

NPS

BiP's Newsletter for the Procurement Service
ISSUE 57 JUNE/JULY 2008

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Meet BiP staff... **Jenny Coombes**, Advertising Manager

JENNY JOINED BiP Solutions in November 2005 from EMAP MacLaren, where she was Sales and Events Manager for the group's Environmental Publishing Division.

Responsible for sales across BiP's portfolio of business publications, conferences and exhibitions, Jenny and her team work with a wealth of suppliers to the public sector creating bespoke marketing campaigns which enable suppliers to maximise market share and deliver a consistent and informative message to buyers.

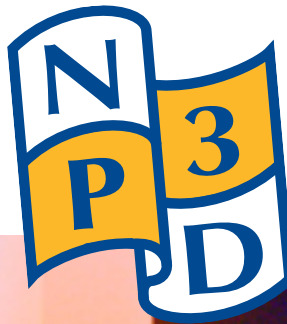
With procurement legislation constantly changing, Jenny and her team also invest significant time understanding the factors that influence the market, ensuring that they can best advise their clients on how to strengthen their position within the sector.

Currently in the process of supporting the launch of the first national Scottish procurement exhibition, Procurex, Jenny's team anticipate a busy year ahead and are looking forward to establishing a single, leading event for the Scottish public sector market.

To contact the Advertising Team, email: advertising@bipsolutions.com or call: **0845 270 7066**.
For further information on Procurex, visit: www.procurexscotland.co.uk



Recognising excellence



NATIONAL PUBLIC Procurement Practitioners Day (N3PD), organised by BiP Solutions, has continued its record of success in bringing together high-profile figures to discuss key issues, and celebrate the achievement of some of the sector's finest in the 2008 *Government Opportunities (GO) Excellence in Public Procurement Awards*.

Attendees at this year's N3PD, held on 5 June, heard from speakers including Minister for the Third Sector Phil Hope, who reiterated the vital importance of collaborative working between government and the third sector.

In his keynote speech Mr Hope said: *"Commissioning and procurement practices are an absolutely essential part of working well with the third sector. Good commissioning is essential for the third sector."*

Also speaking at the event was John Cridland, Deputy Director-General of the Confederation of British Industry.

Mr Cridland thanked procurement professionals for their work, stating that *"business enormously values the work you do. There would be no public services at all if it wasn't for you, and we recognise the role you have – and the many successes you have had – in delivering high-quality, value-for-money services to the public."*

Mr Cridland went on to say that, whilst there have been some successes through initiatives such as Gershon and the Efficiency review, it was vital that savings did not come at the expense of quality.

He added: *"We do not want to see suppliers squeezed, which simply has the effect of driving firms out of the market, reducing competition and choice. Nor do we want to see a return to the bad old days of compulsory competitive tendering, when price, and not value, was all that mattered."*



Minister for the Third Sector Phil Hope addresses delegates at N3PD 2008

Those attending N3PD also witnessed the presentation of the 2008 GO Excellence in Public Procurement Awards. The GO Awards have become the most sought-after recognition of work within UK public procurement, and every year the quality and number of entries increases.

Details of the winning and highly commended entries are on page 3 of this edition of NPS, and a full review of the GO Awards and N3PD will be in the July/August issue of GO magazine.

To find out how BiP could deliver a successful conference or event for your organisation, email: events@bipsolutions.com or call: **0845 270 7095**.

Procurex: growing business through collaboration

BiP SOLUTIONS is offering procurement professionals from both the public and private sectors the chance to attend a key exhibition and hear decision makers discussing the latest developments in procurement for free.

Scotland's first dedicated public and private sector procurement exhibition – Procurex – is hosted by BiP and supported by the Scottish Government Public Procurement Conference 2008 and Scotland's leading business associations. The event will take place at the SECC, Glasgow from 29 to 30 October 2008.

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

The event will provide both attending delegates and exhibitors with an unrivalled opportunity to develop new partnerships and opportunities to maximise overall business growth.

