



East Midlands Improvement and Efficiency Partnership

Procurement and Efficiency Bulletin

December 2009



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EM IEP Notices

EM IEP Annual Customer Perception Survey 2009

...reminder

On Friday 21 November, we sent all our contacts an email containing a link to our annual Customer Perception Survey 2009.

Each year we carry out an annual Customer Perception Survey to gather your feedback on the effectiveness of this sector-led improvement within the region.

We would like to take this opportunity to thank those of you who have already taken the time to complete and return the survey.

If you haven't completed your survey yet, we would be very grateful if you could take 5 -10 minutes to complete it by clicking on the following link.

http://www.surveymonkey.com/s.aspx?sm=UyPSnOX3WiMhUfOHSpg25Q_3d_3d

The closing date for responses is Thursday, 3rd December 2009 and we will feed back the results of the survey in the January edition of this newsletter.

EM IEP Newsletters go bi-monthly

We have changed the frequency of this newsletter and our Procurement and Efficiency Bulletin to bi-monthly.

This is due to the amount of additional communications work taking place in other formats, such as videos, events and the re-development of our website which is scheduled for early next year.

Your next bulletin will be circulated in January 2010.

Until then, all the Support Team at the East Midlands Improvement and Efficiency Partnership would like to send you their seasons greetings and look forward to working with you in 2010.





Free Event

Where do I get Cashable Savings?

14th January 2010, International Convention Centre, Birmingham

The public sector faces huge financial challenges over the coming years, resulting in a greater emphasis for local government to make wider efficiency savings.

This stimulating and interactive event, hosted by the West Midlands, East Midlands and Yorkshire & Humber Regional Improvement and Efficiency Partnerships (RIEPs), will look at some practical examples of where local authorities are achieving significant efficiency savings.

This FREE event is aimed at colleagues from county, unitary and metropolitan councils who will benefit from seeing first hand examples of how cashable savings are being made throughout local government.

Keynote presentations include:

- Transforming local government property asset management - £640m savings! Improvement and Efficiency West Midlands
- Delivering Efficient Corporate and Transactional Services - £32m savings! - Derby City Council
- West Midlands Regional eAuction programme - £4m savings! OGC & Improvement and Efficiency West Midlands



To register go to:

<http://www.wmcoe.gov.uk/index.php?page=27&iID=970>



Workshops

Business to Business Workshops

Business to Business (BtoB) are an organisation who have been commissioned by Business Link to provide a number of workshops aimed at private sector under the heading of - Winning Public Sector Business programme.

All of the information concerning the Winning Public Sector workshops and the rest of the programme can be found on <http://www.procurementem.co.uk>

Meet the Buyer Events

Next year BtoB will be holding three sector specific Meet the Buyer events. These events are a full day, and offer local suppliers the chance to meet face to face with several buyers on one day. There is a nominal fee of £25 (inc VAT) for any delegate to attend. These events offer suppliers several meetings in one day, as well as the chance to discuss relevant opportunities with buyers and find out how they can perhaps become part of their supply chain, or sell their services direct to the buyers.

The events are sector specific and the details confirmed are opposite. More information can be found at their website, go to:

<http://www.btob.co.uk/events/meetthebuyers.html>

Construction Meet the Buyers – Weds 27 Jan 2010 The Walkers Stadium Leicester

This meet the buyer event is specific to suppliers working in building and construction services. There will be 15 buyers there, including a large number of first tier contractors all looking to meet with local suppliers, to enhance their approved supplier lists and meet face to face with a variety of suppliers.

Food & Drink Meet the Buyers – Thurs 11 Feb 2010 The Yew Lodge, Kegworth

This meet the buyer is specific to suppliers who can provide food and drink services to the public sector. Again there will be 15 buyers there, covering all aspects of purchasing food and drink products and services in the public sector. Typical buyers may include the NHS, universities, colleges as well as local authorities.

Public Sector Meet the Buyers – Weds 24 Feb 2010 The Village Hotel, Nottingham

This final meet the buyer will be the largest of the three, with 25 buyers representing local authorities and public sector organisations from across the East Midlands. We are already in talks with a number of buyers to participate, as it will be an ideal opportunity for them to speak directly with suppliers and meet companies who are pre matched to their precise purchasing requirements.



