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# Recognising excellence

THE ACHIEVEMENTS of public sector procurement practitioners were recognised at the well-established National Public Procurement Practitioners Day (N3PD) event on 6 June 2006, which was combined with the presentation of the annual *Government Opportunities (GO)* Excellence in Public Procurement Awards.

Over 200 procurement professionals gathered at the prestigious One Great George Street venue in central London to attend the *GO* Awards and celebrate public sector procurement excellence as part of N3PD, organised by BiP Solutions and sponsored by *GO* magazine, Constructionline, Visa Commercial and Supply2.gov.uk and supported by a wide range of public sector bodies.

This year, N3PD was hosted by Vivien Creegor, anchor newsreader of Sky World News, and featured high-profile speakers Charlie McCreevy, European Commissioner and Head of the EU's Internal Market and Services and Sir Digby Jones, Director-General of the Confederation of British Industry.

Mr McCreevy said that commitment to turning policy into reality was crucial to the efficient development and implementation of

successful public procurement: *"The economic importance of public procurement is, above all, a dynamic phenomenon. It goes without saying that even-wider participation in a system that lowers prices can bring a positive impact on major macroeconomic indicators and enhance the performance of the EU economy as a whole."*

Sir Digby outlined why business is interested in public procurement and how business can contribute to its improvement. He added: *"Ensuring good procurement methods is central to the provision of good public services. Ineffective procurement means ineffective services and this is something the public should not – and will not – tolerate. Government at all levels must therefore attach the utmost importance to the competitiveness, productivity and value for money public procurement delivers."*

This year's *GO* Lifetime Achievement and Individual Procurement Award winners were:

**Lifetime Achievement Award**

- David Smith, Commercial Director, Department for Work and Pensions

**Individual Procurement Excellence Award**

- Mel Jones, Contract Development Manager, Exeter City Council

A full list of award winners can be found at [www.n3pd.com](http://www.n3pd.com)

N3PD also raised £6170 for the British Heart Foundation and a cheque was presented to its representative Maureen Betts by Ron Burges, CEO of N3PD event organisers BiP Solutions.

Rounding up the event, *GO* Managing Editor Grahame Steed said: *"N3PD 2006 has proved to be another great success, and our thanks go to the supporters, sponsors and individuals who made it a day to remember for the procurement profession. Charlie McCreevy and Sir Digby Jones also contributed with their insightful addresses, and we now have an even stronger platform to build on for N3PD 2007. Congratulations go to all the *GO* Awards winners and those who were highly commended: on the evidence of their achievements the future of public procurement is in safe hands."*

Plans are in place for N3PD 2007, and the organisers are confident that many more procurement organisations and public bodies will join in recognising and rewarding the efforts of public procurement practitioners across the UK.

For further information on N3PD 2006 and the *GO* Awards, please visit [www.n3pd.com](http://www.n3pd.com)



European Commissioner and Head of Internal Market Charlie McCreevy addresses delegates at N3PD 2006



*GO* Excellence in Public Procurement Awards winners, and those highly commended, took centre stage at the event

## SOPO endorses BiP's key services

BiP SOLUTIONS is pleased to announce that the Society of Procurement Officers in Local Government (SOPO) has agreed endorsement of a range of BiP's procurement-related services.

Endorsed products include BiP's DELTA e-tendering and e-auction services and the aXcess service – a high-value, low-cost online supplier-facing procurement contract information solution that allows authorities to publish instantly details of their open contracts, without all the usual data management issues. More than 30 public bodies already rely on the aXcess service to provide them with a 'Selling to' online portal.

All of these solutions can be tailored for smaller awarding authorities that do not have the resources to fund and support their own service or others' expensive solutions.



SOPO's endorsement recognises that BiP provides public procurement staff with the confidence that, whatever their requirements during the tendering process, they can feel secure in the knowledge that they are working with an organisation that understands their problems, issues, concerns and pressures.

Other products recognised by SOPO include BiP's Procurement Advice and Support Service (PASS) consultancy and BiP training events.

