

# NPS

BiP's Newsletter for the Procurement Service  
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## Special Anniversary Offer

**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)

# BiP celebrates 25 years

2009 REPRESENTS a landmark year for BiP Solutions, with the company celebrating its 25th year of trading.

The company was formed in 1984 with the publication of *Contrax Weekly* magazine – the UK's first national tenders information publication, and still the only one of its type.

BiP has since become an essential component of procurement in the UK and overseas, establishing itself as the market-leading provider of a range of procurement-related solutions; from contracts and market intelligence services to publications, events, consultancy, supplier accreditation and e-tendering services.

Commenting on the anniversary, company founder and CEO Ron Burges said: "I am immensely proud that BiP is celebrating its 25th year of trading in 2009. The company has experienced huge growth and seen a great deal of change throughout its history, and despite the challenging economic circumstances we remain positive about its ability to grow further still."

BiP's Senior Procurement Consultant Eddie Regan praised the company's role in effecting change in the procurement landscape, stating: "There's been a massive shift in the past 10-15 years in terms of how the market is viewed. It has become more fluid, with buyers and suppliers becoming more knowledgeable. BiP as an organisation has to take a huge amount of credit for that."

BiP has cultivated a reputation as an expert voice in all areas of procurement, and as such its consultancy services are in high demand. Clients include organisations from across the entire UK public sector – from local authorities through to central government departments, agencies and other bodies. BiP's penetration is such that over 500 public sector organisations use a BiP service during their tendering process, with the consequent private sector opportunities being vast.

The market and legislative environment in which BiP operates has led to an exponential increase in demand for the company's services outside of the UK, and in November 2008, the company announced that it will be moving to the brand-new Medius building in the heart of Glasgow's Digital Media Quarter at Pacific Quay. The move encapsulates BiP's ethos of growth and development, offering a tangible statement of intent for the company's aspirations and potential.

Mr Burges reiterated the company's focus on continued expansion, saying: "BiP began with five staff working from a temporary office, but as we celebrate our 25th anniversary we are on the verge of moving nearly 200 employees from our current premises to a prestigious new HQ, which will allow for further expansion and the next chapter in the company's history.

"BiP owes its sustained success to its staff, customers and clients – and also to the innovative, flexible and service-led approach that we have brought to the marketplace."

Mr Burges outlined the factors behind the company's outstanding success, saying: "Customers dealing with a company that has served its market as long as BiP has can take great confidence from its market knowledge, expertise and credibility. However, these are not factors that we take for granted, and recent events in the wider economy have demonstrated that longevity is not a



BiP Solutions' Board of Directors alongside the Finance Minister at the new Medius building. From left, Paul Ferguson, Finance; Grahame Steed, Publishing; Simon Burges, Sales and Marketing; Gillian Cameron, Customer Support; Ron Burges, Chief Executive; John Swinney MSP; Scott Smith, Commercial.

guarantee of future success. As a result, all at BiP are focused on driving innovation and customer service to an even higher level to ensure we build on the accomplishments of the past. These are exciting times for all involved with the company, and we look forward with confidence to the future."

To find out more about how BiP Solutions can help your organisation to realise greater efficiencies through both Delta-ets and Vault, go to:

[www.bipsolutions.com/Delta/vault.html](http://www.bipsolutions.com/Delta/vault.html) Alternatively, you can contact the Public Sector Solutions Team on: **0845 270 7090** or email: [sales@delta-ets.com](mailto:sales@delta-ets.com)

# The future's bright Procurex: Scotland's foremost procurement event



WITH THE Commonwealth Games being staged in Glasgow in 2014, much of the east end of the city will be redeveloped – and as a consequence BiP Solutions will shortly be on the move from its offices in Shawfield, near Rutherglen.

The company is using this opportunity to embark on a substantial expansion strategy, which will help the company meet the growing demand from our clients, both nationally and internationally, for the extensive range of innovative, market-leading solutions and services we provide. To facilitate this expansion strategy and accommodate up to 100 new employees, BiP will relocate to the new Medius building, situated within Glasgow's Digital Media Campus, on the Clyde waterfront.

This move, which coincides with the company's 25th anniversary year, provides BiP with a 26,000 sq ft state-of-the-art facility which reflects the company's ambitions. It also allows BiP to capitalise on the immense expertise available on the surrounding campus, which is home to other digital media content developers and providers, broadcasters and publishers – including BBC Scotland and Scottish Television.

