year's Central Buying Consortium Annual Conference and Exhibition will examine this topic in detail.

The event will be of relevance to all procurement professionals from local authorities, the wider public sector and the not-for-profit and private sectors, who share a strong desire to achieve more with less in today's challenging business environment.

Speakers at this year's event include CBC Chairman Neil Jones; Peter Andrews, Partner and Head of EU Competition and Procurement Team, Shoosmiths; Steve Clow, Assistant Director, Property Services, Hampshire County Council; and John Warrington, Deputy Director, Procurement Policy and Research, Procurement, Investment and Commercial Division, Department of Health.

The Central Buying Consortium Annual Conference and Exhibition 2010 will be held on 20 May at the Institution of Civil Engineers, One Great George Street, London.

For further information or to register your interest, visit: www.cbconference.co.uk

BiP Solutions – facilitating business with the MOD

THE TURN of the year saw the launch of a new-look *MOD Defence Contracts Bulletin (MOD DCB)* magazine – the only official source of UK MOD contracts. The publication now has a fresh design, with better use of imagery and a more focused editorial outlook. *MOD DCB* – a fortnightly magazine published by BiP Solutions – examines different issues relating to all areas of defence procurement and the MOD's £16 billion annual spend. BiP holds a unique contract with the MOD, under which BiP manages the *MOD DCB* contract portal, publishes the *MOD DCB* magazine and provides a dedicated helpdesk for the MOD.

The defence marketplace is constantly evolving, and *MOD DCB*

has become instrumental in informing both buyers and suppliers of changes to procurement rules and regulations. *MOD DCB* is an editorially led publication that examines current trends within the marketplace and allows readers to keep abreast of all major contract information.

For further information on *MOD DCB*, or to become a subscriber, please visit: www.contracts.mod.uk or email: sales@bipsolutions.com



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