For further information on Procurex, or to register your interest, go to:

www.procurexscotland.co.uk

To find out how BiP can assist in planning your event, email the Events Team at: events@bipsolutions.com or call: **0845 270 7095**.



Procurement drive for small businesses

PUBLIC SECTOR buyers are now able to attract more potential bidders as **Supply2.gov.uk** – the official government lower-value (typically below £100,000) contracts portal – has launched a free three-month upgrade trial for suppliers, ensuring them access to national lower-value contracts published on the service.

Since it launched in June 2006, Supply2.gov.uk, a service provided by BiP on behalf of the Department for Business, Enterprise and Regulatory Reform, has provided small businesses looking for lower-value public sector contracts with over 83,800 business opportunities.

By providing such notices in one location, Supply2.gov.uk is helping to reduce some of the barriers faced by SMEs who wish to supply to government.

John Wright, National Chairman of the Federation of Small Businesses, said: *“Local authorities and government departments must play their part by making sure that more small business opportunities are advertised on Supply2.gov.uk Opening up public sector procurement to the UK’s 4.5 million small businesses can and should eradicate the false assumption that biggest is always best.”*

“The announcement of a free trial for small businesses to get access to public sector contracts is very welcome news. We supported the Supply2.gov.uk initiative from the outset and we hope that this free trial period will encourage more small businesses to try their hand at delivering goods and services to the public sector.”



Business Minister Shriti Vadera said: *“Encouraging more small businesses to register for opportunities will mean buyers benefit from increased competition and access to a wider range of suppliers.”*

“Many small businesses are more innovative, have lower costs and present better value for contracts than larger firms.”

The drive to attract more of the UK’s small businesses to Supply2.gov.uk is part of a wider strategy to help reduce the barriers faced by smaller firms when bidding to supply to government.

Registration for public sector buyers is free, and buyers with an existing procurement website can link their service directly to:

www.supply2.gov.uk

The deadline for suppliers wishing to take advantage of the free three-month national upgrade trial is 31 July.

For further information on BiP’s range of public sector services, contact the Public Sector Solutions Team on: **0845 270 7090** or email: **psst@bipsolutions.com**

Supporting sustainability



GO CONFERENCES has delivered yet another successful event with the Scottish Sustainable Procurement Conference and Exhibition 2008 which took place on 4 June at the Caledonian Hilton Hotel, Edinburgh.

Delegates heard from Scottish Government Cabinet Secretary for Finance and Sustainable Growth John Swinney, Director of Action Sustainability Shaun McCarthy and Neil McCallum, Head of Procurement at the Scottish Environmental Protection Agency.

The day gave delegates an insight into key topics such as reducing sustainability impacts in the supply chain, understanding suppliers’ needs, incorporating ethical sourcing criteria to supplier performance measurement and how to communicate responsible procurement strategy.

The event builds on the already impressive calendar of events hosted by GO Conferences which include the National Sustainable Procurement Conference and the Developing NHS Procurement Conference. For reviews of all GO events, pick up a copy of *Government Opportunities (GO)* magazine which is available free for all public sector procurement staff.

The July/August edition of *GO* features reviews of both the Scottish Sustainable Procurement Conference and Exhibition 2008 and National Public Procurement Practitioners Day (N3PD) 2008.

To register to receive *GO*, visit:

www.govopps.co.uk

To discover how BiP Solutions can help deliver a successful event for your organisation contact the BiP events team at: **events@bipsolutions.com** or call: **0845 270 7095**.