While we recognise that the current economic climate is challenging, we are confident that the solid growth achieved by BiP over recent years can be sustained, and that the expansion strategy we are about to initiate will better prepare the company for the eventual upturn in the economy.

More details of the move will be made available in the coming months – but in the meantime we would like to thank you for your support in helping make BiP Solutions a highly respected facilitator of interaction between business and government over the last 25 years.

Further information on BiP Solutions' history, clients and new HQ at the Medius building in Glasgow's Digital Media Quarter can be found at [www.bipcorporate.com](http://www.bipcorporate.com)

PUBLIC PROCUREMENT in Scotland is worth an estimated £8 billion, and with Finance Minister John Swinney's recent budget bill setting out further details on a substantial programme of accelerated investment, this is set to grow in 2009-10.

Procurex 2009, supported by the Scottish Government, will bring together leading buyers from across all sectors to discuss the latest developments in procurement in Scotland.

Following on from a highly successful inaugural event in 2008, Procurex 2009 has increased not only in size but in its stature, cementing the event as Scotland's procurement event of the year. The event will include a greater number of interactive workshops, increased networking opportunities and introduces a 'meet the buyer' zone.

Procurex 2008 was Scotland's first dedicated private and public sector procurement exhibition. It provided over 4000 visitors with a wealth of information and opportunities for both sectors in order for them to reach their full potential in the procurement arena. The event aimed to empower procurement professionals, ensuring they have the tools, training and inspiration to deliver improved public services more efficiently.

Developing public sector and business to business opportunities was the central focus of Procurex 2008, and, with over 110 exhibitor stands to choose from and various training zones offering highly useful information, the exhibition arena was the main hub for networking. The event had a special format, combining a lively exhibition area with a full conference programme produced in association with the Scottish Government on the first day, with the *Government Opportunities (GO)* Scottish Business Summit taking place on the second day.

Delegates were drawn from central and local government, the emergency services, the voluntary and third sector, health, the prison service, education and the private sector. Key decision makers were widely in attendance, including procurement directors and managers, facilities managers, contract managers, finance managers, chief executives, IT managers and senior private sector buyers.



BiP's Procurex 2008 conference attracted over 4000 attendees

When asked for his thoughts, exhibitor Tony March, Business Development Manager at Osprey Water Services Ltd, said: "I thought the exhibition was a great success. The event was well organised and very well attended. Procurex exceeded our expectations."

BiP Solutions' Sales and Marketing Director Simon Burges said: "Procurex 2008 was an outstanding success; all the feedback we received from exhibitors, visitors and conference delegates was extremely positive. Procurex 2009 will be even bigger and better. It will undoubtedly help the public and private sectors build valuable relationships and generate new ideas for growth and expansion."

For further information on Procurex 2009, taking place on 28-29 October 2009, please visit: [www.procurexscotland.co.uk](http://www.procurexscotland.co.uk)

### Reasons to attend Procurex 2009:

- Over 4000 public and private sector delegates in 2008
- Must-see speakers
- FREE workshops
- Procurement advice
- Consolidate and develop your current business and working relationships
- Understand the latest market developments and procurement innovations
- Network with your peers from across Scotland and further afield

## 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)

**MOD Defence Suppliers Service Annual Conference and Exhibition 2009**  
26 Feb – Thistle Hotel, Bristol

**How to Perfect Your Tender Exercise**  
3 Mar – London  
23 Apr – Birmingham  
3 Jun – London  
11 Jun – Manchester

**How to Win Tenders**  
3 Mar – Birmingham  
13 May – Heathrow  
3 Jun – Harrogate  
16 Jun – Manchester

**The Sustainability Agenda in Procurement**  
4 Mar – London  
23 Apr – Manchester  
2 Jun – Birmingham

**Applying Best Practice Contract and Performance Management**  
4 Mar – Manchester  
29 Apr – London  
26 May – Birmingham

**HISEZ Annual Conference 2009**  
5 Mar – Highland Conference Centre, Aviemore

**Pre-Qualifying for Tenders – The First Hurdle to Success**  
5 Mar – Birmingham  
31 Mar – Manchester  
17 Jun – London

