

NPS



BiP's NEWSLETTER FOR THE PROCUREMENT SERVICE

ISSUE 44 APRIL/MAY 2006

A library of knowledge at your fingertips helping you deliver Best Practice Procurement



For further details on the PASS Manual email: pass@bipsolutions.com

New Memo Board developed

BiP SOLUTIONS' Procurement Advice and Support Service (PASS) has developed a companion to its Thresholds Memo Board showing buyers how timescales can now be reduced following the introduction of the new Procurement Regulations into UK law.

The new Memo Board shows how the use of PINs, XML notices and Buyer Profiles can help reduce timescales.

Did you realise, though, that when issuing a PIN under the Restricted procedure you can now no longer reduce the tender response period to 26 days, but only to 36 days?

You need to ensure that vital information like this is available to your organisation, to be certain that you don't fall foul of the legislative changes. To assist you with this, PASS is happy to provide you with complimentary copies of both Boards with NPS.

If you require further copies please contact PASS on **0845 270 7055** or email pass@bipsolutions.com

Contrax Weekly goes from strength to strength

BiP SOLUTIONS' *Contrax Weekly* (CW) publication, long established as the leading paper source of public sector contracts, has surged yet further ahead of the field.

New independent research conducted by Marketing Management International over an 8-week period from January to February 2006 shows that CW contains on average 120% more UK contracts than the Official Journal of the European Union (OJEU); indeed one issue researched carried over 600% more UK contracts than the OJEU. As if that was not news itself, CW's sister publication *Contrax Weekly Ireland* (CWI) – likewise the leading paper source of public sector contracts for Northern Ireland and the Republic of Ireland – has surged even further ahead. Containing on average 400% more Northern Ireland and Republic of Ireland contracts than the Official Journal, one issue researched carried over

1000% more Irish contracts than the OJEU.

These figures confirm that CW and CWI are a great source of UK and Republic of Ireland contracts, and deliver many additional opportunities to do business with government over and above the OJEU. They demonstrate the benefit of BiP's dedicated contracts research team, who every day search hundreds of newspapers, trade magazines and websites on subscribers' behalf.

To find out more about CW and CWI, visit www.tendermatch.co.uk



New Chairman for Health Care Supplies Association

AS JOHN SMITH's term draws to a close as Chairman of the Health Care Supplies Association it has been announced that John Effingham, Senior Collaborative Development Manager at NHS PASA, will take over the reigns from April 2006.

Mr Smith, Health Strategy Consultant at South West London Health Authority, has been Chairman of the Association for two years and will go on to take up the role of Executive Director within the Association.

Talking of his time as Chairman of the Association, Mr Smith said: "Over the last two years we have managed to move the Association back to one of its main aims which is 'to promote, maintain and seek continuously to improve professional standards and training relating to supplies and associated services within the health care sector.'"

He went on to say: "As well as the Summer School and the Annual Conference we have held a series of highly successful seminars which have been attended by over 300 healthcare supplies staff. Our aim, in the future, should be to build on this success."

The Association promotes the work of supplies staff at all levels, arranges training events and seminars, organises and sponsors educational and travel awards and hosts and promotes a high-profile annual conference.

For more information on the Association visit <http://www.healthcaresupplies.org.uk>

Sowing the seeds for growth

BiP SOLUTIONS is delighted to announce that it has signed a new three-year contract with the Society of Procurement Officers in Local Government (SOPO). SOPO is the UK's leading organisation for those involved in local government procurement, and BiP will continue to provide a broad range of services on its behalf – including production of its website (<http://www.sopo.org>), publication of the annual yearbook, marketing of SOPO's services and management of its annual conference.

SOPO has gone from strength to strength since its inauguration in 1997 and recently welcomed its 2300th member. The Society is open to all local government procurement professionals, with corporate membership allowing private sector members to gain invaluable assistance through various media, including guidances.

In 2005 SOPO opened its doors to Elected Members who have an interest in local government procurement, particularly those with Portfolio and Scrutiny responsibility for the activity. The new contract will see SOPO open its doors to



further membership categories as well as developing the benefits for existing members.

SOPO Chief Executive Peter Howarth said: "We are delighted to be continuing our partnership with BiP and hope that it will continue to be of great benefit to both organisations and most importantly our members."

For more information on SOPO, or if you would like to become a member, visit <http://www.sopo.org>

XML factor

THE USE of Buyer Profiles has been strengthened by the new UK Procurement Regulations which recognise the use of dedicated websites for public procurement information and allow reduced tendering timescales for organisations using them.

Organisations who have taken advantage of this in the last month include Ofgem (<http://ofgem.g2b.info>), Stevenage Borough Council (<http://stevenage.g2b.info>), the Scottish Qualifications Agency (<http://sqa.g2b.info>) and Restormel Council (<http://restormel.g2b.info>), who have all published Buyer Profiles through BiP Solutions' market-leading Project service.

