

# NPS

BiP's Newsletter for the Procurement Service  
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## Meet BiP staff...

### Garry Taylor, Distribution Manager

GARRY JOINED BiP Solutions in September 1997, having previously worked in engineering. Since joining BiP, he has progressed from distribution assistant to Distribution Team Manager.

Garry and his team are responsible for despatching **Government Opportunities (GO)** and **MOD Defence Contracts Bulletin (MOD DCB)** magazines as well as BiP's marketing promotional materials. The team is also responsible for co-ordinating events collateral and literature and printing **Contrax Weekly** magazine – still the only publication of its type after 25 years.

For further information regarding BiP Solutions events, please visit: [www.bipsolutions.com/events](http://www.bipsolutions.com/events)



## Countdown to 2010 – The clock is ticking

THE GLOVER REVIEW – commissioned at the time of the 2008 Budget to make it easier for Small and Medium-Sized Enterprises (SMEs) to supply to the public sector – recommended that by 2010, the public sector tendering process should be carried out electronically, with all contracts above £20,000 being advertised online within standard indicative contract value ranges.

The report also recommended that details of all contract award deeds should be published online in a standard format within 48 days of contract signature, and that opportunities suitable for SMEs should be flagged by the procurer during the advertising process.



The good news is that BiP's **Project** e-notice contract creation service allows you to meet the requirements of the report and more NOW – well in advance of the 2010 deadline.

Project is a key interoperability partner of the Enterprise Directorate's **Supply2.gov.uk** portal; and, when used alongside other tools in BiP's highly regarded **Delta** electronic tendering suite, meets all the recommendations of the Glover Review regarding transparency and simplicity.

## BiP and Scottish Government in MS charity partnership



BiP's Marketing and Sales Director Simon Burges (far right) presents a cheque for £10,000 to Glenda Mackenzie (second from left) of MS Scotland

A CHARITABLE joint venture between BiP Solutions and the Scottish Government has donated £10,000 to the Multiple Sclerosis Society Scotland – the country's largest charity for people affected by MS.

The donation represents a percentage of the revenue from BiP's hugely successful **Procurex 2008 Exhibition and Conference**, and marks the second annual charitable contribution from the partnership.

At this year's ceremony at BiP's prestigious new Medius building headquarters in Glasgow's Pacific Quay on 3 April, BiP's Marketing and Sales Director Simon Burges presented the cheque to Glenda Mackenzie of MS Scotland, who were selected as the worthy recipient by Scottish Government Finance Secretary John Swinney.

For more information on BiP's corporate responsibilities, please visit: [www.bipcorporate.com](http://www.bipcorporate.com)

**BiP Solutions can help you meet the Glover Review recommendations**

**To celebrate our 25th anniversary, BiP is offering customers an exclusive offer on this acclaimed product. To take up this offer, please visit: [www.bipsolutions.com/nps25offer](http://www.bipsolutions.com/nps25offer)**



[www.bipsolutions.com](http://www.bipsolutions.com)

**TO CELEBRATE 25 years of trading, BiP Solutions is delighted to offer a range of promotions on our public sector products and services.**

Take advantage of a reduced rate on one or all of the following:

- **Delta e-tendering suite (Project, Select, aXcess and Vault)**
- **GO Conferences**
- **PASS Procurement Manual**
- **PASS Events**



See page 4 for these exclusive offers or visit: [www.bipsolutions.com/nps25offer](http://www.bipsolutions.com/nps25offer)

## Across the board— Delta-ets chosen by array of public sector decision makers



AFTER A successful year's trial to benchmark and test **Vault** – BiP Solutions' **Delta-ets** module for the secure transfer of both high- and lower-value tender documentation – the National Audit Office has decided to purchase the service for a further three years. Vault facilitates all EU procurement procedures – open, restricted, negotiated and accelerated – as well as lower-value contracts.

BiP's renowned Delta suite of electronic tendering solutions is used for handling the full life cycle of the procurement process, from initial notification of requirements, calls for Expressions of Interest and the issuing of Invitations to Tender, to receiving and evaluating the final tenders, including optional reverse auctions.

Delta's **aXcess** buyer profile module, a dedicated online area containing procurement-related information, has been chosen to represent two newly formed government agencies. The Care Quality Commission – an amalgamation of the Commission for Social Care Inspection, the Healthcare Commission and the Mental Health Act Commission – has recently opted to purchase the service; as has the Food and Environment Research Agency, created from seven divisions in Defra.