EVENTS DIARY

www.bipsolutions.com/events

SOPO Selling to Local Government

- 17 Jun – Leicester
- 20 Jun – Liverpool
- 24 Jun – Cardiff

A Guide to EU Regulations

- 17 Jun – Birmingham
- 10 Sep – London
- 21 Oct – Manchester
- 18 Nov – Birmingham

National Programme for Third Sector Commissioning Roadshow 2008

- 19 Jun – University of Birmingham
- 25 Jun – University of Surrey

Understanding the OGC Gateway™ Process

- 24 Jun – London
- 23 Oct – London

Preparing Perfect Tenders

- 25 Jun – London
- 30 Sep – Birmingham
- 14 Oct – London
- 18 Nov – Manchester

Understanding Procurement Reform Roadshow: Winning Contracts in Scotland

- 26 Jun – Edinburgh
- 17 Sep – Glasgow
- 8 Oct – Aberdeen
- 19 Nov – Edinburgh

Shaping the Future of Scottish NHS Procurement 2008

- 4 Sep – Edinburgh

How to Win Tenders

- 9 Sep – London
- 16 Oct – Manchester
- 13 Nov – Birmingham
- 2 Dec – Heathrow

Procuring the Environment

- 11 Sep – Manchester
- 2 Oct – London
- 13 Nov – Birmingham

Pre-Qualify for Tenders – the First Hurdle to Success

- 16 Sep – Manchester
- 22 Oct – London
- 12 Nov – Birmingham

Perfecting Compliant Evaluation Processes

- 17 Sep – Manchester
- 16 Oct – London
- 27 Nov – Birmingham

Selling to Defence

- 18 Sep – Heathrow
- 26 Nov – Glasgow

Implementing the Sustainability Agenda in Procurement

- 18 Sep – London
- 15 Oct – Manchester
- 11 Nov – Birmingham

Unravelling the Myths of Procurement

- 23 Sep – Manchester
- 8 Oct – Birmingham
- 12 Nov – London

Applying Best Practice Contract and Performance

- 23 Sep – Manchester
- 7 Oct – Birmingham
- 3 Dec – London

Procurement – the Latest Issues

- 24 Sep – Manchester
- 22 Oct – Birmingham
- 5 Nov – London

Understanding EU Procurement – A Scottish Perspective

- 30 Sep – Glasgow
- 2 Oct – Stirling
- 14 Oct – Inverness
- 4 Nov – Edinburgh
- 26 Nov – Dundee

How to Perfect your Tender

- 1 Oct – Heathrow
- 20 Nov – Birmingham

Selling to NHS

- 21 Oct – Heathrow

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

SOPO Annual Conference

- 4 Nov – The St Johns Hotel, Solihull

Health Care Supply Association Conference and Exhibition 2008

- 6-7 Nov – The Belfry, Sutton Coldfield

To highlight key events, forthcoming reports or important dates in our events diary, email:

agenda@govopps.co.uk

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

GO congratulates its winners



PROCUREMENT PROFESSIONALS have been honoured for their outstanding achievements at the annual *Government Opportunities (GO)* magazine Excellence in Public Procurement Awards, held as part of National Public Procurement Practitioners Day (N3PD) 2008.

The prestigious GO Awards ceremony, held in London on 5 June 2008, was organised by BIP Solutions – the publisher of GO magazine.

We would like to offer our congratulations to each of the finalists and say a special well done to all the highly commended and winning entries. This year the judging panel saw a record number of entries and noted that the standard of submissions was higher than ever – setting a particularly impressive benchmark for future prospective entrants.

This year the Awards offered more opportunities to showcase achievements with an extended number of categories to reflect the way in which the public procurement sector is developing.

The two new categories – the Improved Delivery Through Greater Third Sector Involvement Award and the Collaborative Procurement Award – were created to recognise both the third sector's expanding role in public procurement and the work done by the public sector in collaborating to improve its purchasing.

In common with the more established categories, the two new awards attracted entries of a very high calibre.