As Project uses an XML feed, organisations can take seven days off the selection stage of the procurement process (or tender stage using the Open procedure). The XML notices are automatically populated onto the Buyer Profile reducing any administration burden normally associated with web pages. The Profile can also be used to publish low-value contracts at virtually no cost. This both protects the buyer against possible infringement cases brought by the EC and reduces the costs normally associated with publishing these notices in the local press or trade journals (which could be up to £400 per advert).

For information on what should be included in a Buyer Profile contact BiP's Public Sector Solutions team on **0845 270 7090** or email sales@delta-ets.com

Efficiency through collaboration

THE DEMANDS on public sector procurement have intensified in recent years; the Byatt Report, the National Procurement Strategy for Local Government and the Gershon Report have served to emphasise the importance of effective procurement in delivering high-quality, value-for-money services.

To address these demands, the London Contracts and Supplies Group (LCSG) is hosting its third annual conference, 'Efficiency Through Collaboration', at the Marriott Hotel, Grosvenor Square on 25 May. With speakers including Ken Cole, Regional Director, London Centre of Excellence and David Rossington, Director of Efficiency Programme, OGC, this event is definitely not one to miss.

For further details and booking information, visit <http://www.bipsolutions.com/events/lcsg06/index.htm>

Making a PASS



THE PROCUREMENT Advice and Support Service (PASS) team at BiP Solutions has produced a series of guidances containing invaluable information on many aspects of UK public sector contracting.

These guidances cover subjects ranging from the Consolidated Procurement Directive 2004/18/EC to expert contractual dispute mediation services, and from building a business case for e-tendering to EU-related public procurement infringement cases.

The full list of guidances available is as follows:

- Use of Select Lists and Supplier Accreditation Services
- Low Value Contract Advertising
- The Alcatel Judgement
- An Insight into the Implications and Effect of the Freedom of Information Act on Public Procurement
- Public Procurement Directive 2004/18/EC Definitions and Articles
- EC Public Procurement Related Infringement Cases
- A Guide to Developing Green and Social Procurement Strategies

- Expert Contractual Dispute Mediation Services
- Business Case for eTendering
- Contract Notice Proformas for the OJEU in Compliance with Procurement Directives 2004/18/EC and 2004/17/EC
- European Commission Requirements for Conducting Public Procurement Using Electronic Means under Procurement Directives 2004/18/EC and 2004/17/EC

Also available shortly will be two new guidances, which can be pre-ordered:

- Directive 2004/17/EC of the European Parliament and of the Council of 31/3/2004 Coordinating the Procurement Procedures of Entities Operating in the Water, Energy, Transport and Postal Services Sectors
- A Guide to Helping SMEs

The guidances have a cover price of £60.00; however, NPS readers can obtain copies free of charge by emailing their requests to psst@bipsolutions.com

Another successful collaboration...

INCREASED AWARENESS and collaboration has seen the Central Buying Consortium (CBC) go from strength to strength each year since its inception in 1991, and the Consortium's 2006 Annual Conference and Exhibition – Collaboration across the Public Sector – held on 16 March, has certainly built upon this success.

This year's theme of 'collaboration across the public sector' is critically important for everyone engaged in public procurement as it is paramount that all buyers seek to provide the best value for money.

The importance of collaboration was emphasised at the Conference by a host of impressive speakers including keynote speaker Sir Peter Gershon and Interim Chief Executive of Firebuy, Terry Brewer. Mr Brewer spoke of the importance of collaboration within the fire and rescue services and wider government and concluded: "it's a good time to be in procurement with regards to collaboration". This was bolstered by Sir Peter's presentation which highlighted the changes adopted by central and local government since his Efficiency Review, stating that the Review is "still high on the agenda



within the civil service, with the Prime Minister and Deputy Prime Minister still taking a keen interest".

The event focused not only on the success of CBC's initiatives and programmes but also on how small businesses can gain better access to the government marketplace. Ian Williams of the Small Business Service emphasised that "small and diverse businesses can provide better service and more innovation, and can be cheaper or more responsive due to their lack of management overheads".

The countdown is on **supply2.gov.uk** supplier route to government

THE NEW Supplier Route to Government portal is on course for a spring launch. The official date for the launch of the portal, known as **supply2.gov.uk**, will be announced soon. The URL for the portal is **www.supply2.gov.uk**

Developed by the Small Business Service (SBS) and the Office of Government Commerce (OGC), **supply2.gov.uk** will enable all organisations across the public sector to publicise their lower-value contract notices on the portal and all businesses will have access to lower-value contracts from across the public sector in a single location.