It is testament to the high esteem in which Delta-ets is held throughout the public sector that new agencies should choose to marry their potential future success to BiP's unparalleled procurement expertise.

For more information on Delta-ets, please visit: [www.delta-ets.com](http://www.delta-ets.com), or call on **0845 270 7050**

## National GO Awards deadline extended



Last year's winners of the National GO Excellence in Public Procurement Awards

DUE TO overwhelming interest and a huge volume of entries, **Government Opportunities (GO)** magazine, published by BiP Solutions, is delighted to announce that the deadline for nominations for the prestigious **National GO Excellence in Public Procurement Awards 2009** has been extended until 20 April.

The GO Awards will be held in conjunction with **National Public Procurement Practitioners Day (N3PD) 2009** on 4 June at the Institution of Civil Engineers, One Great George Street, London. The event offers the ideal platform for procurement professionals to come together, celebrate their successes, and reward industry excellence.

### New speaker announced



Nigel Smith

Chief Executive of the Office of Government Commerce (OGC) Nigel Smith has been confirmed as a keynote speaker at the national GO Awards and N3PD 2009.

With a wealth of commercial and procurement experience and a proven track record leading successful national and global businesses, Mr Smith will join previously confirmed speaker, Michael O'Higgins, Chairman of the Audit Commission to deliver his address to hundreds of delegates in attendance on 4 June 2009. He follows in the footsteps of previous distinguished speakers addressing the national GO Awards, including Chairman of the BBC Trust Sir Michael Lyons; former Minister for the Third Sector Phil Hope MP; Deputy Leader of the Liberal Democrats Vince Cable MP; and UK Business Ambassador for UK Trade & Investment and former CBI Director-General Sir Digby Jones.

Now is your last chance to nominate entries to the national GO Awards – take advantage of the extended deadline above and visit [www.goawards.co.uk](http://www.goawards.co.uk) to request your entry form.

The national GO Awards 2009 categories are:

- **GO Excellence in Sustainability and Social Procurement Award**
- **GO Best Collaborative Procurement Exercise Award**
- **GO Best Small Business or Third Sector Service Provider Award**
- **GO Best Service Award**
- **GO Best Procurement Innovation or Initiative Award**
- **GO Young Procurement Professional Award**
- **GO Individual Excellence Award**
- **GO Team Excellence Award**
- **GO Lifetime Achievement Award**

For further information on the national GO Awards 2009, please visit [www.goawards.co.uk](http://www.goawards.co.uk); and for information on N3PD, please visit [www.n3pd.com](http://www.n3pd.com) to ensure you have a greater chance of winning an Award, a best practice document is available on the website at [www.goawards.co.uk](http://www.goawards.co.uk) to guide you through the application process.

## Events Diary

For further information on advertising your event contact the Events Team at BiP on **0845 270 7095** or email [events@bipsolutions.com](mailto:events@bipsolutions.com)