The unique range of services that BiP provides for the public procurement community allows SOPO members and others from the public sector to enhance their efficiency, develop best practice and reduce costs through adopting simple, clear and compliant solutions.

BiP also manages and maintains SOPO's affiliate website, a dynamic 'virtual-clubhouse' that is constantly evolving in response to the demands of the Society's fast-growing membership. This currently stands at in excess of 2400 members, with members from more than 460 different UK local authorities.

Peter Howarth, CEO of SOPO, said: "The endorsement of the BiP range of procurement services is the latest step of many in a long and recently extended partnership between SOPO and BiP."

"The range of products offered provides great value for money but, more importantly, adds real value to the way the public sector goes about its procurement process, enabling it to comply with legislative requirements, whilst opening up the opportunities for those suppliers who wish to serve our sector and providing the transparency and equality of opportunity we are mandated to sustain."

Ron Burges, CEO of BiP Solutions, said: "We are delighted that SOPO has endorsed some specialist BiP services. These core services are designed to help deliver efficiency savings for the public sector and improve knowledge transfer and best practice across both the public and private sector."

## Supply2.gov.uk

THE DEPARTMENT of Trade and Industry (DTI)'s Supply2.gov.uk portal was officially launched at the B2B London event at Earls Court 2 on 27 June.

In his opening address, DTI Minister Jim Fitzpatrick MP urged both government buyers and private sector suppliers to utilise the portal and take full advantage of the features and benefits it offers.

That is exactly what has happened since the launch, with thousands of registered users experiencing the benefits that Supply2.gov.uk has to offer.

Buyers can submit their lower-value contracts through the portal, free of charge, and catch the attention of the specialist suppliers that they have always wanted to target. That target audience has in fact now swollen to 16,000 suppliers, a figure that is growing every day.

The Supply2.gov.uk portal gives businesses a better opportunity to identify and bid competitively for relevant contract

opportunities. The portal is particularly useful for small businesses, and was created in response to recommendations made by the Better Regulation Task Force and the Small Business Council to enhance the competition for lower-value public sector business opportunities. Suppliers can receive notification, by a daily email alert, of opportunities appropriate to their business, in their chosen area, free of charge.

The Supply2.gov.uk portal can help buyers to achieve the most competitive bids for their contracts. Registering as a buyer is quick and easy to do, and helps to ensure that your organisation does not fall foul of the European Commission's stance that lower-value contract notices should be advertised to a degree adequate to ensure there is sufficient competition to deliver best value.

For more information on Supply2.gov.uk, or to register as a buyer or supplier, go to [www.supply2.gov.uk](http://www.supply2.gov.uk)

## Strathclyde Police aXcess savings

STRATHCLYDE POLICE is the latest organisation to benefit from BiP Solutions' Buyer Profile service aXcess.

The new Strathclyde Police portal went live in June and has already seen activity from suppliers interested in learning how to do business with Scotland's largest police force. The portal can be viewed at <http://strathclydepolice.g2b.info>

Buyer Profile sites can be used to enhance buyers' abilities to interact with suppliers in an electronic format. The new UK procurement regulations recognise the use of Buyer Profiles and any savings generated through their use could

potentially be reported back to central government.

Buyer Profiles can be utilised to provide suppliers with access to a list of all future, current and awarded procurement opportunities as well as all relevant information on areas such as contact points, procurement policies and procedures.

Already over 40 public sector organisations have commissioned BiP to develop and manage their Buyer Profile through the aXcess service. If you think that your organisation would benefit from a Buyer Profile, please contact [psst@bipsolutions.com](mailto:psst@bipsolutions.com) or call 0845 270 7090.

## Eventful time for SOPO

PREPARATIONS ARE well under way for the Society of Procurement Officers in Local Government (SOPO) Annual Conference and Exhibition which is being held at the Novotel London West Convention Centre, on 7 and 8 November 2006.

This event will provide a unique opportunity for both buyers and suppliers from across all areas of local government to meet and network and hear many thought-provoking presentations from senior personnel involved in procurement.

In addition to the two-day conference and seminar programme, delegates can explore the dedicated exhibition space, not only to learn about products and services relevant to them, but also to discover potential new suppliers and future opportunities.

