

NPS



BiP's NEWSLETTER FOR THE PROCUREMENT SERVICE

ISSUE 33 FEBRUARY 2005



project
e-notice service

The compliant way to create contract notices for the OJEU

For further information please visit:
www.bipsolutions.com/Delta/project.html

Ordnance Survey gets



ORDNANCE SURVEY has streamlined its tendering process with the launch of a dedicated procurement portal delivered by BiP Solutions.

Suppliers now need only visit the portal at <http://os.g2b.info> to access Ordnance Survey procurement information, including identification of their latest contract opportunities, as well as further information on their procurement strategy, practices, policies and key contacts.

The OS procurement portal was developed by BiP Solutions using its unique aXcess website creation solution, which helps reduce tendering timescales by providing real-time contract information. Ordnance Survey already uses BiP Solutions' e-notice service, Project, for placing EU and non-EU public notices, and by connecting this data through the aXcess solution, contract notices created in Project are immediately displayed on the OS procurement portal, giving suppliers instant access to the contract opportunities.

Gary Miller, Procurement Manager at Ordnance Survey, said: "The introduction of the portal is one of the ways in which we can make information on our organisation's policies and contract opportunities accessible to potential suppliers and other organisations."

By using Project in combination with aXcess, Ordnance Survey aims to fulfil its procurement strategy to deliver improved procurement and fully comply with the EU Consolidated Directive. OS is just one of the government departments currently using aXcess; these include the Office of the Deputy Prime Minister and the Department for Transport.

To learn how your organisation can access the benefits of aXcess and revolutionise your purchasing processes, visit www.bipsolutions.com/Delta. Alternatively, call the Delta Helpdesk on **0845 270 7050**

The Ordnance Survey Portal can be found at <http://os.g2b.info>

project live at the MoD



AFTER MONTHS of hard work for both the MoD and BiP Solutions personnel, a successful transition by the MoD to the Project notice creation service took place at the beginning of this year.

The adoption of Project enables the MoD to create, transmit and manage all of its contract notices. With the MoD now on board Project is now used by over 3000 UK public sector buyers – further consolidating its place as the largest single provider of information for the Official Journal of the European Union (OJEU) information.

The MoD has an annual procurement budget of over £15 billion and is one of the largest public sector buyers in the UK. Using Project enables the MoD to effectively manage the many contracts it puts out to tender each year. Thanks to Project's official OJS e-Sender status, contract notices sent by the MoD will be published faster than before; resulting in a quicker turnaround from contract creation to contract award.

Another advantage for the MoD is that Project, through its management reporting function, will allow research to be conducted into the thousands of contract notices that it issues each year, helping to create a clearer picture of the types of product and service purchased across each part of the MoD.

"Project will provide MoD acquisition staff with a faster and more efficient means of creating, managing and submitting contract notices for publication in the OJEU and MoD Defence Contracts Bulletin," said Phil Margerison, Head of the MoD's Defence Suppliers Service.

Project is part of Delta-ets, BiP's e-tendering suite of services which also includes Vault, Select and aXcess.

To see how Project can help your organisation improve its efficiency and revolutionise your procurement processes visit www.bipsolutions.com/Delta or call the Delta Helpdesk on 0845 270 7050

Charity begins at BiP

AS THE proverb says: 'charity begins at home', but for two charitable causes charity begins at the home of public procurement expertise – BiP Solutions.

BiP has recently given a total of over £6000 to a Glasgow hospice and to tsunami relief operations in Asia.

The company donated £3000 of proceeds from last year's Scottish Executive Procurement Conference *Delivering Change* to the Prince & Princess of Wales Hospice. Located beside the River Clyde in Glasgow, the hospice provides specialist palliative care for people with life-limiting illnesses, and support for their families and carers.

In a separate donation, BiP Solutions and staff raised over £3000 for the High

Commission of Sri Lanka for tsunami disaster relief. As one of the worst hit areas in the region, over 30,000 people have been killed and between 800,000 and one million people have been made homeless in the country.

BiP has also, in association with its partners in National Public Procurement Practitioners Day (N3PD), raised over £5000 for the British Heart Foundation.

And charity continues to be a central pillar of the company's activities in 2005 with BiP's its commitment to this year's N3PD event, which will culminate once again at a special lunch at the Institution of Civil Engineers London on 7 June.

Visit the N3PD website at www.n3pd.com to register your support.