**Understanding EU Procurement – A Scottish Perspective**  
5 Mar – Glasgow  
12 May – Edinburgh

**Preparing Perfect Tenders**  
10 Mar – Manchester  
1 Apr – Birmingham  
28 May – London  
2 Jun – Glasgow

**GO Conferences National Sustainable Procurement Conference and Exhibition 2009**  
[www.goconferences.co.uk/sustainable](http://www.goconferences.co.uk/sustainable)  
11 Mar – QEII Conference Centre, London

**A Guide to EU Regulations**  
17 Mar – Manchester  
28 Apr – London  
19 May – Birmingham

**Procurement – The Latest Issues**  
18 Mar – Heathrow  
6 May – Manchester  
10 Jun – Birmingham  
16 Jun – London

**Central Buying Consortium Conference and Exhibition 2009**  
19 Mar – One Great George Street, London

**GO Conferences SME National Procurement Conference**  
[www.goconferences.co.uk/smeconference](http://www.goconferences.co.uk/smeconference)  
24 Mar – Mermaid Conference Centre, London

**Perfecting Compliant Evaluation Processes**  
24 Mar – Manchester  
22 Apr – London  
13 May – Birmingham

**DTIC SIT organisation presents Defence Research 2009**  
24-25 Mar – ICC, Birmingham

**GO Conferences National NHS Procurement Conference 2009 – Evolving NHS Procurement**  
[www.goconferences.co.uk/health](http://www.goconferences.co.uk/health)  
26 Mar – Cavendish Conference Centre, London

**Writing a Procurement Specification**  
1 Apr – Heathrow  
22 Apr – Birmingham  
21 May – Manchester  
24 Jun – London

**An Introduction to Negotiation**  
21 Apr – Manchester  
14 May – London  
20 May – Birmingham

**SOPD Scotland Conference**  
28 Apr – Murrayfield Stadium, Edinburgh

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

**Connecting to the Hub**  
6 May – Basingstoke  
7 Jul – Cambridge

**London Contracts and Supplies Group Annual Conference**  
7 May – Marriott Grosvenor Square, London

**National GO Awards 2009 inc. National Public Procurement Practitioners Day (N3PD)**  
[www.goawards.co.uk](http://www.goawards.co.uk)  
4 Jun – One Great George Street, London

**GO Scottish Sustainable Procurement Conference**  
9 Jun – Edinburgh

**Understanding Procurement Reform – Winning Contracts in Scotland**  
11 Jun – Glasgow

**Selling to Defence**  
18 Jun – London

**Procurex 2009**  
28-29 Oct – SECC, Glasgow

# GOing for gold



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

GOVERNMENT OPPORTUNITIES (GO) magazine is delighted to announce the 2009 Excellence in Public Procurement Awards which are held in conjunction with National Public Procurement Practitioners Day (N3PD).

The GO Excellence in Public Procurement Awards is the ideal platform for the procurement industry to join together, celebrate its successes and reward industry excellence.

For 2009, the GO team has added some exciting new categories which broaden the reach of the event to cover all the main areas of procurement.

The National GO Awards and N3PD will take place on 4 June at the Institution of Civil Engineers, One Great George Street, London.

The GO Awards categories are listed as follows:

- 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

To ensure you have a greater chance of winning, we have introduced a best practice document on our website – [www.goawards.co.uk](http://www.goawards.co.uk) – to guide you through how to complete your application form effectively. You can also request your nomination forms from this website.

The deadline for entries into the GO Awards 2009 is 31 March.

For further information on the GO Awards, 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)

# aXcessing Opportunities



BiP's DELTA e-tendering suite (Delta-ets) enables public sector contracting authorities to create, manage and transmit contract notices electronically, both to the Official Journal of the European Union (OJEU) and to BiP's contract notice information services.

Fully compliant with UK regulations and European Directives, an aXcess Buyer Profile – one of Delta-ets' most celebrated products – gives customers a dedicated online area containing their procurement-related information, detailing their procurement practices and intentions.

Many major public sector bodies have taken advantage of BiP's aXcess Buyer Profiles, including: House of Commons, Audit Commission, the Department of Culture, Media and Sport and Guy's and St Thomas' NHS Foundation Trust.

The aXcess Buyer Profile has unsurprisingly garnered a wealth of effusive testimonials.

Steve Barber MCIPS, Head of Sourcing at Guy's and St Thomas' NHS Foundation Trust, praised the product's ability to empower public sector buyers.

