



BiP connects with Clinton

PRESIDENT BILL CLINTON addressed several thousand delegates at the Royal Albert Hall in London in September, at a special event for which BiP Solutions Ltd was the official media partner.

Mr Clinton, the 42nd President of the United States of America, delivered a powerful message with fascinating anecdotal touches, without relying on notes, to delegates on a wide range of subjects, from the threats of terrorism and climate change to the work of the United Nations and the need to promote equality. Earlier he met leading business figures including Ron Burges, CEO of BiP Solutions Ltd.

Asked to recall which world leaders he had met who had impressed him the most, his initial response was unequivocal. Nelson Mandela, he said, was an unbelievable human being who lived his life without bitterness.

"For all present, the time spent in the company of Mr Clinton is something that is sure to be remembered," said Mr Burges.



President Bill Clinton and BiP Solutions CEO Ron Burges meet at the event

Collaborating for Change

SOME OF procurement's top professionals gathered in Glasgow recently to debate the key issues surrounding the requirement for change in procurement practices in the public sector.

The Authorities Buying Consortium (abc) Annual Conference was held at Hampden Park on Wednesday 13 September, when around 270 procurement professionals from across the country met to discuss 'Collaborating for Change'.

Organised by BiP Solutions Ltd, the conference was chaired by abc's Director Ronnie McLean, with an excellent line-up of speakers, including Søren Jakobsen, Managing Director of Danish National Procurement Ltd; Dorothy Cowie, UK Procurement Director, ScottishPower UK plc; and Ian Schollar, Head of Procurement Practice at CIPS.

The conference was supplemented by seminars led by well-known figures in the procurement industry and an exhibition which enabled current and prospective suppliers to the public sector in Scotland to meet key buyers and decision makers within the procurement environment, providing them with a platform to demonstrate their products and services.



Ronnie McLean (right) receives the inaugural Tace Aut Face Award from GO Managing Editor Grahame Steed at the recent abc Annual Conference

During the conference, Mr McLean, who has been Director of abc since it was established in 1996, was presented with the inaugural Government Opportunities (GO) magazine 'Tace Aut Face' Award.

The Award recognises outstanding contributions made by exceptional individuals

who have made significant and lasting contributions to public procurement and society, giving real meaning to the profession's values. The recipient of this honour is decided by an advisory panel made up of members of the GO editorial advisory team, all highly respected experts in their respective fields.

Mr McLean said: "I was delighted to receive the Award – particularly as the recognition is coming from the people that matter to you – it's the community that you have worked in for the best part of your life."

Grahame Steed, Managing Editor of GO magazine, who presented Mr McLean with the Award, said: "Tace Aut Face translates as 'Be Silent Or Do' and Ronnie McLean has, throughout his career, been one of those who does. I am sure procurement professionals will be inspired by the formidable example set by his illustrious record in procurement, and I am pleased to present the Tace Aut Face Award to him on behalf of GO magazine.

"Effective and efficient public procurement is one of the major issues facing local authorities in Scotland today. The good work done by the Authorities Buying Consortium, and individuals such as Ronnie McLean, will ensure that the many challenges it presents are met."

On the road...

THE NEW Government-backed Supply2.gov.uk portal now makes it easier for you to post your lower-value contracts, free of charge, and reach the suppliers you wish to do business with.

Throughout the autumn, Supply2.gov.uk will be conducting roadshows across the country to ensure existing and potential customers are fully aware of the benefits Supply2.gov.uk can offer.

At these events you will be able to:

- learn more about the service and what it can do for you
- access and use the site
- meet our experts face to face to get answers to any of your questions

DON'T MISS THIS FANTASTIC OPPORTUNITY

To attend one of these roadshows register free now at:

www.supply2.gov.uk/roadshows

FULL SCHEDULE OF ROADSHOW DATES AND VENUES

LONDON DEVELOPMENT AGENCY

10 OCTOBER *New Connaught Rooms, London*

YORKSHIRE FORWARD

17 OCTOBER *Ramada Jarvis, Hull*

EAST MIDLANDS DEVELOPMENT AGENCY

18 OCTOBER *The Britannia Hotel, Nottingham*

YORKSHIRE FORWARD

19 OCTOBER *Xscape centre, Leeds*

SOUTH EAST ENGLAND DEVELOPMENT AGENCY

25 OCTOBER *HG Wells Conference Centre, Woking*

EAST OF ENGLAND DEVELOPMENT AGENCY

26 OCTOBER *Chilford Hall, Cambridge*

PASS this on...