The launch is eagerly anticipated by small and medium-sized enterprises which are well positioned to provide the many services required by all areas of the public sector.

Usability testing sessions with users from both the public and private sectors have provided excellent feedback which is helping shape the portal. In addition a series of valuable User and Stakeholder forums hosted by BiP Solutions, the service provider for the portal, have taken place in recent weeks.

Be sure to register on **www.supply2.gov.uk** to publicise your lower-value contract notices free of charge and gain access to a wider range of goods and services from suppliers keen to compete for government business.

Executive decision

THE SCOTTISH Executive has announced its second Scottish Public Sector Procurement Conference & Exhibition. The one-day event, which is due to be held at the Scottish Exhibition and Conference Centre in Glasgow on 31 October 2006, will feature a keynote address from the Scottish Minister for Finance and Public Service Reform, Tom McCabe.

The event will be organised and managed by BiP Solutions, who were recently awarded a three-year contract, with a possible two one-year extensions, to provide event management services to the Scottish Executive.

The Scottish Executive is the devolved government for Scotland and is responsible for most of the issues of day-to-day concern to the people of Scotland, including health, education, justice, rural affairs and transport, whilst managing an annual budget of more than £27 billion in financial year 2005-06, a figure which is due to rise to over £30 billion in 2007-08.

For more information on this event or to enquire about BiP's event management services please contact **events@bipsolutions.com**

EC consults on updated classification system for public contracts

THE EUROPEAN Commission is asking public authorities and businesses for their views on an updated version of the Common Procurement Vocabulary (CPV), the EU-wide classification system for public procurement contracts. CPV Codes help all EU businesses to easily identify public procurement contracts offered by any EU public authority, irrespective of the original language of the tender notice, thereby increasing competition, efficiency and transparency.

The updated version of the CPV takes account of recent market developments and new possibilities offered by electronic procurement, such as structuring and analysis of expenditure and compilation of statistics. The results of the consultation, which is in the form of an online questionnaire, will contribute to the final version of the updated CPV.

The questionnaire is available at: **http://simap.eu.int**

Filling in the buyer's blanks

BiP SOLUTIONS' PASS consultancy service has seen an increase in the number of buyers asking questions about the new UK Procurement Regulations.

Frequently asked questions include:

- How can I reduce my tendering timescales?
- What changes have been made to Frameworks?
- What are the social and environmental changes and how can I adopt them?
- What is the difference between a Negotiated and a Competitive Dialogue procedure?
- When should I use a Dynamic Purchasing System?
- What are the implications for central purchasing bodies?

To answer these or any other questions or concerns your organisation has, PASS offers a range of in-house training solutions covering everything from how to let contracts, through to the OJEU proformas and new purchasing techniques. Recent training courses have been provided for Yorkshire Purchasing Organisation, Greater Manchester Collaborative Procurement Hub, Strathclyde Passenger Transport and the Forestry Commission.

To find out which course best suits your requirements, contact the PASS team on **0845 270 7055** or email **pass@bipsolutions.com**



GOing...

TIME IS running out to get your nominations in for the 2006 Government Opportunities (GO) Excellence in Public Procurement Awards. The deadline for nominations has been extended to 14 April – so if you have not yet played your part in recognising excellence, you'd better move fast!

The GO Awards are being held in conjunction with National Public Procurement Practitioners Day (N3PD) on 6 June at One Great George Street, London. The GO Awards celebrate the success of individuals and teams working within procurement. Last year the quantity and quality of entries to the Awards marked a significant step forward and this year the Awards have gone further still with two new categories added: Young Procurement Professional of the Year and Best Small Supplier Innovation. Combined with the existing Awards that recognise individual and team excellence, lifetime achievement, best service and contributions to the e-Government and Sustainability agendas, the new categories mean that the GO Awards are now more representative of the full spectrum of public procurement activities.

Awards only work, however, with the involvement of those who feel their efforts deserve recognition.

To receive a copy of the nomination form, simply complete your details on the back of NPS and send to FREEPOST BiP. For further details on N3PD, visit **www.n3pd.com**





NATIONAL PUBLIC
PROCUREMENT
PRACTITIONERS DAY
2006

Your nomination counts – don't miss out.

REGISTER YOUR interest to submit a nomination today and ensure that you receive the recognition you deserve.

Once we have received your details we will issue via email the nomination form(s) for the appropriate category(s).

GO Lifetime Achievement Award

Open to: All individuals who have had an extensive career within public procurement in the UK public sector.

GO Individual Excellence Award

Open to: All individuals working within a procurement function within the UK public sector.

GO Team Excellence Award

Open to: A group of individuals who work as a team, or who have been responsible for a specific procurement project within the UK public sector.

