

NPS

BiP's Newsletter for the Procurement Service
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SOPO celebrates procurement achievement

The Society of Procurement Officers (SOPO) hosts its tenth Annual Conference and its Awards for Outstanding Achievement in Procurement 2007



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Meet BiP staff...

Euan MacKay

EUAN IS a recent addition to the BiP Solutions team, having joined in June 2007 as Head of Marketing. He has over ten years of marketing experience and has worked on a number of high-profile advertising campaigns including food retailer Subway's first UK TV campaign.

Euan joins BiP after being seconded to the NHS from the Leith Agency. He is responsible for BiP's marketing department which oversees the management of BiP brands such as **Delta** – incorporating the **Select Accredited, Project** and **Vault** e-tendering services – and also **Tendermatch**, which incorporates **Contrax, Defense Contracts International, EC Tenders** and the market-leading **Tracker** service.



BiP Solutions 'clear winner' at Scottish business Oscars

BiP SOLUTIONS has been recognised as Small to Medium-Sized Business of the Year at this year's prestigious National Business Awards for Scotland.

The National Business Awards scheme, dubbed the 'business Oscars' by Prime Minister Gordon Brown, is an independent programme recognising success, innovation and ethics across all industry sectors and embraces businesses of all sizes.

As winner of the AXA Small to Medium-Sized Business of the Year Award, BiP's entry impressed the judging panel on the basis of the company's significant growth in turnover and profit and its innovative approach to its market sector.

BiP Solutions is now recognised as a leading provider of procurement solutions and market intelligence services, with thousands of public and private sector clients in the UK, Europe and beyond.

The company also provides events management, accreditation and consultancy services, and has used its expertise and experience on behalf of a range of high-profile clients, including the Department for Business, Enterprise and Regulatory Reform (as supplier of the national lower-value contracts portal www.supply2.gov.uk), the Ministry of Defence and the Home Office, as well as a number of Scottish public sector organisations.

Ron Burges, CEO of BiP Solutions, said: "BiP Solutions is delighted to have won the Small to Medium-Sized Business of the Year category.

We are pleased that the judges have recognised the success of a Glasgow-based media company on a national and international stage, and in a market sector where innovation and service delivery are paramount.

"Winning this Award demonstrates the quality of BiP's people and its services, and is a great recognition of the achievements of the company and its entire staff."

AXA Scotland judge Darrell Sansom said: "I am delighted that BiP Solutions managed to fight off stiff competition from an outstanding list of entries to be crowned the Scottish AXA Small to Medium-Sized Business of the Year. BiP Solutions was chosen as it was felt the company identified its customer segments most effectively, as well as responding to customer needs with both innovative and rigorous solutions. Its ability to drive market-leading solutions marked it out as the clear winner. Our warmest congratulations go to them."

Commenting on the company's success at the Awards, Liz Connolly, Senior Director of Operations for Scottish Enterprise Lanarkshire, said: "BiP Solutions is one of our area's key employers and I am delighted that they have been recognised at this prestigious Awards ceremony. We have worked closely with the BiP team to support their growth and increase their competitive edge and we have always been impressed by their drive, ambition and innovation. BiP is a great example of a confident, forward-looking company that is adding real value to Lanarkshire's – and Scotland's – economy."



BiP Directors Grahame Steed (left) and Simon Burges proudly display the AXA Trophy



Procurement forms updated

FOLLOWING THE application of European Commission Regulation (EC) N 1564/2005, the old public procurement forms adopted by Commission Directive 2001/78/EC of 13 September 2001 are no longer valid.

From the end of October, the Publications Office will not accept notices submitted using the old forms, so now is the ideal time to start using BiP Solutions' **Project** e-notice service.

Project is not only an official eSender to the Official Journal of the European Union (OJEU), allowing you to create, manage and store both higher and lower-value notices in a fully searchable database; it is also a key interoperability partner for the Supply2.gov.uk lower-value contract opportunities portal, a service provided by BiP Solutions on behalf of the Enterprise Directorate.

With over 500 UK public bodies using the service, Project now regularly accounts for up to 45% of the UK contracts submitted to the OJEU.

