

NPS

BiP's Newsletter for the Procurement Service
ISSUE 56 APRIL/MAY 2008

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Meet BiP staff...

Shellie Toal, Communications and Design Manager

SHELLIE JOINED BiP Solutions in 2004 as Client Liaison Officer. In this role, she ensured that BiP's affiliates, including the Society of Procurement Officers in Local Government (SOPG), received maximum exposure through various media channels. In December 2007, Shellie became Communications and Design Manager and now has responsibility for the editorial and design of BiP publications, such as **Government Opportunities (GO)** and **MoD DCB** magazines. Shellie's team are also responsible for media research and are heavily involved in providing market intelligence for BiP's **Market Monitor** services. To find out more about GO, visit: www.govopps.co.uk



Celebrating success



WITH A range of high-profile speakers, excellent networking opportunities and an even greater chance of scooping a coveted GO Award, this year's **National Public Procurement Practitioners Day (N3PD)** is set to continue its record of success.

The event, organised by BiP Solutions, will bring together representatives from across the procurement sector. Confirmed speakers are Minister for the Third Sector, Phil Hope MP and Deputy Director-General of the CBI, John Cridland.

Mr Cridland continues the recent tradition of CBI presence at the UK's only national day of celebration and recognition for the public procurement community. Previous years have seen the CBI's Director of Public Services

Dr Neil Bentley and former Director-General Sir Digby Jones speak at the event, and delegates can now look forward to hearing the CBI's views on procurement issues once again.

The day is not only an unmissable opportunity to hear from some of the leading figures influencing public sector procurement but also a chance to attend the unveiling of the **Government Opportunities (GO) magazine Excellence in Public Procurement Awards**. The GO Awards have become the most sought-after recognition within UK public procurement, and every year the quality and number of entries increases.

For 2008, the Award categories have been

extended to include two new key issues of relevance to the sector – collaborative procurement and third sector procurement.

Celebrating the role increasingly being played by the third sector in public procurement is crucial given the sector's influential work with public sector organisations and the potential to deliver higher-quality services as a result.

The public sector's acknowledgement of how they can form partnerships with the third sector is part of an increasing emphasis being placed on the importance of collaboration.

To reflect the contemporary nature of the Awards, the judging panel will be recognising the progress made in these areas with the introduction of the GO Award for Improved Delivery Through Greater Third Sector Involvement and the GO Collaborative Procurement Award.

Other categories include the Lifetime Achievement Award, the Award for Team Excellence and the Young Procurement Professional Award.

There's still a chance to enter the Awards since the deadline for entries has been extended to 14 April.

Entry forms can be requested from the GO Awards website at: www.goawards.co.uk Once completed, forms should be returned to: awards@govopps.co.uk

The GO Awards and N3PD 2008 event takes place on 5 June at the Institution of Civil Engineers at One Great George Street, London. For further details on N3PD and the GO Awards, go to: www.n3pd.com

**DEADLINE FOR ENTRIES
14 APRIL**

BiP triumphs at Lanarkshire Business Awards

BiP SOLUTIONS' successful start to 2008 has been further boosted by winning a prestigious accolade at the Lanarkshire Business Awards, held on 29 February.

BiP took the honours in the Business Growth through Marketing and Sales category, with the judging panel recognising the innovative approach that the company has taken to promoting and marketing its extensive range of public procurement solutions.

The Award follows BiP's recent status as a finalist in the Best Performing Business category at the Glasgow Business Awards, and its success as the Small to Medium-Sized Business of the Year at the renowned National Business Awards for Scotland 2007.

Simon Burges, Sales and Marketing Director at BiP, said: "We are delighted to have won the Business Growth through Marketing and Sales category at the Lanarkshire Business Awards. We pride ourselves on the performance of our marketing and sales campaigns, and to receive independent recognition of our work in this area is very pleasing – and a great reflection on all those involved at BiP."