### An Introduction to Negotiation

21 Apr – Manchester  
14 May – London  
20 May – Birmingham

### GO Conferences Scottish

**SME Procurement Conference**  
22 Apr – Thistle Hotel, Glasgow

### Perfecting Compliant

**Evaluation Processes**  
22 Apr – London  
13 May – Birmingham

### Writing a Procurement

**Specification**  
22 Apr – Birmingham  
21 May – Manchester  
24 Jun – London

### The Sustainability Agenda

**in Procurement**  
23 Apr – Manchester  
2 Jun – Birmingham

### How to Perfect Your

**Tender Exercise**  
23 Apr – Birmingham  
3 Jun – London  
11 Jun – Manchester

### SOPo Scotland Conference

28 Apr – Murrayfield Stadium, Edinburgh

### A Guide to EU Regulations

28 Apr – London  
19 May – Birmingham

### Applying Best Practice Contract

**and Performance Management**  
29 Apr – London  
26 May – Birmingham

### Supplier Relationship

**Management**  
30 Apr – Birmingham  
12 May – Manchester  
23 Jun – London

### Procurement –

**The Latest Issues**  
6 May – Manchester  
10 Jun – Birmingham  
16 Jun – London

### Connecting to the Hub

6 May – Basingstoke  
7 Jul – Newmarket

### Understanding EU Procurement

**– A Scottish Perspective**  
12 May – Edinburgh

### How to Win Tenders

13 May – Heathrow  
3 Jun – Harrogate  
16 Jun – Manchester

### Preparing Perfect Tenders

28 May – London  
2 Jun – Glasgow

### National GO Awards 2009

4 Jun – One Great George Street, London

### Pre-Qualifying for Tenders –

**The First Hurdle to Success**

17 Jun – London

### Understanding Procurement

**Reform – Winning Contracts in Scotland**

17 Jun – Glasgow

### Selling to Defence

18 Jun – London

### GO Conferences Scottish

**Sustainable Procurement Conference**

23 Jun – Edinburgh

### London Contracts and Supplies

**Group Annual Conference 2009**

24 Jun – Marriott Grosvenor Square, London

### Scottish Government Fifth

**National Public Procurement Conference**

28 Oct – SECC, Glasgow

### Procurex 2009

28-29 Oct – SECC, Glasgow

### GO Business Summit 2009

29 Oct – SECC, Glasgow

### Health Care Supply Association

**Annual Conference and Exhibition 2009**

4-5 Nov – Hilton Deansgate, Manchester

### SOPo Annual Conference

**and Exhibition 2009**

11 Nov – Hilton Deansgate, Manchester

# GOing electronic

## GOVERNMENT OPPORTUNITIES

**(GO)** magazine, published by BiP Solutions, is now available in e-book format, meaning you can access this celebrated source of procurement-related news and features online.

GO is the publication of choice for procurement influencers and decision makers throughout the public sector. If you have not yet subscribed, do so now by visiting the GO website at: [www.govopps.co.uk](http://www.govopps.co.uk)

A copy of the latest edition is available on the GO website, and follows the same layout as the paper version, with the advantage of being interactive and eco-friendly. The e-book is extremely user-friendly, and can be navigated using either the on-screen icons or your computer's cursor keys.

GO is currently trialling the e-book as we would like to gauge customers' opinions before the service becomes a permanent fixture. Your views are extremely important to us, so whether



you like the new e-book or prefer the paper version, please provide us with your feedback or any other thoughts on the system by emailing: [feedback@govopps.co.uk](mailto:feedback@govopps.co.uk)

**GO is free upon request for those directly employed by public sector organisations in a procurement orientated role (terms of controlled circulation apply). Suppliers can subscribe to GO for just £50.40 for nine issues. More information can be found at: [www.govopps.co.uk](http://www.govopps.co.uk)**

## GO Conferences presents...

**Scottish SME Procurement Conference 2009 – Rising to the Challenge**  
22 April - Thistle Hotel, Glasgow  
Supported by the Scottish Government

SINCE PUBLICATION of the McClelland Review of Public Procurement in Scotland in 2006, the Scottish Government and the Public Procurement Reform Programme have been taking steps to ensure that all Scottish suppliers are able to compete on a level playing field for public sector contract opportunities. Work is ongoing to ensure that Scotland has a competitive supply base and that public procurement is open to innovation and encourages businesses.

Suppliers attending the Scottish SME Procurement Conference 2009 – Rising to the Challenge, will hear from the Procurement Centres of Expertise on the many business opportunities available within the public sector.



Information on the funding and support available to SMEs will be provided by business support organisations across Scotland, including the Supplier Development Programme, BusinessClub Scotland, CBI SME Council, Small Business Consortium and Business Gateway.

The event will be held at the Thistle Hotel, Glasgow on 22 April.

For further information, or to register your interest, visit:

[www.goconferences.co.uk](http://www.goconferences.co.uk)  
<http://www.goconferences.co.uk>

## Top Tip

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

It may be that undertaking a full contract process could deliver better value and a more financially secure supply chain.

Our top tip is: *“Before making a buying decision, it is imperative that the buyer initiates a costing exercise in order to determine which route is likely to best deliver value for money”*

For expert advice in this area,



why not try the services of a BiP Solutions **PASS Consultant?** If you procure on behalf of the public sector, we can help you improve your efficiency and effectiveness. Our PASS Team of experienced consultants provides a range of expert services which can be tailored to address your organisation's specific needs.

To celebrate BiP's 25th year of trading in 2009, the company is offering 10% off any PASS Consultancy services. To take advantage of this exclusive offer and to view the terms and conditions, please visit: [www.bipsolutions.com/nps25offer](http://www.bipsolutions.com/nps25offer)

# BiP's interactive events



A NUMBER of forthcoming BiP Solutions events will feature interactive sessions aimed at providing public sector buyers with practical procurement-related skills. These celebrated **PASS Seminars** will include interactive exercises and workshops, which are ideal for delegates seeking a hands-on approach to learning.