GO Sustainability Award

Open to: All UK public sector authorities.

GO e-Government Award

Sponsored by Visa

Open to: All UK public sector authorities.

GO Best Service Award

Open to: Private sector or third sector/voluntary organisations of all sizes which have delivered a contract requirement in partnership with the public sector.

Endorsement of the buyer (public sector) is required for entries in this category as the Award recognises the achievements of all partners.

GO Young Procurement Professional Award

Open to: All public sector procurement staff under the age of 30 at 6 June 2006.

GO Small Supplier Innovation Award

Sponsored by supply2.gov.uk

Open to: Small businesses (defined as having fewer than 50 employees and/or a turnover of under £5 million) which have a current contract with a public sector organisation.

Endorsement of the buyer (public sector) is required for entries in this category as the Award recognises the achievements of all partners.

Title

Forename

Surname

Position

Organisation

Email

Please complete and return this application form to FREEPOST BiP or fax to 0141 331 2792.

FREEPOST BiP



POSTAGE
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REQUIRED

NPS

Top Tip: contract advertising costs

THE RECENTLY introduced Scottish procurement Regulations bring into force the new EC Consolidated Procurement Directives and make it a requirement that all contract opportunities, no matter what their value, must, in normal circumstances, be advertised. The Regulations interpret the European Court of Justice's obligations on all EU Member States.

With the introduction of the new Small Business Service web portal at www.supply2.gov.uk, advertising need no longer be a problem. supply2.gov.uk allows you to create and disseminate your contract announcements free of charge. An added benefit is that all businesses within your local area registered with the service will receive email notification of your contract announcements free of charge.

So this month's Top Tip is: reduce your contract advertising costs and help your local business community by using supply2.gov.uk for all your contract announcement requirements.

IN MAY'S ...



GOVERNMENT OPPORTUNITIES

- Neil Bentley, Director of Public Services at the CBI, discusses how a built-in bias in the public procurement process is distorting best value.
- Dave Prentiss, General Secretary, UNISON, advises on the downside of the relocation of outsourced Westminster Council staff to Scotland.
- APSE explains how procurement is fundamental to creating sustainable living communities.

(Contents subject to change)

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NPS EVENTS GUIDE

Conferences, exhibitions and seminars aimed at procurement professionals.

APRIL-MAY 2006

THE CHANGING FACE OF PUBLIC TENDERING

19 Apr London 18 May Birmingham

APRIL-JUNE 2006

HOW TO LET COMPLIANT PUBLIC CONTRACTS

20 Apr London 15 Jun Birmingham

APRIL-JUNE 2006

PERFECTING COMPLIANT EVALUATION PROCESSES

20 Apr Bristol 22 Jun London
3 May Manchester

25 APRIL 2006

HELPING SMES

Glasgow Marriott

APRIL-JUNE 2006

LETTING CONTRACTS BY APPLYING THE NEW PUBLIC PROCUREMENT CONTRACT REGULATIONS

25 Apr London 8 Jun London
23 May Birmingham

APRIL-MAY 2006

UNDERSTANDING THE NEW OJEU CONTRACT NOTICE PROFORMAS FOR EU DIRECTIVE 2004/18

27 Apr London 24 May Birmingham

MAY-JUNE 2006

AN INTRODUCTION TO NEW PURCHASING TECHNIQUES

2 May Manchester 21 Jun London

MAY-JUNE 2006

DELIVERING SOCIAL, ENVIRONMENTAL AND SUSTAINABLE PROCUREMENT

9 May Glasgow 7 Jun London
17 May Manchester

MAY-JUNE 2006

HOW TO WIN TENDERS

10 May London 15 Jun London

MAY-JUNE 2006

PREPARING PERFECT TENDERS

11 May Glasgow 22 Jun London
25 May Leeds 28 Jun Manchester
21 Jun Bristol

MAY-JUNE 2006

HOW TO PROTECT YOUR COMMERCIAL INTERESTS WHEN TENDERING

16 May Manchester 8 Jun London

25 MAY 2006

LCSG ANNUAL CONFERENCE AND EXHIBITION

London Marriott, Grosvenor Square

6 JUNE 2006

NATIONAL PUBLIC PROCUREMENT PRACTITIONERS DAY (N3PD)

One Great George Street, Westminster, London

20 JUNE 2006

SELLING TO PUBLIC SECTOR CONSORTIA

London Marriott, Maida Vale

28 JUNE 2006

EFFECTIVE CONTRACT DISPUTE MANAGEMENT AND RESOLUTION

Renaissance Hotel, London Heathrow

To book visit www.bipsolutions.com/events or for further information on advertising your event in this newsletter, contact our Events Team at BiP on 0845 270 7095 or email events@bipsolutions.com