

NPS

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

Tanja McConville, Customer Support Manager

TANJA JOINED BiP Solutions in January 2005 as Customer Support Manager. In this role she manages the Customer Support Team, which offers users advice on BiP's range of procurement information services – giving the company's thousands of customers an easily accessible point of contact.

Tanja oversees the **BiP Helpdesk**, which is key to managing customer queries. The helpdesk fields thousands of queries from both the public and private sectors through email and dedicated telephone support helplines.

She has been involved in customer support for over 12 years, with experience in a variety of industries including IT and telecommunications, retail, financial services and government-regulated bodies. To contact Tanja's team, email: support@bipsolutions.com



Countdown to N3PD

National Public Procurement Practitioners Day (N3PD) 2008, organised by BiP Solutions, is set to continue the success of previous years with leading speakers, excellent networking opportunities and the expansion of the



Government Opportunities (GO) magazine Excellence in Public Procurement Awards, which are presented at the event.

N3PD was established in 2004 to recognise the efforts, achievements and

challenges of those involved in public procurement. The event has the support of leading procurement bodies and attracts many high-profile speakers. The 2008 keynote speaker will be Phil Hope MP, Minister for the Third Sector.

The event, held on 5 June at the Institution of Civil Engineers at One George Street, London, is an unmissable opportunity to hear from some of the leading figures influencing public sector procurement, network with friends and colleagues and attend the presentation of the prestigious GO Awards.

This year, the GO Awards are due to be even bigger, with additional categories offering professionals even more chances to participate. The new categories – Collaborative Procurement and Improved Delivery Through Greater Third Sector Involvement – recognise two rapidly growing areas in the procurement industry and ensure the GO Awards remain at the cutting edge of the sector.

Deadline for entries into the GO Awards is 31 March and all those shortlisted will receive complimentary tickets to the N3PD event. Applicants can download an entry form online at: www.n3pd.com

For further information on N3PD 2008 and the GO Awards, email BiP's events team at: events@bipsolutions.com



Top UK businesses turn to BiP

A THIRD of the UK's top companies use products or services created by BiP Solutions to deliver their procurement requirements.

Recent research shows that 33 companies on the UK FTSE 100 Index – which identifies the top-performing companies in the country – use one or more of BiP's procurement solutions to help their business succeed.

Furthermore, a new industry survey by business performance analysts Plimsoll found BiP to be one of the top five performing companies within the business information industry. This sector, which includes information provision, analysis and data collection, represents significant interests within UK industry and is a growing field.

The Plimsoll research recognised BiP as an exceptional performer in nine categories within the business information services sector, including Best Trading Partners and Fastest-Growing Companies. The company's growth has also led to its inclusion in the *Business Insider* Enterprise 250, which lists the best-performing Scottish companies in 2007.

Ron Burges, CEO of BiP Solutions, said: "BiP Solutions justly deserves its position as a major contributor to the UK business information services sector, as evidenced by its solid, high-profile client base and pattern of overall growth achieved. Providing one-third of the UK's businesses with products and services represents a major achievement for a small company."

BiP in Europe

BiP SOLUTIONS has added to its reputation as an innovative force in the European public procurement market with its involvement in an exciting new project. After being approached by the Highland Euro Info Centre in Inverness, BiP has agreed to participate in a pan-European tender information programme to provide content and related services for the Euro Info Centres Electronic Tendering Information Service (EIC ETIS) – an EC funded and endorsed e-Content project.

EIC ETIS is a lower-value contract notice information service which plans to cover the European Union and European Economic Area through a network of partnerships in Member States. It aims to overcome the restrictions enterprises face in accessing public tender information, focusing in particular on sub-threshold tenders.

Key benefits of the EIC ETIS system include improved access to public tenders and assistance in efficiently evaluating them to establish their relevance to individual businesses, background information on general and legal aspects of public tender information and decentralised access to European-wide information.

The project combines the public procurement expertise, technology solutions and market knowledge of 13 partners across Europe, including organisations from Belgium, France, Norway, Poland, the Czech Republic, Germany and Denmark. Over the next 12 months, the programme will evolve to include additional partners and Member States.

To discuss commercial opportunities with BiP, email: commercial@bipsolutions.com

New EU public procurement thresholds

THE NEW year has seen the introduction of the latest EU Public Procurement Thresholds. As always, the threshold values are applicable for public supplies, services and works contracts pursuant to the EU Directives.