To receive a free Project licence, worth £150, or a free additional licence for each existing user, please contact: psst@bipsolutions.com or call **0845 270 7090**



Norman Rose joins BiP Solutions

BiP SOLUTIONS is pleased to announce the appointment of Norman Rose as a Non-Executive Director of the company.

Formerly Director-General of the Business Services Association (BSA) from 1996 to 2007, Mr Rose brings a wealth of experience in procurement and business development to BiP.

The BSA is widely known across the public and private sectors as a key commentator on a wide range of issues including the Private Finance Initiative and employment legislation. Under Mr Rose's guidance, the organisation, founded in 1993, grew from modest beginnings to represent 19 of the largest players in the business services marketplace.

Prior to joining the BSA, Mr Rose gained a wealth of experience at senior level in a variety of roles with several high-level organisations,

including the Law Society of Scotland and the Confederation of British Industry. From 1988 to 1992, he served as Associate International General Counsel and Director of European Government Affairs at Electronic Data Systems, a global business and technology services company that defined the outsourcing business.

As a Non-Executive Director of BiP, Mr Rose's market knowledge and experience will help the company design and deliver new products and services tailored to fit future developments in government procurement strategies.

Mr Rose said: "I am delighted to join the Board of BiP Solutions, a company with which I have worked closely for the past eight years. In particular, I am pleased to be associated with the team which produces **Government Opportunities** magazine, a journal which has

always been at the forefront of providing advice and information on the modernising government agenda. BiP is pre-eminent in its field and I look forward to learning more of the wide range of its activities over the coming months.

"I hope that my experience of working in the private sector will be able to add value to the work and scope of influence of BiP and that together we shall be able to develop some 'blue-sky thinking' around the future shape of the public sector services market."

Ron Burges, CEO of BiP, said: "We are delighted that Norman is joining the Executive Board of BiP Solutions. I have known Norman for many years, and know he will provide considerable added depth to the Board and make an invaluable contribution to the company's growth strategy."

The changing face of local government procurement

SCOTLAND EXCEL, the Centre of Procurement Expertise dedicated to raising procurement standards across Scotland, is to present its first National Procurement Conference – hosted by BiP Solutions.

The aim of Scotland Excel project, which also extends to the current operating arrangements performed by the authorities buying consortium (abc), is to create a local authority Centre of Procurement Expertise and to achieve Best Value public services by securing significant reductions per annum through increased collaboration and improved procurement performance, capacity and capability.

The conference, which takes place on 28 November 2007 at Murrayfield Stadium, Edinburgh, is a unique opportunity for procurement professionals to learn more about the changes ahead for local authorities and suppliers – from those implementing the changes – and how these will affect their organisations and the wider procurement landscape.

Among the seminars and presentations on offer are those covering core issues such as increasing capability and performance, e-tendering and sustainability.

In addition to the extensive agenda,

attendees will also have the opportunity to visit the substantial exhibition space and network with colleagues. They will further benefit from the chance to interact with potential suppliers as companies demonstrate products, services and expertise specifically designed to meet the needs of key local authority buyers.

Don't miss out on the opportunity to attend this important event – book now via the event website: www.excelconference.co.uk

For further information, contact the BiP Events Team on **0845 270 7095** or email: info@excelconference.co.uk