Join us in celebration of your profession for...

**NATIONAL PUBLIC
PROCUREMENT
PRACTITIONERS DAY**

Tuesday 7 June 2005

Institution of
Civil Engineers
One Great George St
London

www.n3pd.com



To register your organisation as
an N3PD supporter, email
n3pd@bipsolutions.com
or call our Events Team on
0845 270 7095

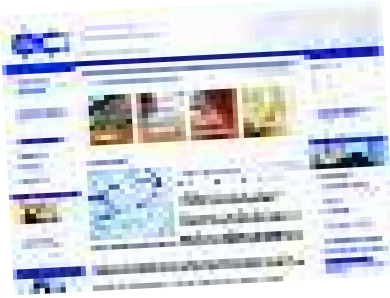
MEDIA SPONSOR



NPS

FEBRUARY 2005

Easy tenders



ON 12 JANUARY BiP Solutions' European public procurement contract information service, *EC Tenders*, was relaunched and now offers its subscribers even greater value than ever before.

EC Tenders is officially licensed by the European Union to promote contract opportunities issued by public authorities throughout the 25 EU Member States. The expanded *EC Tenders* offers users faster and easier access to European contracts than ever before through two exceptional added-value services – *EC Tenders Daily Email Alert* and *EC Tenders Online*. Subscribers to the service

can now receive an email alert direct to their desktop each working day, matching their profile. In addition, subscribers receive a unique username and password giving them online access 24/7 to all contract notices published on the *EC Tenders* website at **www.ectenders.com**

The redevelopment of *EC Tenders* marks the first small step in BiP's major new three-year product expansion programme, which is aimed at not merely upgrading our current product range but also introducing exciting new products designed to benefit both buyers and suppliers.

BiP's new development programme will see millions of pounds being invested in our greatly expanded range of innovative products, whilst retaining at its core a clear focus on the needs of all engaged in the procurement process.

To find out how BiP's highly skilled in-house product development team can provide innovative solutions to your organisation's needs contact our commercial department on **0141 332 8247** or email **clientservices@bipsolutions.com**

Well-tailored PASS

WANT TO gain the benefits of expert procurement practice training without having to send personnel out of the office to events?



Having dedicated training provided in-house means your company could save on travel and accommodation costs, and benefit from having training delivered to particular timescales and tailored to specific learning needs.

BiP Solutions' Procurement Advice and Support Service (PASS) offers in-house presentations covering such topical subjects as:

- Letting contracts compliantly
- Supplier selection
- Understanding OJEU notice creation
- The new EU Consolidated Public Procurement Directive
- Environmental, social and sustainable procurement
- Contracting under the Freedom of Information Act

PASS can also tailor training packages on other topics to suit precise requirements.

To discuss your requirements for in-house procurement-related training or specific procurement-related consultancy, call the PASS consultancy team on **0845 270 7055** or email **pass@bipsolutions.com**

Going green?

AS LANDFILLS overflow, as the climate changes and as the sustainability agenda becomes hotter, procurement professionals will come under increasing pressure to ensure green purchasing strategies are implemented. BiP Solutions' expert Procurement Advice and Support Service (PASS) team has created a *Guide to Developing Green and Social Procurement Strategies* to help.

Public authorities are major consumers in Europe, spending some 16% of the EU's Gross Domestic Product (a sum equivalent to half the GDP of Germany). By using their purchasing power to opt for goods and services that also respect the environment they can make an important contribution towards sustainable development.

The PASS guidance is designed to help public authorities fulfil their green purchasing policy. It explains the possibilities offered by European Community law in a practical way, and looks at simple and effective solutions that can be used in public procurement procedures. It also gives many practical examples of green purchasing by public authorities across the EU.

For your FREE copy of the PASS Green Procurement Guide just email your request to **pass@bipsolutions.com**

The PASS service is also hosting a series of events focused on delivering social, environmental and sustainable procurement in London, Glasgow and Manchester. Full details and registration information are available through our events diary at **www.bipsolutions.com/events**

To see how PASS can help your organisation, visit **www.bipsolutions.com/pass/public.php**

EU gets tough on procurement compliance

WITH THE new EU public procurement Directives set to come into force, the European Commission is getting tough on those States which do not comply with the current procurement rules.

The European Commission is to bring seven Member States to account over 20 breaches of

EU public procurement rules. The countries will either be warned to rectify the breaches or, in more extreme cases, referred to the European Court of Justice.