The new thresholds came into force on 1 January 2008 and are available to view on BiP's website at: www.bipsolutions.com/html/thresholds.htm

BiP has also produced a **Memo Board** containing the new figures and procurement professionals can sign up now to receive this document in hard copy or pdf format.

This vital information can ensure that your organisation doesn't fall foul of the changes. To request a Memo Board please email: helpdesk@delta-ets.com, stating the format in which you wish to receive it.

BiP supports worthy cause

BiP SOLUTIONS teamed up with the Scottish Government recently to donate a cheque to the Scottish Society for Autism's School at New Struan, Alloa, a charitable boarding school providing support to children with autism.

The grand total of £11,500 was raised by members of the Scottish procurement community attending the Scottish Government's National Procurement Conference, organised by BiP and held at the SECC, Glasgow in October 2007.

BiP also donated ten laptop computers to the school, enabling older children to study and learn outside of school hours.

Presenting a cheque to the school, Cabinet Secretary for Finance John Swinney said: "I am delighted to be able to donate the surplus from our National Procurement Conference held in October 2007. Our partners BiP also contributed to the donation and I know the money will go towards giving

even more children with autism a safe, happy, stimulating environment."

Ron Burges, CEO of BiP, said: "The teachers and support workers at New Struan do a magnificent job in supporting autistic children and their families and their dedication and commitment is inspiring. I would also like to thank all those from within the procurement community who attended the event and gave so generously to this very deserving cause."



BiP CEO Ron Burges and Cabinet Secretary for Finance John Swinney present their cheque to John McDonald, Chief Executive of the Scottish Society for Autism (SSA), and Director of Education at the SSA Jim Taylor

EVENTS DIARY

www.bipsolutions.com/events

How to Win Tenders

27 Feb – Heathrow 22 Apr – Heathrow
18 Mar – Birmingham 14 May – Manchester

A Beginner's Guide to the EU Regulations

4 Mar – London 17 Jun – Birmingham
2 Apr – Manchester

Understanding the OGC Gateway™ Process

5 Mar – London 21 May – Birmingham
3 Apr – Manchester

Supply2.gov.uk Roadshow 2008

5 Mar – Newcastle 22 May – Bristol
11 Mar – Leeds 10 Jun – Southampton
7 May – Manchester 11 Jun – London
8 May – Birmingham

Preparing Perfect Tenders

6 Mar – London 6 May – Birmingham
1 Apr – Manchester

Effective Legal Compliance in Public Procurement

6 Mar – Manchester 11 Jun – London

SOPO Scotland Conference and Exhibition 2008

11 March – EICC, Edinburgh

SOPO Selling to Local Government

11 Mar – Leicester 22 May – Cardiff
17 Apr – Aberdeen 4 Jun – London

Understanding EU Procurement – A Scottish Perspective

13 Mar – Glasgow 20 May – Edinburgh

National Programme for Third Sector Commissioning Roadshow 2008

13 March - Newcastle University
27 March - Marriott Maida Vale, London
3 April - University of East Anglia, Norwich
23 April - University of Surrey
6 May - IOD Hub, Manchester
21 May - Nottingham University
4 June - University of Leeds
19 June - University of Birmingham

GO Scottish Supplier Conference

19 March – Hilton, Glasgow

Selling to Defence

19 Mar – London 1 May – Glasgow

Perfecting Compliant Evaluation Processes

19 Mar – Birmingham 10 Jun – Manchester
13 May – London

Central Buying Consortium Conference and Exhibition 2008

20 March – One Great George Street, London

GO National Sustainable Procurement Conference and Exhibition 2008

26 March – QEII Conference Centre, London

GO Shaping the Future of NHS Procurement Conference

27 March – CBI Conference Centre, London

Connecting to the Hub

23 Apr – East Midlands 3 Jul – Yorkshire

How to Sell to the Public Sector

6 May – London

London Contracts and Supplies Group Conference and Exhibition 2008

1 May – Marriott Grosvenor Square, London

Delivering Sustainable Procurement

15 May – Manchester 10 Jun – London

Selling to the NHS

20 May – Heathrow 18 Jun – Glasgow

Applying Best Practice Contract and Performance Management

3 June – London

McClelland and Beyond

4 June – Glasgow

N3PD 2008

5 June – One Great George Street, London

Health Care Supply Association Conference and Exhibition 2008

6-8 November – The Belfry, Sutton Coldfield

To highlight key events, forthcoming reports or important dates in our events diary, email: agenda@govopps.co.uk

Easter's events line-up

THIS EASTER sees a number of high-profile conferences – organised and supported by BiP Solutions – continuing to provide procurement professionals with numerous opportunities for networking, increasing their understanding of key issues and refreshing their knowledge of the sector.