EVENTS DIARY

www.bipsolutions.com/events

OCTOBER — DECEMBER

Select Accredit Roadshow 2007

2 Oct – Leeds 18 Oct – Milton Keynes
3 Oct – Manchester 21 Nov – Bristol
17 Oct – Cambridge 22 Nov – Cardiff

Understanding the Selection Process

2 Oct – London 28 Nov – Birmingham

Understanding EU Procurement – A Scottish Perspective

3 Oct – Inverness 18 Oct – Edinburgh
4 Oct – Glasgow 7 Nov – Aberdeen

How to Engage with the Third Sector

3 Oct – London 29 Nov – Birmingham

When the EU Directive Meets the UK Regulations

4 Oct – London 27 Nov – London

Constructing the Future

9 Oct – Cavendish Conference Centre, London

Delivering Sustainable Public Procurement

9 Oct – Holiday Inn Central Park, Manchester

The Supplier Route Forward – McClelland and Beyond

9 Oct – Edinburgh 15 Nov – Glasgow
8 Nov – Aberdeen

Selling to the NHS

10 Oct – Renaissance, Heathrow

Understanding the OJEU Proforma Requirements

10 Oct – Manchester 20 Nov – London

An Introduction to New Purchasing Techniques

10 Oct – Manchester 20 Nov – London

Freedom of Information, Contracts and Your Business

10 Oct – Manchester 27 Nov – Birmingham
21 Nov – London

Working with the Centres of Excellence

10 Oct – Manchester 27 Nov – Birmingham
21 Nov – London

Supplier Negotiation – Developing Your Understanding

16 Oct – Marriott Maida Vale, London

Introducing Effective Supply Chain Management

16 Oct – London 9 Nov – Birmingham

Connecting to the Hub Roadshow

16 Oct – West Midlands
22 Nov – London

Enabling the Future – Defence Procurement Conference and Exhibition

17 Oct – City Centre Marriott, Bristol

Applying Best Practice Contract and Performance Management

17 Oct – London 15 Nov – Manchester

Scottish Government Procurement for Managers Roadshow

23 Oct – Inverness 13 Nov – Edinburgh
24 Oct – Glenrothes 21 Nov – Glasgow
6 Nov – Perth

Scottish Government Public Procurement Conference

31 Oct – SECC, Glasgow

Health Care Supply Association Conference and Exhibition

1-2 Nov – Holiday Inn, Stratford-Upon-Avon

SOPO Annual Conference and Exhibition

7-8 Nov – Novotel West, London

How to Develop a Gateway™ Process

13 Nov – Marriott Maida Vale, London

Effective Legal Compliance in Public Procurement

13 Nov – Manchester 28 Nov – London

Developing Your Tendering Knowledge

14 Nov – Marriott Maida Vale, London

How to Win Tenders

14 Nov – Manchester 4 Dec – London

Perfecting Compliant Evaluation Processes

15 Nov – Marriott Maida Vale, London

A Beginner's Guide to the EU Regulations

21 Nov – London

Connecting to the Capital

22 Nov – Cavendish Conference Centre, London

Preparing Perfect Tenders

22 Nov – Glasgow 29 Nov – London

Scotland Excel Conference and Exhibition

28 Nov – Murrayfield Stadium, Edinburgh

For further information on advertising your event contact the events team at BiP on **0845 270 7095** or email events@bipsolutions.com

Supply2.gov.uk promotes interoperability

MORE THAN 50,000 businesses have taken the opportunity to access and potentially win lower-value government contracts since **Supply2.gov.uk**, which is managed by service provider BiP Solutions on behalf of the Enterprise Directorate, was launched in June 2006.

As the site continues to grow, Supply2.gov.uk is keen to invite public sector buyers to join the interoperability programme – thereby helping Supply2.gov.uk to maintain its objective of being the first portal of call for lower-value contract opportunities.

By interoperating with Supply2.gov.uk, public sector buyers can demonstrate their compliance with EU legislation on lower-value contract opportunities. Furthermore, the interoperability programme can offer buyers better value and simpler procurement solutions, allowing public sector organisations to benefit from being able to source a diverse range of competitive suppliers and thus reducing the time and effort taken to complete the procurement process.

The Supply2.gov.uk interoperability programme

also allows public sector buyers to support the small business community. By using the system, buyers help to establish a more connected government by promoting their support for the continued growth of small businesses across the UK.

Supply2.gov.uk does not aim to reinvent the procurement process, but rather to centralise visibility and accessibility for suppliers while supplementing existing advertising activity and automating the process of publishing contracts for buyers.

Interoperability with the Supply2.gov.uk portal can take place at varying levels, depending on the requirements of the prospective partner. Tier 1 of the interoperability programme begins with reciprocal links between Supply2.gov.uk and a partner website.

Ensure your suppliers are aware that you support the Supply2.gov.uk initiative.

For more information on the Supply2.gov.uk interoperability service, please email: interoperability@supply2.gov.uk

SOPO celebrates procurement achievement



THIS YEAR'S SOPO Annual Conference and Exhibition marks the Society's tenth anniversary and proves the organisation is going from strength to strength as it continues to provide a unique platform for accessing and developing the procurement marketplace.