**"The aXcess buyer profile has given us complete control when advertising our contract opportunities to potential suppliers. It has also provided us with significant efficiency improvements and has given our diverse range of suppliers with a single point of information and contact."**

Steve Barber MCIPS, Head of Sourcing at Guy's and St Thomas' NHS Foundation Trust

Guy's and St Thomas' NHS Foundation Trust

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

## vault secures pole position

VAULT, WHICH forms part of BiP's Delta e-tendering service, is used for Pre-Qualification Questionnaires, ITTs, Framework – Requests for Quotation, Document Exchanges and Competitive Dialogue Tenders, which can lead to multiple boxes around one procurement exercise.

It provides a totally secure means of storing and transmitting tender documentation and receiving and managing responses electronically

via the internet.

In 2008 the number of Vault tenderboxes totalled 786, with 11,746 suppliers signed up to use this service. Last year, BiP supported 79 aXcess buyer profiles, with 503,549 hits on the site in April 2008 – an average of over 6300 per portal in one month, which is great news for buyers advertising notices and giving guidance to suppliers.

The service helps organisations to facilitate all EU procurement procedures – whether open, restricted, negotiated or accelerated – as well as low-value contracts.

Councils can also take advantage of Vault to help meet government targets on efficiency, effectiveness and improved auditability by moving from paper-based tendering to an online solution

To find out more about how BiP Solutions can help your organisation to realise greater efficiencies through both Delta-ets and Vault, go to:

[www.bipsolutions.com/Delta/vault.html](http://www.bipsolutions.com/Delta/vault.html)

Alternatively, you can contact the Public Sector Solutions Team on: 0845 270 7090 or email: [sales@delta-ets.com](mailto:sales@delta-ets.com)

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

## Looking back at 2008



Dressed for success: The winners at the inaugural Government Opportunities (GO) Awards Scotland being recognised for excellence within procurement.

BiP SOLUTIONS enjoyed another successful year in 2008, meeting the needs of its clients and ensuring that its portfolio of procurement solutions was constantly updated to provide the best possible service.

2008 saw a refresh of many of the company's services. The Defence Contracts International (DCI) brand ([www.dcicontracts.com](http://www.dcicontracts.com)) – a unique source of defence contracts information and market intelligence – underwent a complete redesign, ensuring it is even more relevant to the needs of this important market sector. Government Opportunities (GO) magazine ([www.govopps.co.uk](http://www.govopps.co.uk)) – the UK's leading public procurement title – unveiled a fresh new look in November and was also highly commended in the Periodical Publishers Association Scotland Magazine Excellence Awards.

Last year also saw significant changes to European Union procurement legislation. BiP was again on hand to guide customers through changes to the procurement thresholds in February and the CPV codes in September. The company's Delta suite of e-tendering services ([www.delta-ets.com](http://www.delta-ets.com)) – including Project, Vault, Select and aXcess – incorporated the changes, easing the burden for clients.

In keeping with its goal to grow and improve, BiP

expanded its global presence in 2008 with projects as far afield as the Gulf States and the Balkans.

At home in the UK, the company maintained its reputation as a first-rate events partner, hosting key events such as the inaugural Scottish GO Awards, the national GO Awards, National Public Procurement Practitioners Day (N3PD) and Procurex 2008, as well as the annual conferences of the Society of Procurement Officers in Local Government and the Health Care Supply Association. The GO events brand also enjoyed a busy year of conferences focusing on topics such as sustainability and collaboration, with over 12,000 delegates attending GO events in 2008 ([www.goconferences.co.uk](http://www.goconferences.co.uk)).

BiP is looking forward to meeting the needs of its clients through a growing range of innovative and effective solutions during 2009.

Thanks to all of our customers, and we look forward to helping you meet your objectives during BiP's 25th anniversary year.

To find out more about how BiP can assist your organisation, go to: [www.bipsolutions.com](http://www.bipsolutions.com)

# 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 License - BiP Solutions' Project e-notice 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 (low-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 low-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)

# The first portal of call

## supply2.gov.uk

supplier route to government

HOSTED BY BiP Solutions, **Supply2.gov.uk** is the only official government lower-value contract opportunity portal, created to provide small businesses with visibility of public sector contract opportunities below the OJEU thresholds – typically £100,000.