The Society of Procurement Officers in Local Government (SOPO) Scotland holds its Annual Conference and Exhibition at the Edinburgh International Conference Centre on 11 March. Speakers include Rory Mair, CEO of COSLA, who will discuss the importance of procurement as part of the overall strategic objectives of local authorities; and Dorothy Cowie and Ian Howie, who will be examining the objectives of the National Procurement Centre of Expertise and how wider collaborative working will impact on successful outcomes.

A number of speakers will also address different aspects of the sustainability agenda, and take a look at some of the emerging issues from EU legislation and case law with particular

regard to sustainability. Attendees will also benefit from networking opportunities and the chance to meet with suppliers and other organisations who have taken up exhibition space.

To find out more or register your interest, visit: www.bipsolutions.com/events/soposcot08/post.php

An additional date for your diary is the Central Buying Consortium's Annual Conference and Exhibition held on 20 March at One Great George Street, London. The conference, entitled 'Procurement Centre Stage: Meeting the Efficiency Challenge', will bring together

purchasers from around the UK as exhibitors and attendees.

Neil Jones, Chair of the CBC, commented: "We are hoping to welcome many people from companies, member authorities and partner organisations to the CBC Conference. I am pleased that once again we have high-calibre speakers covering a wide-ranging agenda and I hope that attendees will find the day both valuable and enjoyable."

For further information on either of these events, contact the BiP events team at: events@bipsolutions.com or call: **0845 270 7095**



Jobs GO online



Government Opportunities (GO) magazine, published by BiP Solutions, is to provide an even greater service for public sector procurement professionals with the introduction of

a comprehensive procurement recruitment section, giving employers and employees access to the very latest opportunities.

Jobs in the procurement sector will now be available to view online at the GO website (www.govopps.co.uk) in its new recruitment section, which went live in January 2008. The service, sponsored by recruitment consultancy firm Search, offers a unique and easily accessible platform for anyone wishing to recruit qualified personnel.

While at www.govopps.co.uk, visitors can benefit from many of its other features. These include information on the forthcoming edition of GO, downloadable PDFs of previously published features, a preview of upcoming events such as the GO Sustainability Conference and Exhibition on 26 March and the chance to subscribe to the magazine, which is free upon request for those directly employed by public sector organisations.

Users of the site are also urged to take part in the interactive **GO Poll** for both buyers and suppliers. The regularly updated Poll focuses on a hot procurement topic, giving an insight into how professionals view the sector's core issues.

To promote your position or obtain further information about the recruitment service, please call the BiP advertising team on: **0845 270 7066**

New year, new yearbook

THE DEFINITIVE guide of the local government procurement sector, the *Society of Procurement Officers in Local Government (SOPO) Yearbook*, offers users a chance to connect with colleagues, read about issues relevant to the sector and gain feedback from high-profile procurement organisations on developments from the past year.

2008's *Yearbook* is a 'must have' for procurement professionals, providing them with comprehensive contact information for all members, making networking and sharing best practice with colleagues trouble-free. As well as listing the contact details of over 2800 members, the *Yearbook* gives details of how to contact SOPO's Chairman, CEO and all National Executive Committee members.

Readers can further benefit from contributions made by key procurement decision makers and updates from prominent organisations such as the Chartered Institute of Purchasing and Supply, Firebuy and the Centre for Procurement Performance.

Private companies can also benefit from purchasing a copy – the *SOPO Yearbook* is an

indispensable guide which is frequently used by a diverse range of companies who require accurate, high-quality sales and research leads.

Whether marketing products and services or simply trying to make the right connections, the *SOPO Yearbook* can help firms avoid the time, effort and expense that is often associated with data collection. Copies of the *Yearbook* are now available.