The two-day event, held on 7 and 8 November at the Novotel Convention Centre, London, and organised by BiP Solutions, is designed to bring together buyers and suppliers to network, share experiences and learn from other professionals in a relaxed and informal environment.

During the conference, attendees will have the opportunity to hear from a variety of speakers drawn from all areas of the procurement industry – including CEO of the Local Government Association (LGA), Paul Coen; Director of the Regional Centres of Excellence Procurement Programme, Steve Holland; and the Confederation of British Industry (CBI)'s Director of Public Services, Dr Neil Bentley.

In addition to the scheduled events, delegates can explore the dedicated exhibition space, not only to learn about products and services relevant to them, but also to discover potential new suppliers and future business opportunities.

Companies already committed to exhibiting at the event include Canon (UK) Ltd and Office Depot, along with a host of others catering for local government's procurement needs.

The event also includes the presentation of the SOPO Awards for Outstanding Achievement in Procurement, sponsored by Visa, which celebrate excellence in procurement at local government level – raising the profile of authorities and fostering team spirit within departments.

This year the Awards will be bigger and better thanks to the introduction of a new category recognising achievement in educational procurement. All submissions received with educational content under the four regular Awards categories – County Council, Single Tier (Unitary) Authority, Non-Unitary District/Borough Council, and Others – will be separately evaluated in conjunction with the Department for Children, Schools and Families Centre for Procurement Performance, and the Outstanding Achievement in Education Procurement Award will be presented to the submission that reflects the most significant contribution to procurement within the education sector.

The Awards ceremony takes place in the evening of the first day of the conference during a Gala Dinner when trophies will be presented to shortlisted entries and the eventual winners.

For more information on this event, or to book your place, visit: www.localgovexpo.co.uk



Select Accredited hits the road

BUYERS ACROSS the UK are being given the chance to learn about BiP Solutions' national pre-qualification service for the public sector, **Select Accredited**, as a series of free roadshows continues its nationwide tour.

Select Accredited offers a simple and structured approach to pre-qualification via supplier assessment across a range of commonly evaluated criteria, helping to deliver increased efficiency and reduced administration and costs for suppliers. Now finding out about the service and how it can benefit their organisation has become even easier for buyers, as the roadshow comes to them.

The show has already been well received in Glasgow, London and Durham.

Buyers who haven't caught the event already can get involved at these venues around the UK:

Leeds	2 October – Queens Hotel
Manchester	3 October – IOD Hub
Cambridge	17 October – De Vere University Arms
Milton Keynes	18 October – Hilton
Bristol	21 November – Armada House
Cardiff	22 November – Park Plaza

Roadshows will take the format of an introduction to Select Accredited, followed by a

demonstration of the service and a 'walk-through' of the process. An open question and answer forum will be followed by a networking session, which will give buyers the opportunity to exchange ideas, as well as the chance to question representatives from Select Accredited on the benefits of using the service.

Select Accredited is fully compliant with the EC Treaty, EU Public Procurement Directives and UK Regulations. It is also endorsed by the Society of Procurement Officers in Local Government (SOPO) and is widely accepted across the public sector.

Over 4700 public sector buyers are already using Select Accredited to help them with their accreditation process, with many more joining every month. By using pre-accredited suppliers, public sector buyers gain reassurance that their suppliers meet the required standards in their technical, legal and financial capacities, which helps reduce risks when contracting. Reducing risks helps local authorities to achieve all-important value for money – the benefits of which can then be passed on to the taxpayer.

For more information or to register free for the Select Accredited roadshow, visit: www.bipselect.com/roadshows

Grab a copy of GO

AS A vital resource for all those involved in the public procurement sector, **Government Opportunities (GO)** magazine, published by BiP Solutions, is hard to beat. Now it's easier than ever to ensure that you receive your copy of this award-winning publication each month – simply log on to the www.govopps.co.uk website and follow the instructions provided. Registering to receive GO takes just a couple of minutes, and for the intelligence provided is time well spent.