Launched in June 2006, the portal was created by the Enterprise Directorate – an agency of the Department for Business, Enterprise and Regulatory Reform – and has advertised in excess of 103,000 opportunities from across the public sector, helping to achieve efficient procurement practices and cost savings, as well as establishing a platform to support and grow local economies.

The portal is recognised by business as a valuable commercial tool and cited as a best practice means of advertising lower-value contract opportunities by HM Treasury and the European Commission. Since its launch in 2006, more than 124,500 suppliers from across the UK have registered on **Supply2.gov.uk** since the launch of the portal.

Public sector bodies registering as buyers with **Supply2.gov.uk** immediately have free access to the portal to publicise lower-value contract opportunities, attracting businesses that can deliver innovation, choice and increased value.

*View comments from registered organisations and read what they have to say about the positive impact that Supply2.gov.uk has had for them:*

[supply2.gov.uk/information/testimonials/](http://supply2.gov.uk/information/testimonials/)  
For further information and to promote your support for SMEs on the **Supply2.gov.uk** website, please email: [interoperability@supply2.gov.uk](mailto:interoperability@supply2.gov.uk)

## The green agenda

11 March 2009

### GO National Sustainable Procurement Conference and Exhibition 2009

As one of the largest customers of UK industry, the public sector must move to ensure that sustainable procurement sits at the very centre of all purchasing activities. Only by considering the environmental, social and economic impact of each purchase can we make a positive impact upon the environment.

The GO Conferences National Sustainable Procurement Conference and Exhibition – Progressing the Agenda – will be held on 11 March 2009 at the award-winning QEII Conference Centre, London.

The event will bring together leading environmental experts from across a pan-government market to examine current legislation and the role that procurement personnel must play if the UK is to achieve its environmental targets and set new benchmarks for sustainable purchasing.

Speakers include William Jordan, Chief Sustainability and Operations Officer at the Office of Government Commerce and Barbara Morton, Director at Action Sustainability.

For further information, or to register your interest, visit: [www.goconferences.co.uk/sustainable](http://www.goconferences.co.uk/sustainable)

## Spotlight on 2008

**Widening the Horizon – the recent Society of Procurement Officers in Local Government (SOPO) Annual Conference and Exhibition** – focused on the key issues raised by the expanding responsibilities facing Society members as they go about their daily tasks.

Organised by BiP Solutions ([www.bipsolutions.com/events](http://www.bipsolutions.com/events)), this was the 11th SOPO annual event, and was held for the first time outside London, at St Johns Hotel, Solihull.

Key speakers included David Shields, Programme Director, Markets and Collaborative Procurement at the Office of Government Commerce (OGC); and Barbara Morton, Director of Action Sustainability. Welcoming SOPO members to the conference was Liz Welton, Corporate Procurement Manager for Solihull MBC and newly appointed Chairman of SOPO.

The conference was also the occasion for presentation of the 2008 SOPO Awards for Outstanding Achievement in Procurement, which took place at the Gala Awards Dinner on the evening of the event.

The SOPO Annual Conference and Exhibition 2009 will take place on 11 November at the Hilton Manchester Deansgate Hotel.

To register your interest, please visit: [www.localgovexpo.co.uk](http://www.localgovexpo.co.uk)



## In January/February's GO:

- GO Features Editor Morven MacNeil looks into the Government's management of service contracts
- Anthony Snow, Lead Partner and Chief Operating Officer, Wales Audit Office, explains how a new report shows how savings can be made in fleet management in Wales
- Plus the launch of the GO Excellence in Public Procurement Awards – the deadline for entries is 31 March



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)

## New look for Association website

THE HEALTH Care Supply Association has upgraded its website to offer health care professionals a more comprehensive and vital resource – helping them communicate with others in the sector and ensuring they are fully informed about what is topical and relevant in health care procurement.

The site, which is managed by BiP Solutions, gives access to information on the Association, its events and how to become a member, as well as carrying a regularly updated news section covering all news of interest to the health sector.

The Health Care Supply Association Conference and Exhibition 2009: Think new, think different, think change - organised and run by BiP Solutions

- will take place on the 4th and 5th of November at the Hilton Manchester Deansgate Hotel.

To view the HCSA website, go to: [www.healthcaresupply.org.uk](http://www.healthcaresupply.org.uk)



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