BiP in the Balkans

THE UNITED States Agency for International Development (USAID) has awarded BiP Solutions the first stage of a major consultancy review of the Macedonian Public Procurement Bureau. The project builds on recent international procurement consultancy projects delivered by BiP in Kenya, Portugal and the United Arab Emirates.

This high-profile project will involve BiP procurement consultants delivering the initial three-month phase of a performance assessment for the Public Procurement Bureau (PPB) in the Macedonian capital of Skopje.

A senior BiP consultant will lead the team of performance experts on the ground in conducting a department-wide assessment of the target institution and its associated major stakeholders.

Macedonia was recently ranked by the World Bank as the fourth best 'reformatory state' out of



178 countries, and has undergone major economic and political reforms since independence in 1991.

BiP will now contribute to the ongoing reforms and movement towards European Union accession by introducing best practice methods of procurement and bringing industry-renowned expertise to bear on the PPB.

BiP's **Procurement Advice and Support Service (PASS)** has also been tasked to recommend and tailor tools for the performance

assessment and augment the Macedonian central procurement agency's business process logic and methodologies for all procurement conducted through this central government body.

Project delivery begins in mid-March and will involve considerable groundwork and resources to bring the PPB in line with its targets of better integrated procurement, increased collaborative procurement, reduction of corruption and the successful positioning of the Bureau as the model for best practice procurement in the country.

Following on from this project, there are considerable opportunities to deliver additional consultancy for both the PPB and USAID for the next stages of the project over the coming 18 months.

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

Give credit where Accredit's due



IN 2008, increasing numbers of public sector buyer organisations have been adopting BiP Solutions' **Select Accredit** – the national pre-qualification service designed to help ensure suppliers to the public sector meet the required nationally recognised standard when contracting.

Select Accredit provides a tailored approach to pre-qualification through the vetting of suppliers across a common range of key requirements, and by doing so delivers better value for money for both buyers and suppliers.

Select Accredit applicants are assessed and accredited to the same exacting standards as those set by the Department for Business, Enterprise and Regulatory Reform for Constructionline, thereby providing buyers with the assurance that Accredit suppliers meet a respected government accreditation standard.

The number of new buyer organisations adopting Select Accredit in

recent weeks comprises local authorities, health authorities and the emergency services, including:

- Ashfield District Council and Cherwell District Council
- Royal National Orthopaedic Hospital
- St Helens and Knowsley Hospitals NHS Trust
- Reigate and Banstead Borough Council
- Buckingham and Milton Keynes Fire Authority

The above list of new users emphasises that Select Accredit really is a national accreditation service for the whole of the UK public sector.

By adopting BiP's Select Accredit as their supplier-vetting service of choice, public sector authorities can gain significant additional benefits that contribute towards achieving value for money; these include reduced risk, clearly identified quality suppliers, reduced administration and released resources.

With Select Accredit, suppliers need only apply once for accreditation to a standard accepted nationally.

To find out how your organisation can adopt Select Accredit, please visit: www.bipselect.com/accredit or call: **0845 270 7094**

EVENTS DIARY

www.bipsolutions.com/events

Applying Best Practice Contract and Performance Management

- 1 Apr – Birmingham
- 27 May – Manchester
- 3 Jun – London

Preparing Perfect Tenders

- 1 Apr – Manchester
- 6 May – Birmingham
- 25 Jun – London

A Guide to EU Regulations

- 2 Apr – Manchester
- 28 May – London
- 17 Jun – Birmingham

National Programme for Third Sector Commissioning Roadshow 2008

- 3 Apr – University of East Anglia, Norwich
- 23 Apr – University of Surrey
- 6 May – IOD Hub, Manchester
- 21 May – Nottingham University
- 4 Jun – University of Leeds
- 19 Jun – University of Birmingham