GO is available free of charge to public sector staff with procurement responsibilities. Make sure you request a copy now to ensure both you and your organisation are kept up to date on the latest news, issues and thinking.

October's GO contains a special section on outsourced services and an interview with the new Chairman of the Central Buying Consortium, Neil Jones, as well as the usual thought-provoking mix of features, UK and international procurement news, reviews and analysis.

Visitors to the www.govopps.co.uk website also have the chance to participate in a monthly online poll, aimed at both buyers and suppliers, and to view the sometimes surprising results of previous surveys. Past questions include "What benefit would public procurement gain from less regulation?" and "What effect will the 2012 Olympics have on general UK construction costs?"

The GO website also offers a variety of useful online resources such as reports, procurement legislation, an events diary and – the site's newest feature – an online readership survey.



Readers urged to GO online

FOR THE first time in the publication's history, readers of the UK's top public procurement magazine, **Government Opportunities (GO)**, published by BiP Solutions, will now have a

Packed with news, features, interviews, reviews and analysis, the magazine covers a broad range of innovative topics and contemporary issues and contains regular sections loyal readers will be familiar with.

Now readers are being given the chance to play an active role in driving the publication forward and keeping the content fresh by completing a short online survey – found on the magazine's website at:

www.govopps.co.uk

Those taking the survey, which is available from the beginning of October, will be able to rate their favourite sections, air their opinions on what they've read and even suggest future content. Day passes to the Society of Procurement Officers in Local Government (SOPO) Annual Conference are also up for grabs and will be awarded to two lucky survey-takers drawn at random from the responses.

Visit the GO website now at www.govopps.co.uk for the chance to make your views known on everything from the website itself to the magazine's editorial direction and range of content.

chance to get involved, make their views count and give feedback so the magazine can build on its success with input from those in the know.

As an important tool for procurement staff throughout the UK, GO connects with a wide audience of both public and private sector professionals on a monthly basis.

MoD DCB launches innovative alert service

WITH AN annual spend of over £16 billion, the Ministry of Defence is UK industry's best customer. Each year, the MoD buys a wide range of goods and services to equip and support the Armed Forces and to meet defence estate management requirements – during the financial year 2005-06, the MoD placed around 26,000 new contracts.

MoD Defence Contracts Bulletin (MoD DCB), published by BiP Solutions, is the only official source of such contract information, and is widely read by suppliers from Prime Contractors to small and medium-sized enterprises. This autumn, MoD DCB launches a new service to help buyers connect with suppliers quickly and efficiently – MoD DCB Alert.

MoD DCB Alert provides subscribers with daily email updates, giving access to new MoD defence contract opportunities of all values as well as key market intelligence. The service will also provide additional contract information on EU Member

State defence contracts over £93,000, European Defence Agency contracts and NATO contracts.

By publishing contract information through MoD DCB, buyers can be confident that their needs will be viewed by thousands of potential suppliers, ensuring wider competition and ultimately best value for money.

MoD buyers can register online at www.contracts.mod.uk, subject to approval from the MoD, and access contract information, reports and publications, contact directories, CPV code searches and defence e-business resources.

The site also contains access to the **Project e-notice** service for the creation of contract announcements for publication in the OJEU, MoD DCB, the European Defence Agency's Electronic Bulletin Board and **Supply2.gov.uk** for lower-value contracts.

For more information, please visit: www.contracts.mod.uk

Top Tip

BUYING LOCAL as a policy has dangerous implications – quite simply, it breaches the European procurement regulations and the EC Treaty principles.

Never, in any of your policies or practices, include wording that even hints at a 'buy local' policy. However, there is a way to help local businesses improve their ability to win public contracts without breaching the regulations.

So when you wish to improve your profile with local suppliers, don't use the tender specifications to do so – do the groundwork with your local suppliers first, and help them improve their own abilities to win contracts not only in their area but also from across the UK and even Europe.

In November's...



- GO Interview – **Edward Leigh MP**, Chairman of the Public Accounts Committee
- **Ruth Connorton**, Partner at Eversheds LLP, explains the highs and lows of the Competitive Dialogue procedure
- **Richard Whiter**, Director at IPF Consultancy, explores the practicalities of the trend towards shared services

Contents may be subject to change

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