THE EUROPEAN Commission has published an Interpretative Communication on how public authorities should award contracts of low monetary value fairly. These contracts account for the vast majority of public contracts in the EU – over 90% in some Member States. Although these are not covered by the EU Directives on public procurement, it is well established that their award should nevertheless comply with the internal market principles of transparency and non-discrimination, which in the view of the European Court of Justice means that all should receive adequate advertising.

While the EC document is very useful, it raises as many questions as it seeks to answer. BiP Solutions Ltd has therefore

prepared a PASS Guidance on the subject of low-value contracting, which takes as its foundation the views expressed in the Interpretative Communication and then offers advice on how the EC guidance can be best implemented in the real world.

To get your free copy of the PASS Guidance please email: pass@bipsolutions.com, quoting PASS Low Value Contracts Guide.



Sustaining the procurement challenge

LOCAL AUTHORITIES and their procurement staff are being recognised for their joint working, whether with colleagues in other authorities or with suppliers, to deliver high-quality, value-for-money services.

At the heart of this year's procurement calendar is SOPO's Local Government Expo – The Premier Conference and Exhibition for Local Government Procurement.

Expo 2006 is different in many ways from previous conferences, but it has the same main aim – the improvement of procurement in local government and other locally provided services such as policing and housing.

Attended by leading procurement personnel from both the public and the private sectors, this event will provide delegates with an opportunity to network with other professionals in the local government procurement marketplace.

Attendees are set to hear keynote speeches from Minister for Local Government and Community Cohesion, Phil Woolas MP; Director of the Centre for Procurement Performance, Ian Taylor; Chief Executive of Norfolk County Council, Tim Byles; Professor of Business Strategy and Procurement at Birmingham Business School, Professor Andrew Cox; and the Chief Executive of Firebuy, Terry Brewer.

The centrepiece of the two-day conference, however, is the SOPO Awards for Outstanding Achievement in Procurement. Now in their fifth year, the Awards aim to recognise the work of procurement officers in local government that has gone beyond the routine purchasing of basic commodities to the strategic delivery of savings, innovation or service improvements. For the winners, the honour of being given a SOPO Award can have the added bonus of increasing the profile of their procurement department. The after-dinner speaker at this year's Awards ceremony is renowned Heavyweight boxing champion Sir Henry Cooper OBE KSG.

Local Government Expo 2006 takes place on 7 and 8 November at the Novotel London West Hotel and Convention Centre.

For further information, and to register, visit: www.localgovexpo.co.uk



Have you had your health checked?

BiP SOLUTIONS' PASS Mark Health Check service is proving very popular with private sector suppliers. As private sector companies look to increase their knowledge of public sector tendering processes and improve the quality of their tender submissions, the Health Check service is proving to be a valuable resource for a wide selection of suppliers.

In recent weeks the following companies have had a PASS Mark Health Check delivered by one of BiP's experienced PASS Consultants:

- Jewson
- Enviroguard UK Ltd
- Precor
- Intron Ltd
- Digital Opinion Ltd

To book a PASS Mark Health Check for your organisation, or for further information, please contact PASS on: **0845 270 7055** or email: pass@bipsolutions.com

Unlimited use of the Delta eTendering suite



THE DELTA-ets suite is used for handling the full lifecycle of the tendering process for the public sector and its suppliers, from initial notification of requirements, through Expressions of Interest, to the issuing of Invitations to Tender and the receiving and evaluating of final tenders, including optional reverse auctions.

BiP Solutions will provide you with unlimited access to the complete Delta suite for only £12,500 per annum. This potentially releases thousands of pounds of efficiency and actual cost savings.

This offer comprises unlimited use of the following Delta services for a full year:

- **Project:** The UK's leading (and most widely used) eNotice XML solution for submission of notices to the OJEU, allowing for creation and storage of all your high- and low-value contracts
- **Select:** You will be able to conduct electronic scoring of PQQ information and will gain full access to our supplier information database of more than 25,000 UK companies

- **aXcess:** You will be provided with a fully managed procurement portal built to house all your contracts, giving your suppliers a single-source access point to your contract information. aXcess also conforms to EU Consolidated Procurement Directive requirements
- **Vault:** This will provide you with full secure document exchange. Vault also offers a comprehensive, legally binding, searchable audit trail of all transactions through the system
- **Vault eAuction:** Unlimited use of our eAuction software tool including support for both buyers and suppliers on the day of your first auction
- In addition to this you will have access to the dedicated and experienced Delta helpdesk team from 8.30am to 5.30pm, Monday to Friday

As has always been the case, the constituent modules of the Delta system, such as Project, can still be purchased separately for phased implementation, but now for the first time a wholesale implementation can be effected saving you considerable cost and bringing you efficiency savings in one fell swoop.