Attended by leading personnel involved within procurement, from both the public and private sectors, this is an event not to be missed. It will provide an unrivalled platform for developing and accessing the local government procurement marketplace.

This year's SOPO Annual Conference is different in many ways from previous conferences; however, it has the same main aim – the improvement of procurement in local government and other locally provided services such as the police and housing.

SOPO will also be hosting its sixth Annual Awards for Outstanding Achievement in Procurement on the evening of 7 November at the Novotel, an award ceremony not to be missed.

### SOPO summer events

It has been a busy time of the year for SOPO, with a successful annual conference under their belt and the SOPO regional roadshows well under way.

The seventh SOPO/OGC Annual Conference and Exhibition was held at the Regent's Park Marriott, London on 7 July. The event is now well established as a leading forum for discussion and networking between local and central government procurement practitioners.

For further information about SOPO, please visit [www.sopo.org](http://www.sopo.org)

## Last call for SOPO Award entries

THE SOCIETY of Procurement Officers in Local Government (SOPO) is delighted to invite submissions for its sixth Annual Awards for Outstanding Achievement in Procurement.

Nominations for the awards can be made under four categories: County Council, Single Tier (Unitary) Authority, District or Borough Council and Other (which includes police authorities, the fire and rescue service and local government consortia). These award categories recognise the variety of approaches to procurement made by local authorities and provide smaller authorities with a fairer chance of winning.

Submitting an entry for the SOPO Awards can stimulate your staff's interest and help to generate team spirit, quite apart from raising the profile of procurement within your authority. Submissions can be made by an individual or team on behalf of their authority or consortium, and for any area of procurement work that they feel is worthy of consideration and recognition. Entries are neither confined to large or complex procurement nor restricted to members of SOPO, so there is no reason not to enter your work.

Trophies will be presented to all shortlisted entries as well as the outright winners at the SOPO Gala Dinner, which is to be held on the evening of the first day of the Annual Conference on 7 November 2006 at the Novotel London West Convention Centre.

*The criteria for judging the submissions will be:*

1. Did the work enhance the profile of procurement?
2. Were the aims and objectives clear/achieved?
3. Were cost savings achieved (process costs/total life costs)?
4. Did the work demonstrate innovation?
5. Did the work involve teamwork (staff/suppliers/end customer)?
6. Were there any other indirect benefits?
7. Was the submission well presented?

Make sure that this year you give your authority the opportunity to promote its procurement excellence by submitting a nomination.

Closing date for submissions is 31 August 2006.

For further details of the SOPO Awards, please contact Ken May, Director of ESPO and Secretary of SOPO, at [ken.may@espo.org](mailto:ken.may@espo.org). Alternatively, nomination forms can be requested from [helpdesk@sopo.org](mailto:helpdesk@sopo.org)

## Duncan Eaton joins BiP



BiP SOLUTIONS has announced the appointment of Duncan Eaton as a Non-Executive Director of the company.

Duncan joins BiP from his role as Chief Executive of the NHS Purchasing and Supply Agency (NHS PASA), an organisation that he had headed since its creation in 1999.

Duncan brings over 30 years' experience at various senior management levels in the healthcare sector and will work alongside the existing Directors of BiP Solutions to provide guidance and input into the company's strategy and overall direction. His in-depth knowledge of public sector procurement will provide the company with impartial independent advice in the future development of BiP products from a user perspective.

Prior to his work at NHS PASA Duncan was Director of Operations with North West Thames Regional Health Authority and Chief Executive of South Bedfordshire Health Authority. He is also Past President of the Chartered Institute of Purchasing and Supply and of the Health Care Supplies Association.

During his distinguished career, Duncan has been a member of various high-level committees and bodies, including the Health Industry Task Force, Ministerial Strategic Implementation Group, Health Inequalities Ministerial Task Force and Parliamentary Health Group.

In 2005, Duncan received the prestigious *Government Opportunities (GO)* magazine Lifetime Achievement Award to reflect over 30 years' service to healthcare procurement.