Germany, Greece, Spain, Italy, Austria, Portugal and Finland will all be warned to comply with the current rules or face penalties by the European Court of Justice, which could include daily fines.

The Commission, however, has dropped infringement proceedings against the UK, following the UK's agreement with an EU judgment that Registered Social Landlords should comply with the public procurement Directives.

Further information on these cases can be found at **http://europa.eu.int/comm/secretariat_general/sgb/droit_com/index_en.htm**

BiP's PASS team provides a range of events and in-house training programmes designed to ensure your organisation's processes are compliant with EU legislation. The *PASS Model Procurement Manual* can also help those organisations that either do not have defined compliant processes or whose processes are outdated. For details on in-house events or the *PASS Model Procurement Manual* email **pass@bipsolutions.com** or discuss your requirements with the PASS team on **0845 270 7055**

Details of the PASS training events are available at **www.bipsolutions.com/events**

Pro-formfillers

FOR PROCUREMENT personnel worried about getting up to speed with the radical changes to the mandatory standard contract notification proformas this coming spring, never fear.

BiP Solutions' 'How to complete the new OJEU contract notice proformas' event is designed to help public procurement personnel understand these very large and complex proformas and help ensure contract notices are completed and transmitted compliantly.

This event is specifically designed to help all personnel involved in public procurement, including procurement officers, contract-letting personnel, buyers and others involved in the contract notification and letting process.

For further information and online registration please visit **www.bipsolutions.com/events/euproforma05/** or contact the Events Team on **0845 270 7095**

N3PD to hit new heights



THE BIGGEST day in the public procurement calendar, National Public Procurement Practitioners Day (N3PD) 2005, promises to be even bigger and better than last year's event, with more categories added to the *Government Opportunities (GO) Awards*, which run as part of the day's celebrations.

The event, which will be held on 7 June in London, will host the GO Excellence in Public Procurement Awards as well as speeches from a number of high-profile procurement professionals.

This year's GO Awards will include, in addition to the categories of *Individual Award for Public Procurement Excellence*, *Team Award for Public Procurement Excellence* (renamed from *Collective Award*) and *Lifetime Achievement Award*, categories for:

- Greatest procurement contribution to the environmental, social and sustainability agenda
- Greatest contribution to the e-government agenda
- Best service award

The latest supporters of N3PD include the Office of the Deputy Prime Minister, the Society of Procurement Officers in Local Government and the Health Care Supplies Association. N3PD's nominated charity is once again the British Heart Foundation.

If your organisation wishes to be a supporter of N3PD, details can be found at www.n3pd.com or by emailing n3pd@bipsolutions.com Full details of how to enter the GO Awards can also be found soon at www.n3pd.com

FOI assistance

WITH THE Freedom of Information Act (FOIA) now in force, many public purchasers may be feeling the pressure – but help and guidance from both the Office of Government Commerce (OGC) and BiP Solutions may help.

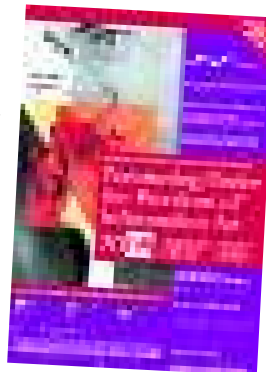
The OGC has published *FOI (Civil Procurement) Policy and Guidance*, which outlines how requests for civil procurement-related information under the FOIA should be handled. It not only provides general guidance on FOIA procurement issues but also outlines policy on the application of key aspects of the FOIA, and when disclosure is necessary and when it should be avoided.

BiP Solutions is holding a number of FOIA briefing days throughout 2005, which are designed as a checklist for those within public authorities engaged in public procurement.

The 'Contracting under the Freedom of Information Act' event will help ensure you have prepared fully and are ready to provide compliant responses to all enquiries.

The 2005 events will take place in London, Birmingham, Cardiff, Belfast and Glasgow.

For further information and to book your place visit www.bipsolutions.com/events/foia_05/ or email events@bipsolutions.com This event can also be provided in-house.



eAuction saves probation

THE NATIONAL Probation Directorate (NPD) has recently saved nearly a quarter of a million pounds using an e-auction scheme as a key part of the process to buy new IT software and hardware. The process led to a 9% reduction in prices, resulting in a total saving of £233,000.