For further information please contact the Public Sector Solutions team on: **0845 270 7090** or email: **psst@bipsolutions.com**

Return to eSender



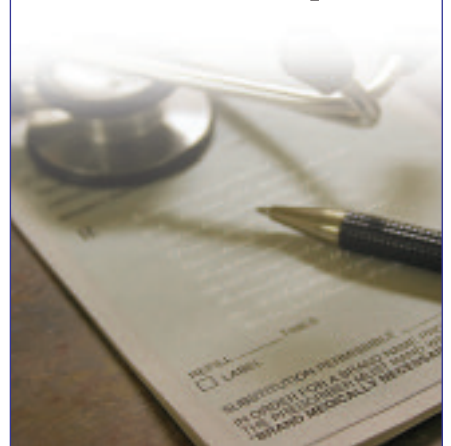
BiP SOLUTIONS has been one of the largest e-senders of contract notices to the European Union in recent years, and the latest figures from the Official Publications Office of the European Union (OPOCE) show that we're now even stronger than before.

Of all contract notices sent to OPOCE in the first six months of 2006, 55.1% were sent electronically. This is an increase of 18.6% on the same period for 2005. BiP has played a major part in this increase – with the exception of the French government, the company sent more contract notices electronically (using an XML format) to OPOCE than any other European country or organisation in that period, and more than all other UK-based e-senders combined.

Over 500 public bodies in the UK already use BiP's Project service, part of the Delta suite of e-tendering tools, to create, manage and transmit contract notices for publication in the Official Journal of the European Union (OJEU). Using Project not only makes creating contracts easier, it also ensures buyers can reduce risk by doing so in a fully secure, managed and audited environment, supported by BiP's expert staff. Project allows you to validate notices against the EU Procurement Directives, reducing the risk of non-compliance, and also includes forms for below-threshold competitive contracts, so is suitable for all of your tendering requirements.

For more information on Delta, visit: **www.bipsolutions.com/Delta/delta.html**

Rewriting the script



THE 2006 Annual Conference and Exhibition of the Health Care Supplies Association, entitled 'Rewriting the Script', will be held from Thursday 2 to Saturday 4 November (breakfast and depart) at the Holiday Inn, Stratford-upon-Avon.

This will be the Association's 36th Annual Conference. Once again the Association has created a stimulating and topical event designed specifically for purchasing and supply professionals involved in the support of health care. Attendance is open to members and non-members working in the field of purchasing or supply, to other health care professionals and to representatives of companies who supply to the health care sector.

As in previous years the Association's 2006 Conference will provide a unique opportunity to explore key issues, all of which affect the provision and performance of health care purchasing and supply services. The conference programme will help delegates explore new opportunities, approaches and alternative ways of working which will assist them in achieving their goals.

Over the years the Association's Annual Conference has developed in content and reputation. Every year the high-quality debate on key issues attracts a capacity audience of members, other health care professionals and representatives of major supply companies from across the UK, and this year will be no exception.

Speakers at the event will include Association President, Professor Christine Harland; Head of Innovation at Yorkshire Forward Regional Development Agency, Jim Farmery; and former Chief Executive of the NHS Purchasing and Supply Agency, Duncan Eaton.

Further details, including booking details, can be found at:

www.bipsolutions.com/events/healthcare-2006/booking.htm

NPS EVENTS GUIDE

Conferences, exhibitions and seminars aimed at procurement professionals.

OCT-NOV 2006

Scottish Executive – Procurement for Managers Roadshow:

10 Oct Perth
12 Oct Glenrothes
17 Oct Stirling
18 Oct Inverness
19 Oct Dumfries
14 Nov Aberdeen
21 Nov Glasgow

OCT-NOV 2006

How to Protect Your Commercial Interests when Tendering

10 Oct Manchester
21 Nov London

OCT-NOV 2006

Delivering Social, Environmental and Sustainable Procurement

10 Oct Manchester
16 Nov Birmingham
30 Nov London

OCT-NOV 2006

SOPO – Selling to Local Government

11 Oct Manchester
30 Nov Birmingham

12 OCT 2006

How to Deliver Sustainability in Public Sector Construction Contracts

Copthorne Hotel, Manchester

OCT-NOV 2006

Preparing for Comprehensive Performance Assessment

12 Oct London
15 Nov Birmingham

17 OCT 2006

Applying Best Practice Contract and Performance Management

Marriott Maida Vale, London

OCT-NOV 2006

Housing Management: Living with the EC Public Procurement Process

17 Oct Manchester
23 Nov London

18 OCT 2006

Selling to Public Sector Consortia

Marriott Maida Vale, London

18 OCT 2006

The Changing Face of Public Tendering

Marriott, Manchester Airport

19 OCT 2006

An Introduction to New Purchasing Techniques

Marriott Manchester Airport

31 OCT 2006

Scottish Executive Procurement Directorate National Conference and Exhibition

SECC, Glasgow

NOV 2006

Effective Legal Compliance in Public Procurement

01 Nov London
22 Nov Birmingham

2-3 NOV 2006

Health Care Supplies Association Annual Conference & Exhibition

The Holiday Inn, Stratford-upon-Avon

7 NOV 2006

SOPO Annual Gala Awards Dinner

Novotel London West Convention Centre

7-8 NOV 2006

SOPO Annual Conference & Exhibition 2006 – The Local Government Expo

Novotel London West Convention Centre

14 NOV 2006

Effective Contract Dispute Management and Resolution

Marriott Maida Vale, London

NOV 2006

Delivering Effective, Efficient & Sustainable Procurement of Food

15 Nov London
21 Nov London

16 NOV 2006

GUIDE TO PUBLIC CONTRACTING

Marriott Maida Vale, London

22 NOV 2006

Introducing Effective Supply Chain Management

Marriott Maida Vale, London

28 NOV 2006

Perfecting Compliant Evaluation Processes Roadshow

Copthorne Hotel, Birmingham

28 NOV 2006

Working with the EU Utilities Directive 2004/17/EC

Marriott Maida Vale, London

Would you like to write for MoD Defence Contracts Bulletin or Government Opportunities?

DO YOU have an interesting story, contract opportunity or initiative to share with our readers?

MoD Defence Contracts Bulletin (MoD DCB) is the official UK Ministry of Defence magazine dedicated to contract opportunities available throughout the Department. It is also a key source of UK and international defence procurement news, providing the reader with a rounded view of the defence industry.

The feature articles provided by MoD teams and individuals, as well as defence contractors, are key to the magazine's development and provide readers with important information regarding the defence market.

MoD DCB is looking for individuals and teams from the buying side, from both the public and private sectors, who would like to discuss the

projects or initiatives that they are working on or that have recently gone to tender.

These features should focus on key contracts, more efficient ways of working within the MoD or even new products and initiatives that

could help the MoD provide a more effective service.

The aim of *Government Opportunities* (GO) magazine is to improve communication between the public and private sectors.

With an estimated readership of

over 24,000, GO contains news and features on public sector procurement, strategy, directives and developments – essential information for any company working with or within the public sector. GO always welcomes contributions from individuals on topical procurement issues.

For further information on *MoD DCB*, or to share your ideas or submit contributions, please contact our editorial team on:

0141 270 7343 or email: defencenews@bipsolutions.com

To submit contributions to GO magazine, please call: **0141 270 7396** or email: bip@govopps.co.uk



Top Tip: Watch out, the EC is about

THE EUROPEAN Commission's OJEU publishing house, OPOCE, has in recent months markedly increased its policing activities to encompass contracting authorities that have not forwarded for publication award notices arising out of OJEU-advertised opportunities.

Public authorities must be mindful of the importance of compliance with all aspects of contract notice publication including the requirement under Article 43 of the Public Procurement Directive to draw up a written report for every contract, framework agreement and dynamic purchasing system established. Contracting authorities must include a wide range of information including the name and address of the contracting authority; the subject matter and value of the contract; the names of the successful candidates or tenderers and the reasons for their selection; and the names of the candidates or tenderers rejected and the reasons for their rejection.

Make sure your authority is not the next recipient of a call from the European Commission by not only issuing your award notices timeously but also having a report for each contract ready for any request for its receipt by the Commission.

BiP's Project service provides users with a fully compliant contract report notice form.

Visit Project at: www.delta-ets.com/

IN NOVEMBER'S ...



GOVERNMENT OPPORTUNITIES

- GO Interview – Grant Lovett, Head of the Zanzibar Managed Service, OGCbuying.solutions
- Michael Barber from McKinsey talks about the challenges facing the delivery of public services reform

(Writers and contents subject to change)

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