"The GO Awards have once again highlighted the excellent work being carried out by procurement professionals across the UK," said GO's Managing Editor Grahame Steed. *"On this evidence, the future of the profession is in very safe hands."*

A full review of the GO Awards and N3PD will be published in the July/August edition of GO, and further details on the GO Awards can be found at:

www.goawards.co.uk



Government Opportunities (GO) Excellence in Public Procurement Awards 2008

Winners and Highly Commended Finalists:

Sustainability Award

sponsored by OGCbuying.solutions

Winner

Sustainable Innovation Group, Exeter City Council

Highly Commended

RAFAEL Project Team, Central Services Agency

Improved Delivery Through Greater Third Sector Involvement Award

sponsored by the National Programme for Third Sector Commissioning

Winner

Dorset Partnership for Older People Project, Dorset County Council

Highly Commended

Rough Sleeping Team, City of Westminster

Collaborative Procurement Award

sponsored by Pearl Linguistics

Winner

London Development Agency – CompeteFor

Highly Commended

North West Collaborative Procurement Hub

Highly Commended

Healthcare Purchasing Consortium

Best Service Award

sponsored by Central Telecom

Winner

Pearl Linguistics Ltd/INTRAN Partnership

Highly Commended

FM Conway Ltd/London Borough of Lambeth

Best Small Supplier Innovation Award

sponsored by Supply2.gov.uk

Winner

Print Image Network Ltd/Hertsmere Borough Council

Highly Commended

XOR Ltd/Department for Work and Pensions

Young Procurement Professional Award

Winner

Amy Richards, Basingstoke and Deane Borough Council

Highly Commended

Abi Bouch, Cumbria County Council

Individual Excellence Award

Winner

Martin Blake, London Probation

Team Excellence Award

sponsored by BSI Product Services

Winner

Print and Associated Services Solution Project Team, Department for Work and Pensions

Highly Commended

PPSA Packs Team, Peninsula Purchasing and Supply Alliance

Highly Commended

re:source Procurement Hub

GO Lifetime Achievement Award 2008

Nick Bowd,

Director of the Scottish Procurement Directorate

Scotland gets GOing...



THE GOVERNMENT OPPORTUNITIES (GO)

Excellence in Public Procurement Awards Scotland aim to recognise excellence within procurement, and the benefits to the wider business and social community that smart, effective and sustainable purchasing can deliver.

Scotland has a thriving business community and a forward-thinking approach to public procurement. Public sector spending on goods and services across Scotland is estimated to be £8 billion per annum, with around £1 billion relating to 'Category A' common goods and services, as currently defined.

The time has come to recognise the achievements and celebrate the success of all those across the public, private and third sectors who strive to make a difference to the Scottish economy.

With categories covering Individual and Team Excellence, Sustainability and Corporate Social Responsibility, the GO Awards Scotland reflect many of the key areas of focus within public procurement.

Recognising that procurement is about buyers and suppliers working together, the GO Awards Scotland also include categories for Best Service and Best Small Supplier Innovation – this latter category acknowledging the role SMEs play in supplying the public sector in Scotland.

To view the full list of categories for the GO Awards Scotland 2008 and details of how to enter, visit:

www.goawards.co.uk

The deadline date for entries is August 25, and the Awards will be presented on the evening of 29 October, as part of the Procurex conference being held at the SECC, Glasgow.

Competing for Olympic opportunities

COMPETEFOR, the online portal which connects businesses with opportunities arising from the London 2012 Olympic Games, has been recognised at the Government Computing Awards for Innovation.

The resource was commended as a runner-up in the Best Project – Government to Business category at the Awards for its work in matching potential suppliers of all sizes with projects relating to the 2012 Games through online registration. As technology provider BIP Solutions develops, hosts and maintains CompeteFor in partnership with service provider Serco plc.

In its role as provider of buyer engagement services for the CompeteFor portal, BIP Solutions is also working to optimise the number of contract opportunities which appear on the portal.

The site will also help companies by giving them

access to Business Link services, providing sustainable, long-term business support.

The London Development Agency (LDA)'s Head of Olympic Opportunities, Geoff Newton, said: *"Innovative projects such as CompeteFor are crucial in spreading the benefits of the 2012 Games as wide as possible."*

"The service will particularly help small and medium-sized businesses by opening up the Olympic supply chain while also helping improve their ability to supply through the national Business Link network."

"Launching this service before the majority of contracts are advertised shows how the LDA and the 2012 Games are already delivering a lasting Olympic legacy."