Traditionally, the equipment would have been bought using a conventional process, which would only have given suppliers the opportunity to make eight bids. Using the e-auction process, suppliers were able to enter a total of 74 competitive bids,

ensuring that the best price was obtained, providing significant cost reductions for the NPD.

The Probation Service has said that it will continue to use e-auctions for procurement purposes, enabling it to make further savings on major purchases.

BiP Solutions' e-auction tool – available as part of the Delta e-tendering suite – can deliver low-cost, high-value e-auctions for your organisation.

For details visit www.bipsolutions.com/delta or telephone the Delta Helpdesk on 0845 270 7050

New PASStures for consultants



BiP SOLUTIONS' Procurement Advice and Support Service (PASS) has announced that it has appointed five new senior consultants for 2005 due to an increasing demand for its services.

The new PASS expert consultants are:



Steve Gilbey, former Chairman of the Central Buying Consortium and former Head of County Supplies and Contract Services at Hertfordshire County Council, who has over 16 years' experience in local government.



Florence Gregg, former Head of Purchasing at Queen's University, Belfast, who will also be representing PASS in Northern Ireland and the Republic of Ireland.



David Lazenby, former Head of Commercial and Property Services at Devon and Cornwall Police, who has over 30 years' experience in local authority purchasing at both tactical and strategic levels.



Larry Petterson, former Chairman of the Health Care Supplies Association and Head of Procurement and Commercial Development at Cardiff and Vale NHS Trust (the third largest Trust in the UK), who has over 40 years' experience in the health sector and is joining PASS on a part-time basis.



Professor Michael Quayle, current Director of the Business School and Robert Bosch Chair in Purchasing & Supply Chain Management at the University of Glamorgan.

These new consultants will complement the current team to offer an even more in-depth and diversified range of consultancy services.

In the coming months PASS intends to add even more well-respected experts to the service.

For more information on PASS in-house training and the various services our highly qualified consultants can provide, visit the PASS website www.bipsolutions.com/pass/ or telephone 0845 270 7055

NPS EVENTS GUIDE

Conferences, exhibitions and seminars aimed at procurement professionals.

FEBRUARY-JUNE 2005

PASS – HOW TO LET

COMPLIANT PUBLIC CONTRACTS

22 Feb	London	13 May	Belfast
01 Mar	Manchester	17 May	Birmingham
08 Mar	Bristol	24 May	Leeds
22 Mar	Edinburgh	14 Jun	London
19 Apr	North London		

email: events@bipsolutions.com

FEBRUARY-JUNE 2005

PASS – GET READY FOR CHANGE

23 Feb	London	10 May	Belfast
02 Mar	Manchester	18 May	Birmingham
10 Mar	Bristol	25 May	Leeds
23 Mar	Edinburgh	22 Jun	London
20 Apr	London	23 Jun	Cardiff

email: events@bipsolutions.com

FEBRUARY-JUNE 2005

PASS – CONTRACTING UNDER THE FREEDOM OF INFORMATION ACT

24 Feb	London	26 Apr	Glasgow
14 Apr	Birmingham	12 May	Belfast
15 Apr	Cardiff	18 May	Manchester
20 Apr	London	07 Jun	London