Ron Burges, CEO of BiP Solutions, said: "We are delighted that someone with Duncan's experience, reputation and standing within public procurement will be joining us at this important stage in the company's development. To attract a person of Duncan's calibre and profile is fantastic for BiP, and we believe Duncan has much to offer.

"Duncan's appointment is an integral part in the development of the company."

## Are you prepared for change?

MAKEYOUR autumn a busy and exciting season by registering for some top procurement events.

### Deploy your defences

The Deploying Defence Procurement Conference and Exhibition, organised by BiP Solutions, will take place at the Marriott Grosvenor Square, London on 5 October 2006.

This conference will provide suppliers large and small, new and established with a better understanding of current and future defence procurement developments and initiatives.

Speakers for the day include keynote speaker Burkard Schmitt, defence expert at the European Commission; Steve Davies, Purchasing Director, Thales; Howard Gibbs, Head of DESO Small Business Unit; Jack Hawkins, Vent-Axia; Phil Margerison, Head of MoD Defence Suppliers Service; Tim Martin, Defence Industry Commercial Co-ordinator, DMA; Simon Moon, Managing Director of Defence Systems, Atkins; Nigel Strutt, Director of International Trade Development at Lockheed Martin; Glenys Wolstenholme, Director of Marketing at DDA; Geoff Phillips, Director Defence, Alfred McAlpine Business Services; and John Seale MBE, Defence Industry Commercial Coordinator at DMA.

For further information, or to register for this event, visit [www.modconference.co.uk](http://www.modconference.co.uk)

### Executive decisions

The Scottish Executive Procurement Directorate National Conference and Exhibition will take place at the Scottish



Exhibition and Conference Centre (SECC), Glasgow on 31 October 2006.

This is the second public sector procurement conference to be organised by the Scottish Executive in partnership with BiP Solutions. It provides a forum for those with an interest in public procurement to hear about and discuss current issues and to network with others from across the whole of the Scottish public sector.

This year the programme will cover topics such as the McClelland Report, with views on how it is being implemented from organisations in local government and health as well as from John McClelland himself. Other topics are expected to include corporate social responsibility in procurement, collaborative procurement, new Scottish regulations and working with SMEs.

The event also provides an opportunity for suppliers to the Scottish public sector to learn more about the procurement agenda.

For further information, or to register for this event, email [www.scottishppc.com](http://www.scottishppc.com)

## NPS EVENTS GUIDE

Conferences, exhibitions and seminars aimed at procurement professionals.

### SEPTEMBER-NOVEMBER 2006 INTRODUCING EFFECTIVE SUPPLY CHAIN MANAGEMENT

5 Sep Bristol  
22 Nov London

### SEPTEMBER-OCTOBER 2006 A BEGINNER'S GUIDE TO EU REGULATIONS

6 Sep Bristol  
5 Oct London

### 13 SEPTEMBER 2006 AUTHORITIES BUYING CONSORTIUM (ABC) CONFERENCE & EXHIBITION

Hampden Park, Glasgow

### SEPTEMBER-OCTOBER 2006 THE CHANGING FACE OF PUBLIC TENDERING

14 Sep London  
18 Oct Manchester

### SEPTEMBER-NOVEMBER 2006 PREPARING PERFECT TENDERS

20 Sep London  
29 Nov Birmingham

### SEPTEMBER-NOVEMBER 2006 WINNING CONTRACTS – UNDERSTANDING ELECTRONIC TENDERING TECHNIQUES

20 Sep Manchester  
29 Nov London

### 21 SEPTEMBER 2006 UNDERSTANDING THE NEW OJEU CONTRACT NOTICE PROFORMA FOR THE STATUTORY INSTRUMENTS 2006 (No. 5 & 6)

Hilton Green Park, London

### SEPTEMBER-OCTOBER 2006 APPLYING BEST PRACTICE CONTRACT AND PERFORMANCE MANAGEMENT

21 Sep Birmingham  
17 Oct London

### SEPTEMBER-OCTOBER 2006 HOW TO DELIVER SUSTAINABILITY IN PUBLIC SECTOR CONSTRUCTION CONTRACTS

26 Sep London  
12 Oct Manchester

### SEPTEMBER-NOVEMBER 2006 PERFECTING COMPLIANT EVALUATION PROCESSES

26 Sep Glasgow  
28 Nov Birmingham

### 27 SEPTEMBER 2006 SELLING TO THE NHS

Renaissance Hotel, London Heathrow

### OCTOBER 2006 AN INTRODUCTION TO NEW PURCHASING TECHNIQUES

4 Oct London  
19 Oct Manchester

BiP Solutions hosts a wide range of events to aid the public procurement community. Visit [www.bipsolutions.com/events](http://www.bipsolutions.com/events) to view the full list.