Delegates at the seminars will obtain a greatly increased knowledge of subjects such as An Introduction to Negotiation, Writing a Procurement Specification, and Supplier Relationship Management.

Armed with the practical skills and resources to tackle the complexities of the procurement industry, attendees will leave the seminars far better placed to

engage in their day-to day duties.

Speakers will vary depending on the venue, but include former Director of Procurement at the South West London Procurement Alliance, Stephen Dickinson; and BiP's Senior Procurement Consultant, Eddie Regan.

With its in-depth understanding of the public procurement marketplace, BiP is strongly placed to deliver expert training and advice.

To celebrate BiP's 25th year of trading in 2009, the company is delighted to offer £50 off any PASS event.

To take advantage of these exclusive offers and to view the terms and conditions, please visit: [www.bipsolutions.com/nps25offer](http://www.bipsolutions.com/nps25offer)



**21 APRIL – 20 MAY 2009**

### An Introduction to Negotiation

Aimed at procurement personnel who wish to enhance their negotiation skills, the one-day events will be held at the Marriott Victoria and Albert, Manchester on 21 April; Marriott Maida Vale, London on 14 May; and Crowne Plaza, Birmingham on 20 May.

For further information, or to register your interest, visit:

[www.bipsolutions.com/events/pass09/itn09/index.html](http://www.bipsolutions.com/events/pass09/itn09/index.html)



**22 APRIL – 24 JUNE 2009**

### Writing a Procurement Specification

Aimed at public sector professionals seeking a clearer understanding of the importance of drafting a compliant procurement specification, these seminars will be held at the Novotel, Birmingham on 22 April; Hilton Deansgate, Manchester on 21 May; and Marriott Maida Vale, London on 24 June.

To receive £50 off, book now quoting reference WPS09 at:

[www.passevents.co.uk/events/WPS09](http://www.passevents.co.uk/events/WPS09)



**30 APRIL – 23 JUNE 2009**

### Supplier Relationship Management

Aimed at individuals responsible for managing contracts within their organisation, these one-day events will be held at the Novotel, Birmingham on 30 April; Novotel, Manchester on 12 May; and Marriott Maida Vale, London on 23 June.

For further information, or to register your interest, visit:

[www.bipsolutions.com/events/pass09/itn09/index.html](http://www.bipsolutions.com/events/pass09/itn09/index.html)

# Exclusive anniversary offers!

WITH BiP celebrating its 25th year of trading in 2009, the company is delighted to mark the occasion by offering these exclusive celebratory discounts on some of the products and services that have cemented its reputation as the leading provider of innovative and highly valued business information services.



[www.bipsolutions.com/pass](http://www.bipsolutions.com/pass)

## 25% off the PASS Procurement Manual –

A comprehensive reference manual aimed at ensuring compliance with procurement-related practices. It will help ensure probity across all your procurement processes.

**£50 off any PASS Event** – With its in-depth understanding of public procurement, BiP is strongly placed to deliver expert training and advice for buyers on how to comply with and benefit from new procurement legislation.

**10% off PASS Consultancy** – Gain access to BiP PASS consultants' expertise now. If you procure on behalf of the public sector, we will help you improve your efficiency and effectiveness. Our PASS team of experienced consultants provide a range of expert services which can be tailored to address your organisation's specific needs.



**DELTA-ets [www.delta-ets.com](http://www.delta-ets.com)**

Free Project Licence - BiP Solutions'

Project e-notice contract 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. Join over 500 UK bodies and get Project free now.

**25% off aXcess Buyer Profiles** – A Buyer Profile is a dedicated online area containing procurement-related information. It details a contracting authority's procurement practices and intentions. The portal is fully compliant with UK Regulations and European Directives and has the ability to instantly inform suppliers of your authority's contract opportunities.

**25% off Vault** (bundles of more than ten) – Vault is a secure document exchange service, which facilitates all EU procurement procedures – open, restricted, negotiated and accelerated – as well as lower-value contracts. It provides a totally secure means to store and transmit Invitation to Tender (ITT) documentation and then to receive and manage responses electronically via the internet.