email: events@bipsolutions.com

MARCH-JUNE 2005

PASS – THE NEW EU PROCUREMENT DIRECTIVE 2004/18/EC PROCEDURES

03 Mar	Manchester	11 May	Belfast
24 Mar	Edinburgh	19 May	Birmingham
21 Apr	London	09 Jun	London

email: events@bipsolutions.com

MARCH-MAY 2005

PASS – COMPLETING THE EU PROFORMAS

04 Mar	Manchester	22 Apr	London
11 Mar	Bristol	20 May	Birmingham
30 Mar	Glasgow		

email: events@bipsolutions.com

MARCH-JUNE 2005

PASS – PLAYING TO WIN

09 Mar	Birmingham	11 May	Belfast
24 Mar	London	15 Jun	London
10 May	London		

email: events@bipsolutions.com

9 MARCH 2005

SELLING TO GOVERNMENT

London Heathrow
email: events@bipsolutions.com

MARCH-JUNE 2005

PASS – PREPARING PERFECT TENDERS

10 Mar	London	26 May	Leeds
13 Apr	Birmingham	08 Jun	Bristol
27 Apr	Glasgow	16 Jun	London

email: events@bipsolutions.com

MARCH-JUNE 2005

PASS – DELIVERING SOCIAL, ENVIRONMENTAL AND SUSTAINABLE PROCUREMENT

15 Mar	London	17 May	Manchester
28 Apr	Glasgow	07 Jun	London

email: events@bipsolutions.com

MARCH-JUNE 2005

PASS – COMPLIANT APPLICATION OF EC PUBLIC PROCUREMENT DIRECTIVES BY REGISTERED SOCIAL LANDLORDS

16 Mar	London	09 Jun	London
12 May	Birmingham		

email: events@bipsolutions.com

17 MARCH 2005

CENTRAL BUYING CONSORTIUM (CBC) ANNUAL CONFERENCE 2005

One Great George Street
Westminster, London
email: events@bipsolutions.com

12 APRIL 2005

LONDON CONTRACTS AND SUPPLIES GROUP (LCSG) 2005 ANNUAL CONFERENCE

London Marriott, Grosvenor Square
email: events@bipsolutions.com

To register online for the above events please visit www.bipsolutions.com/events

For further information contact our Events Team at BiP on 0845 270 7095 or email events@bipsolutions.com

Sid success

OVER 800 OJEU contract notice adverts that specified the use of the NHS-sid supplier information database were published throughout the course of 2004. NHS-sid eases the burden of paperwork for suppliers and reduces duplication in the supplier pre-qualification process.

Although NHS-sid has been live for only a short time, much of its success can be attributed to the many NHS buyers who actively encourage their suppliers to use the service.

Over 1200 NHS buyers have now registered on NHS-sid and both buyer and supplier numbers are growing daily, with almost 5000 suppliers' pre-qualification data available in a standard and easy-to-access format.



NHS-sid provides an ideal tool for not only tendering, but also market research. If you are an NHS buyer and have not yet registered on NHS-sid, then please visit www.pasa.nhs.uk/sid

For information on how BiP Solutions can deliver an electronic supplier information database for your company, please contact the Delta Helpdesk at select@bipsolutions.com or telephone 0845 270 7050

Government 'missing a trick'

THE GOVERNMENT is 'missing a trick' in its attempts to modernise public services, according to a report from the Sustainable Development Commission (SDC).

While welcoming the notion of modernisation, the SDC claims that not enough attention is paid to the environment, social justice and real quality of life, and more must be done to ensure long-term improvements to public services and real benefits to taxpayers.

Sharing the Value – A Sustainable Approach to the Modernisation Agenda argues that the Government's modernisation programme should be driven by the principles of sustainable development. The Commission believes the benefits include improvements to public services, greater value for money over the short and long term, and real choice for consumers through an emphasis on personal responsibility and active citizenship.

The SDC also noted that although there are many examples of "far-sighted local authorities and regional bodies already taking this approach", they are the exception, not the rule.

The report further argued that "modernisation without sustainable development is a recipe for short-term gains but also long-term waste, frustration and contradiction".

The report can be accessed at www.sd-commission.org.uk

BiP Solutions' sustainable procurement roadshow will be visiting your area soon.

Go to www.bipsolutions.com/events for further details.

IN MARCH'S ...



GOVERNMENT OPPORTUNITIES

- **Richard Peasgood**, from the Office of the Deputy Prime Minister, outlines how the FiReBuy project aims to improve the way the fire services buy equipment.
- **Jim Parkinson**, Head of Purchasing Cards at OGcbuying.solutions, explains how the Government Procurement Card is the best defence against fraud.
- **Kit Malthouse**, from Westminster Council, writes on how his authority will aim to almost wipe out council tax through efficiency savings.

(Contents subject to change)

February's Top Tip: Standard setting

WITH THE Freedom of Information Act now firmly in place, suppliers to government are increasingly likely to seek more details on your organisation's contracts and how they were let. So, great care has to be taken to ensure your expression of interest and tender evaluation processes are flawless. Before you set the evaluation standards for a supplier's policies on the environment, health and safety or discrimination, for example, make sure that your own organisation meets the same standards on these policies.

To reject an expression of interest from an organisation, not on the grounds that their policies do not meet your requirements for a tender, but when they do indeed meet, or even more exceed, those of your own organisation, could provide grounds for complaint. Remember, PASS consultants can help you deliver best value procurement - email pass@bipsolutions.com to discuss your requirements.

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