To book visit [www.bipsolutions.com/events](http://www.bipsolutions.com/events) or contact our **Events Team** at BiP on **0845 270 7095** or email [events@bipsolutions.com](mailto:events@bipsolutions.com)

## Earn PASS marks for your procurement skills



DURING THE summer months you may find that you finally have time to arrange in-house training on those areas of procurement that you are perhaps unsure of. From an overview of the new OJEU proformas to the implications of the Freedom of Information Act, you may be surprised at just how low the cost of in-house training can be.

For the relative cost of sending two or three delegates out of office to a seminar BiP Solutions' PASS service can provide a highly

skilled procurement consultant who will deliver a training package tailored to address the key issues that affect your organisation in the comfort and convenience of your own office. Bespoke training is normally not possible at large events due to the numbers attending and time constraints.

Don't let the summer go by without taking the opportunity to improve your procurement skills. Call PASS on **0845 270 7055** or email [pass@bipsolutions.com](mailto:pass@bipsolutions.com)

## Heading up

ALEX LUNGLEY has been appointed as the new Head of Marketing at BiP Solutions.

Alex reports directly to Sales and Marketing Director Simon Burges.

His marketing career encompasses nine years with the Japanese consumer electronics giant Sanyo. He spent three years as the Sanyo UK Brand Manager, where he took brands from obscurity to number one position. Alex also spent three years in marketing roles with Panasonic UK and SmithKline Beecham UK.

Alex said: "In BiP's business environment ensuring the right products are aimed at the right



organisations is not only key to ensuring that BiP's marketing activities are executed in the most efficient manner, but is also essential in the combined success and development of the company's entire brand portfolio."

At BiP he leads a new team of three brand managers who are responsible for marketing the company's portfolio of public and private sector services.

With his new team, Alex aims to ensure that BiP's future business successes are marketing-led.

Alex can be contacted on **0141 270 7411** or [alexander.lungley@bipsolutions.com](mailto:alexander.lungley@bipsolutions.com)

## Top Tip

IN PREVIOUS issues we have alerted you to the fact that OJEU notice titles are generated by the European publication house OPOCE using the first CPV code you list within the contract. Accordingly, if you do not wish a completely irrelevant title to be added to your notice, it is essential that the CPV code that best describes the service you offer is listed first. A new directory of CPV codes is currently being compiled and this will be implemented in the coming months.

Our top tip this month is, therefore: unless you use an electronic service to create your notices, make sure by checking on the BiP marketplace website ([www.bipsolutions.com](http://www.bipsolutions.com)) that the CPV codes you plan to use are still current. If you use Project we ensure all codes are correct so you have no need to worry.

Scrutiny by the EU is increasing. It is therefore vital that you ensure your contract notices are carefully and compliantly compiled. Using an electronic system such as Project ([www.bipsolutions.com/Delta/project.html](http://www.bipsolutions.com/Delta/project.html)) can help. Project is responsible for delivering more contract opportunities for OJEU publication than all the other UK service providers put together and is fully supported by a dedicated helpdesk.

## IN AUGUST'S ...



### GOVERNMENT OPPORTUNITIES

- Paul O'Brien, Chief Executive of the Association for Public Service Excellence, focuses on shared services in local government
- The emergency services are the subject of our Focus On section, with contributions from Firebuy, PITO and the MoD
- Outsourcing document storage is helping local authorities achieve archiving efficiency, explains Steve Holland of DeepStore
- GO Interview – David Smith, Commercial Director, Department for Work and Pensions

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