Understanding the OGC Gateway™ Process

- 3 Apr – Manchester
- 21 May – Birmingham
- 24 Jun – London

SOPO Selling to Local Government

- 17 Apr – Leicester
- 18 Apr – Liverpool
- 22 May – Cardiff
- 11 Jun – London

How to Win Tenders

- 22 Apr – Heathrow
- 14 May – Manchester

Connecting to the Hub

- 30 Apr – University of Leeds

How to Sell to the Public Sector

- 6 May – Heathrow
- 24 Jun – Manchester

London Contracts and Supplies Group Conference and Exhibition 2008

- 7 May – Marriott Grosvenor Square, London

Supply2.gov.uk Roadshow 2008 – Tendering for Success

- 7 May – Manchester
- 8 May – Birmingham
- 29 May – London
- 10 Jun – Southampton
- 11 Jun – London
- 12 Jun – Bristol

Perfecting Compliant Evaluation Processes

- 13 May – London
- 10 Jun – Manchester

Delivering Sustainable Procurement

- 15 May – Manchester
- 10 Jun – London

Understanding EU Procurement – A Scottish Perspective

- 20 May – Edinburgh

Selling to the NHS

- 20 May – Heathrow
- 18 Jun – Glasgow

Effective Legal Compliance in Public Procurement

- 28 May – Birmingham
- 11 Jun – London

Understanding Procurement Reform: A Supply Opportunity

- 3 Jun – Glasgow
- 24 Sep – Edinburgh

GO Scottish Sustainable Procurement Conference and Exhibition

- 4 Jun – Caledonian Hilton, Edinburgh

National Public Procurement Practitioners Day (N3PD) 2008

- 5 Jun – One Great George Street, London

Scottish Government Conference 2008

- 29 Oct – SECC, Glasgow

Procurex – Scotland's Procurement Exhibition

- 29-30 Oct – SECC, Glasgow

GO Business Summit

- 30 Oct – SECC, Glasgow

Health Care Supply Association Conference and Exhibition 2008

- 6-8 Nov – The Belfry, Sutton Coldfield

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

BiP goes back to school

BiP SOLUTIONS has teamed up with the Scottish Government to deliver 14 new laptops to the Scottish Society for Autism's school at New Struan, Alloa. The laptops will enable older children to study and learn outside of school hours, as well as providing more flexibility for learning within the school.

In addition to the new laptops, BiP and the Scottish Government recently donated a cheque for nearly £12,000 to the school, which is a charitable boarding establishment providing support to children with autism. The donation

was made possible as a result of an operating surplus generated from the Scottish Government's National Procurement Conference, which was organised by BiP and held at the SECC, Glasgow, in October 2007.

BiP Production Director Grahame Steed said: *"New Struan is an impressive facility whose staff do an outstanding job. We were delighted to work with the Scottish Government to provide equipment that is sure to benefit the children studying there."*



GO Managing Editor Grahame Steed presents the laptops to Janet Stirling from the Scottish Society for Autism (centre) alongside Gill McLeod from the Scottish Procurement Directorate



Over 3000 suppliers sign up to Vault

A RECORD number of suppliers are signing up to use **Vault** – BiP Solutions' secure document and e-auction exchange service – with a total of 3109 organisations benefiting from the system.

Vault tenderboxes provide a totally secure means of storing and transmitting Invitation to Tender (ITT) documentation and receiving and managing responses electronically via the internet.

Vault, which forms part of BiP's **Delta-ets** e-tendering suite, is being used for Pre-Qualification Questionnaires, ITTs, Framework – Requests for Quotation, Document Exchanges and the new Competitive Dialogue tenders, which can lead to multiple boxes around the one procurement exercise.

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

Councils can also take advantage of Vault to help meet government targets on efficiency,

effectiveness and improved auditability by moving from a paper-based tendering system to the online solution.

Customers to the service include the Glasgow Housing Association and the Scottish Police Services Authority – both of which have signed up to the **Delta Bundle** package which allows them to use not only Vault but also the full range of BiP's e-tendering products: **Project**, **aXcess** and **Select**.

Other satisfied Vault customers include the Healthcare Commission, East Sussex Hospitals NHS Trust, Wycombe District Council and Northern Constabulary.