**To take advantage of these exclusive offers and to view the terms and conditions, please visit: [www.bipsolutions.com/nps25offer](http://www.bipsolutions.com/nps25offer)**

# Supply2.gov.uk – The UK's lower-value contracts platform

SUPPLY2.GOV.UK is a free advertising platform aimed at public sector bodies seeking to publish contracts below the



OJEU thresholds (typically £100,000). Created by the Enterprise Directorate – part of BERR – it is aimed at encouraging small and medium-sized enterprises (SMEs) to sell to the public sector, a market worth in the region of £175 billion a year.

Advertising lower-value contract opportunities through Supply2.gov.uk can result in more competitive pricing, innovative solutions and better value for money for buyers. SMEs that use the Supply2.gov.uk service represent an often untapped source of expertise – an enormous pool of specialist suppliers with experience in niche markets for buyers to access.

Secretary of State for Business Lord Mandelson recently underlined his support for Supply2.gov.uk, saying: "Every year the Government spends many billions of pounds on public sector contracts. It is vital that we actively help small and medium sized companies take advantage of these business opportunities. In the current economic climate this is more important than ever. The Supply2.gov.uk website is a crucial tool for this."

As trading conditions remain difficult for SMEs, many are turning to the public sector as a potential source of new business. Demand for Supply2.gov.uk continues to grow, with over 30,000 suppliers registering for the portal since the turn of the year. Altogether, over 142,000 suppliers have registered since the site was launched in June 2006, with upwards of 118,000 contract opportunities of all values being posted in that time.

For further information on Supply2.gov.uk or to advertise your authority's lower-value opportunities for free, please visit: [www.supply2.gov.uk](http://www.supply2.gov.uk)

# CompeteFor portal publishes 2000th contract

**COMPETEFOR** – the chosen site of London 2012 for the publication of Olympic Games-related contract opportunities – has recently passed the 2000 mark in terms of contracts published on the portal, which is hosted by BiP Solutions.

The opportunities have been published by 180 different buying organisations within the ever-growing London 2012 supply chain, from stakeholders such as the Olympic Delivery Authority (ODA), London Organising Committee of the Olympic Games (LOCOG) and London Development Agency (LDA) to major Olympic Park construction contractors, including Sir Robert McAlpine, Balfour Beatty, Skanska, Nuttalls and McNicholas.

CompeteFor Buyer Engagement Team Manager Chris Bell said of the landmark: "There is certainly a growing community within the portal and we're continually bringing new buyers and suppliers on board. CompeteFor is the place to find the most comprehensive list of London 2012 contract opportunities in the UK."

CompeteFor is supported by numerous supply



chain companies, ranging from large multinational businesses to members of the UK SME community, with significant contributions made by GAP Group, HSS Hire Group and Ashtead Plant Group.

The portal gives buyers instant access to a wide and diverse range of suppliers, and assists them in creating a shortlist of bidders who meet the criteria essential for fulfilling their contracts.

For more information, or to register for an account, please visit the CompeteFor website at: [www.competefor.com](http://www.competefor.com) or contact the Buyer Engagement Team on: **0845 217 7804**

# New EC project for BiP and partners in Kosovo

A CONSORTIUM consisting of PLANET SA (Greece), International Procurement Agency BV (The Netherlands), Crown Agents (UK) and BiP Solutions has been awarded a contract by the Public Procurement Regulatory Commission (PPRC) in Kosovo to deliver public procurement capacity building consultancy services.

The funding donor is the European Commission, and the purpose of the project – which has a duration of two years – is to assist in the development of the public procurement system in Kosovo, ensuring that it is compliant with EU standards and promotes efficiency and transparency in the use of public funds.

The project will include the provision of

assistance to the PPRC and the Kosovo Institute of Public Administration for the improvement of the training and



certification framework for public procurement.

BiP is an industry leader in providing procurement consultancy services, with over 20 years' experience. To find out how BiP can help your organisation achieve best value, or to ensure that your procurement process is the best it can be, call our **PASS Team** on: **0845 270 7055** or visit: [www.bipsolutions.com/pass/index.php](http://www.bipsolutions.com/pass/index.php)

## In May's GO:

- GO Features Editor Morven MacNeil looks at the Office of Government Commerce's tranches 4 and 5 of the Procurement Capability Reviews
- GO speaks to Paul Roberts, the newly appointed Managing Director of Improvement and Development Agency for Local Government
- Plus an in-depth analysis of the 2009 Budget Report

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

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