To order a copy visit: www.sopo.org/yearbook or call the BiP sales team on: **0845 270 7096**



On the GO in 2008

PROVING ITS worth as an invaluable resource for professionals in the procurement sector, **Government Opportunities (GO)** magazine – published by BiP Solutions – will be covering major issues and themes of relevance to the procurement sector in the coming year.

Below is a list of the themed editions for 2008:

February 2008 – Procurement of business travel services
March 2008 – Procurement law incorporating collaborative purchasing
April 2008 – Comprehensive Spending Review (CSR)
May 2008 – Commercial opportunities for the third sector

June 2008 – e-Procurement and official preview of Procurement Solutions
July 2008 – Procurement of fleet solutions and review of N3PD
August 2008 – SME focus
September 2008 – Sustainable procurement for the public sector
October 2008 – ICT procurement and shared/outsourced services
November 2008 – Building management
December 2008/January 2009 – Collaborative purchasing
 To register for GO – which is free to those working in the public sector – visit the magazine's website at: www.govopps.co.uk

BiP hits the road

BiP SOLUTIONS is playing its part in helping the Government deliver its procurement goals through a series of roadshows, operating in conjunction with the Improvement and Development Agency (IDeA)'s National Programme for Third Sector Commissioning.

The four-year Programme aims to coordinate specialist guidance and support on commissioning services from the third sector, increase understanding of the sector among procurement officers, provide awareness training for the public sector and skills training for those involved in fields such as children's services, education and health, and improve bidding capacity – particularly among smaller organisations.

BiP, with the National Programme, is running a



series of regional roadshows to promote the Programme's objectives. The roadshows, addressing the theme of 'Public Procurement and Third Sector Involvement', begins on 28 February and continues through to 19 June across England.

Speakers will include representatives from the National Programme, Futurebuilders

England, the Audit Commission and BiP's **Procurement Advice and Support Service (PASS)**.

Full details of the roadshows are available at: www.thirdsectortraining.co.uk

For further information on any of BiP's events, please email: events@bipsolutions.com or call: **0845 270 7095**

GO-ing to You



Government Opportunities (GO) magazine, published by BiP Solutions, continues to provide a comprehensive service to the public sector as it prepares to host a number of key events.

For its first event, GO will provide suppliers with a unique opportunity to get to grips with the latest developments arising from the Scottish Public Sector Procurement Reform Programme – **'A Supplier's Perspective and Opportunity'**.

Speakers include John McClelland, Chair of NQ Consulting; Brian Baverstock, Deputy Director, Governance and Management: Appraisal and Policy, Scottish Funding Council; and Dorothy Cowie, Project Director, Scotland Excel.

This one-day event will take place at the Hilton Hotel in Glasgow on 19 March. To find out more, visit:

www.bipsolutions.com/events/spr08/post.php

Also in March GO tackles the key issue of sustainability with the **'Maintaining the Future'** National Sustainable Procurement Conference and Exhibition.

The conference will address issues surrounding sustainability – focusing particularly on how it can be efficiently and easily incorporated into procurement practices.

The event, at the QEII Conference Centre, London on 26 March, is a unique opportunity for delegates to gain an insight into recent developments as well

as the Government's current sustainability goals and how these can be achieved.

It will encourage buyers and suppliers to communicate more effectively in bringing change and supporting green markets. The conference and exhibition will be the first of its kind to fully embrace the public sector's drive towards achieving a more sustainable approach to procurement.

Guest speakers at this landmark event include Barbara Morton, Director of Action Sustainability; Sally Collier, Executive Director of Policy, Standards and Capability at the Office of Government Commerce; and Will Martin, Procurement Strategy Manager at the Environment Agency.

Conference Chairman and GO Managing Editor Grahame Steed said: "Sustainability is only going to increase in importance for procurement professionals, so *Maintaining the Future* is both a well-timed and well-needed opportunity to discuss this subject in detail.

"I have no doubt that this GO conference will be an interesting, informative and important event for all concerned."

For further information on this event, please visit: www.goconferences.co.uk/sustainable

To register for either of these events, please email the BiP events team at:

events@bipsolutions.com

If you are interested in exhibiting, please contact: exhibitions@bipsolutions.com



In March...



GO Interview – **Barbara Morton**, Director, Action Sustainability

Lee Tribe, Director of Commercial Strategy and Development, DWP discusses some of the many innovations in procurement that the Department has introduced

Gary Sturges, Executive Director, the Serco Institute examines public service innovation and the need for competition and contestability

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