Interested suppliers can view the CompeteFor site at: www.competefor.com



BiP in the Gulf

BiP SOLUTIONS Commercial Director Scott Smith and Commercial Executive Gery Thorogood visited the Kingdom of Saudi Arabia in April to meet with government officials in Riyadh.

BiP was invited to meet with the Saudi Government to discuss the company's experience and expertise in the public procurement arena as the Government embarks on an ambitious five-year e-enablement programme.

The BiP team spent three days in Riyadh examining a range of government procurement processes and sharing BiP's experience and viewpoints on best practice.

This new relationship for BiP builds on the sound foundation of the company's work over previous years in the United Arab Emirates, where BiP has developed and provided a procurement portal for the UAE Army Purchasing Directorate.

The meetings with the Saudi Government coincided with Saudi-British week (18-23 April). This gave the BiP team the opportunity to attend a number of events planned by Scottish Development



British delegation at the Saudi Arabian Chamber of Commerce, Dammam, Eastern Province, including representatives from BiP's Commercial team.

International, UK Trade and Investment and the Saudi Arabian Government. The events included a conference and exhibition hosted at the Saudi Chamber of Commerce in Dammam, enabling the team to meet with Saudi businesses and business support agencies and take part in a number of workshops and discussions on Saudi-British business development.

The event programme also included a site visit to Saudi Aramco, the world's largest oil company, where the BiP team was introduced to Aramco's procurement department and given a fascinating

insight into their development plans for the years ahead.

A key objective of the trip was to increase BiP's knowledge of Saudi business culture and customs. This was helped by attending a formal reception hosted by the UK Ambassador on the occasion of HM Queen Elizabeth's birthday. This provided the opportunity to network with Saudi government officials and businesses in a less formal environment.

BiP's activity in the Gulf is increasing and this recent visit will build on the company's existing foundation in the region.

Summer is GO

GOVERNMENT OPPORTUNITIES (GO) magazine, published by BiP Solutions, will be producing a special double edition to guide procurement professionals through developments in the sector over the summer months.

The July/August summer edition will carry the usual informative mix of news, views and reviews, as well as a special feature section on the procurement of fleet solutions.

The summer edition will also feature an

interview with Chair of the Audit Commission Michael O'Higgins and a review of **National Public Procurement Practitioners Day (N3PD) 2008**, as well as feedback from the **GO Awards** winners announced at the N3PD event on 5 June.

GO is free to public sector procurement staff. Those not already receiving the monthly magazine are advised to ensure they receive their copy by ordering via the magazine's website. Registering to receive GO takes just a

couple of minutes and, for the intelligence provided, is time well spent.

The website, which also offers users a chance to participate in the GO Poll and access features from previous editions, can be viewed at:

www.govopps.co.uk



Top Tip

DON'T FORGET – the Expression of Interest (EOI) stage is designed to identify those suppliers most capable of satisfying your requirement, while the award stage addresses how those chosen will deliver it.

Therefore at the award stage you should not be evaluating the competency of the supplier.

To help, ensure you set the award criteria first when developing a tender – that way you decide precisely what you need and, through next setting the EOI criteria, how you identify those best placed to deliver it.

This process will help you avoid assessing EOI-specific criteria at the award stage and potentially acting illegally.

BiP celebrates certification

BiP SOLUTIONS has proven that it can deliver a secure and reliable service to its clients across the public sector and maintain high standards across its broad range of key products and services by achieving the information security standard ISO 27001.

The certification covers the communication and dissemination of public sector contract information and supportive materials as well as the development of related software applications, the hosting of client web services, and event

organisation, promotion and management.

Both information and the ICT systems that process and deliver information are critical business assets. The security of these assets is highly valued by BiP, and being awarded the ISO 27001 standard indicates that BiP is working hard to protect its information assets and following best practices to reduce information security risks.

To find out more about BiP's secure range of services, contact the Public Sector Solutions Team on: **0845 270 7090** or email: psst@bipsolutions.com

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