To find out more about how BiP can help your organisation to realise greater efficiencies through both Delta-ets and Vault, go to: www.bipsolutions.com/Delta/vault.html, contact the Public Sector Solutions Team on: **0845 270 7090** or email: sales@delta-ets.com

GO presents...



GOVERNMENT OPPORTUNITIES (GO) magazine, published by BiP Solutions, continues to provide a comprehensive service to the public sector as it delivers a series of successful events tackling key issues such as sustainability and NHS procurement.

The **GO Maintaining the Future** National Sustainable Procurement Conference and Exhibition took place in London on 26 March and addressed issues surrounding sustainability, focusing particularly on how it can be easily and efficiently incorporated into procurement practices.

Delegates were given an insight into recent developments in sustainability, as well as the Government's current goals in the field and how these can be achieved. In addition, buyers and suppliers were encouraged to communicate more effectively in bringing change and supporting green markets.

Those who attended heard from Barbara Morton, Director of Action Sustainability; Carl Meewezen, Interim Director Performance and Measurement at the Office of Government Commerce; and Will Martin, Procurement Strategy Manager at the Environment Agency.

To learn more, readers can catch a full review of the event in the April edition of **GO**.

GO's one-day **Developing NHS Procurement** Conference took place on 27 March and advised potential and current NHS suppliers on the recent changes within NHS procurement and future plans, as well as giving details of the latest developments in the marketplace and the impact of the Comprehensive Spending Review 2007.

To register for **GO** – which is free to those working in the public sector – visit the magazine's website at: www.govopps.co.uk

To find out more about BiP events, email the Events Team at: info@goconferences.co.uk or call: **0845 270 7095**

CBC puts procurement centre stage

BiP SOLUTIONS has helped the Central Buying Consortium (CBC) deliver yet another successful conference, giving attendees guidance on a variety of key issues relating to procurement, including problem-solving in procurement, negotiating contracts and the EU Competitive Dialogue process.

The theme of the event, which was hosted by BiP, was 'Procurement Centre Stage: Meeting the Efficiency Challenge' and delegates heard from speakers such as ADR International's Supply Chain Consultant Rebecca Howard and Richard Ellis from Bedfordshire County Council.

BiP organises a vast range of events for the public sector. To find out how we can deliver successful and cost-effective events for your organisation call the Events Team on:

0845 270 7095 or email: info@cbcconference.co.uk

NPS goes electronic

BiP SOLUTIONS has gone green in the production of its procurement newsletter **NPS**, as it makes the switch to an electronic format.

By changing to an online-only format, **NPS** will be able to cut its environmental impact while maintaining the quality of content and design and remaining accessible to readers.

This edition of **NPS** marks the last time the newsletter will be produced in hard copy. Readers will be able to access the June/July edition and all forthcoming issues at www.bipsolutions.com/nps

Contract analysis by CPV code

TO ENABLE identification of opportunities for better buying across government, the Office of Government Commerce (OGC) has been requesting government departments to provide them with contract data classified by CPV code.

BiP Solutions offers its public sector clients the chance to keep up to date with this requirement. If you would like to be able to report on your contract data, 'classified by CPV code', and are a user of BiP's Project e-notice service – an internet-based e-notice service for the creation, management and transmission of all values of contract announcements – then we can provide you with a bespoke report for a nominal fee.

For more details, please contact BiP's Public Sector Solutions Team on: **0845 270 7090** or email: **pssteam@bipsolutions.com**

Investing in interoperability

supply2.gov.uk
supplier route to government

NORTH EAST Lincolnshire Council has become the latest local authority to take advantage of **Supply2.gov.uk's** Interoperability Programme, which will help the Council to cut time and costs through better procurement.

Launched in June 2006, Supply2.gov.uk – the official national lower-value procurement portal – was specifically created to support local and central government by providing a platform to advertise lower-value contract advertisements. This enables the public sector to increase efficiency gains by accessing a diverse range of more competitive and innovative suppliers, while supporting the growth of small businesses in the UK. BiP Solutions is the service provider for Supply2.gov.uk, on behalf of BERR.

The Interoperability Programme minimises the time and effort taken to submit details of each contract onto Supply2.gov.uk. It ranges from reciprocal branded website links to full integration of procurement systems, allowing lower-value contract notices to be advertised directly through the Supply2.gov.uk portal.

North East Lincolnshire Council has now joined the growing list of Supply2.gov.uk's current interoperability partners, which includes the Office of Government Commerce, the Ministry of Defence, Constructionline and various local authorities.

The Council spends £112 million a year on goods and services, and how well these goods and services are procured has a critical impact on performance and success.

Through the Interoperability Partnership, Supply2.gov.uk is able to promote the Council's transparent procurement practices. It also ensures they have access to a wide range of competitive and creative suppliers, allowing them to provide cost-effective services and deliver excellent value for money.

For further information on Supply2.gov.uk and Interoperability Partnerships, please visit: **www.supply2.gov.uk** or email: **interoperability@supply2.gov.uk**

Procurex promotes procurement

HOSTED BY BiP Solutions, Procurex is Scotland's first dedicated private and public sector procurement exhibition, and attendance is free.

In addition to key procurement decision makers from within the Scottish public sector, Procurex will bring together a range of organisations from start-up SMEs to large blue-chip organisations.

Supported by the Scottish Government Public Procurement Conference 2008 and Scotland's leading business associations, this event will provide both attending delegates and exhibitors with an unrivalled opportunity to

develop new partnerships and maximise overall business growth. It also sees the launch of the GO Awards Scotland, which recognise procurement excellence and innovation in this area. Further details can be found at: **www.goawards.co.uk** The event takes place at the SECC, Glasgow on 29-30 October.

For further information, or to register your interest, visit: **www.procurexscotland.co.uk** To find out how BiP can assist in planning your event, email the Events Team at: **info@procurexscotland.co.uk** or call: **0845 270 7095**

London calling



THE LONDON Contracts and Supplies Group (LCSG) is gearing up for its Annual Conference and Exhibition, which is being organised by BiP Solutions. The 2008 event looks set to be another success, with opportunities to network, discussion of key issues relevant to the public sector and high-profile speakers.

This year's theme addresses the contribution of London procurement to meeting the challenges posed by tightening finances.

The Conference will take place at the Marriott Grosvenor Square in London on 7 May, and attendees will be offered key insights into the new budgetary restrictions and how they impact on local authority spending.

For further information, to register for the event or to find out how BiP can assist in planning your event, email the Events Team at: **info@lcsconference.co.uk**

Top Tip

IT'S QUITE remarkable that most public authorities still do not have a dedicated buyer profile website. The European public procurement regulations provide many advantages for those public authorities that have such sites to reduce their tendering timescales and significantly help speed up the tendering process.

Buyer profile sites also help authorities reduce the resources necessary to advertise their contract announcements and can more than pay for themselves through savings made from advertising contract opportunities in the national and regional press.

So this month's top tip is – save time and money by ensuring your authority has a buyer profile.

To see examples of buyer profile sites, visit the authorities buying consortium site at: **http://abc-scotland.g2b.info**, the Department for Transport site at: **http://dft.g2b.info** or the Eastern Shires Purchasing Organisation site at: **http://espo/g2b/info**

For assistance with setting up your authority's low-cost, fully managed buyer profile website contact BiP's Public Sector Solutions Team by emailing: **psst@bipsolutions.com** or calling: **0845 270 7090**

NPS Contacts

Publisher

BiP Solutions Ltd
Park House, 300 Glasgow Road
Shawfield, Glasgow G73 1SQ

Tel: **0141 332 8247**

Fax: **0141 331 2652/2792**

Email: **bip@bipsolutions.com**

Website: **www.bipsolutions.com**

Editorial: **media@bipsolutions.com**

Marketing: **marketing@bipsolutions.com**

Customer Support:
support@bipsolutions.com

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