Publications

Four New Good Practice Case Studies published

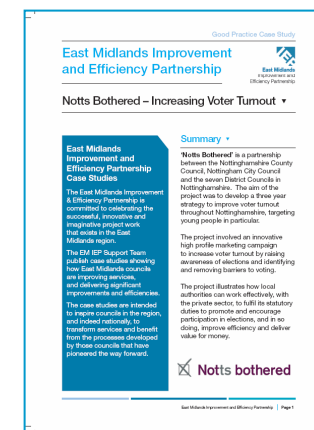
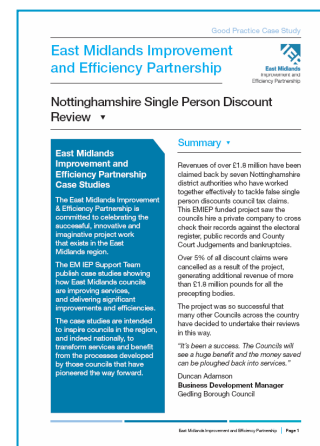
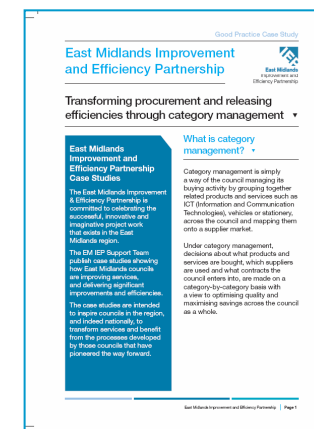
The East Midlands Improvement and Efficiency Partnership have added a further four brand new case studies into their library to showcase and celebrate successful, innovative and imaginative project work that exists in the East Midlands region. These include:

- East Midlands Property Alliance
- Transforming Procurement and releasing efficiencies through Category Management
- Nottinghamshire Single Person Discount Review
- Notts Bothered – Increasing voter turnout

The EM IEP Support Team publish case studies showing how East Midlands' councils are improving services, and delivering significant improvements and efficiencies.

The case studies are intended to inspire councils in the region, and indeed nationally, to transform services and benefit from the processes developed by those councils that have pioneered the way forward.

To read or download the case studies go to:
http://www.eastmidlandsiep.gov.uk/case_studies.htm



Publications



East Midlands
Improvement and
Efficiency Partnership

Members' guide: top tips for making savings through better procurement of ICT equipment

Councils spend over £4 billion each year on ICT equipment and related services, and are the largest ICT equipment buyers in the public sector. Spending is increasing by an average 8% each year, and is expected to reach nearly £5 billion by 2012. By smarter collaborative procurement, and the use of e-auctions, councils could save 20%, or £800 million each year.

For most councils, the important areas of ICT equipment expenditure are communications networks, including fixed and mobile telephones, software, data centres, servers, desktop computers and laptops. These are the focus of this guide.

The member's role is to ask the fundamental questions about the way in which ICT is currently procured:
Who is responsible for purchasing our ICT equipment?
Are we collaborating with as many other councils as possible to gain the benefits of scale?
Are we using the e-auctions and framework contracts to procure our ICT?

Download the guide to find out more:

<http://www.eastmidlandsiep.gov.uk/documents/MembersGuide-ICT.pdf>

Members guide: top tips for making savings through better procurement in construction

Councils spend some £16.2 billion each year on construction and could save millions of pounds each year through more efficient and collaborative procurement.

Councils spend far more on procuring construction than in other areas. Construction covers a range of activities including management, design, delivery and sometimes operation of the required facility.

The member's role is to ask fundamental questions about spend on construction, whether there is a co-ordinated approach to procuring and managing construction contracts, whether the council is collaborating with others regionally and nationally to get best value, and whether staff are appropriately trained.

Download the guide to find out more:

<http://www.eastmidlandsiep.gov.uk/documents/MembersGuide-Construction.pdf>



Publications

Members' guide: top tips for making savings through better procurement in energy

Councils spend £1.4 billion each year on electricity and gas, accounting for three per cent of the UK energy market. By smarter collaborative procurement and better risk management, councils could save up to £140 million each year.

The member's role is to ask the fundamental questions about the way in which energy is currently procured and whether proper risk management is in place:

- Who is responsible for purchasing our electricity and gas?
- How is our energy bought, and what fees and commissions do we pay?
- Are we using the services of a specialist energy procurement team, and if not, why not?

Download the guide to find out how your council can save money at:

<http://www.eastmidlandsiep.gov.uk/publications.htm#SubEnergy>

Temporary Staff Times

Temporary Staff Times, the bi-annual newsletter on temporary staff and consultancy procurement. This edition brings you an update on the introduction of the agency worker directive, an update from the Local Government Professional Services Group, and the first benefits being derived from the Consultancy Value Programme in central government. We're keen to hear your feedback on this newsletter and future articles you'd like to see – send us your views at tempstaff@ogc.gsi.gov.uk

Managing Energy Demand: A Collaborative Approach

The OGC has recently produced the guide on a **collaborative approach to managing energy demand**. The guide provides an overview of sustainability initiatives currently being promoted by the OGC and gives details of organisations that may provide support and funding for sustainability initiatives.

For more information on the guide and the Pan Government Energy Project please visit the energy page on the OGC website:

http://www.ogc.gov.uk/commodities_procurement_energy.asp



Publications

OGC Energy Category Autumn newsletter – Autumn 2009

**Reduce emissions, reduce costs:
collaborative, sustainable procurement**

Sustainability has never been more important in the Public Sector than it is today. The Climate Change Act sets a legally binding framework for the UK to reduce carbon emissions by 80% by 2050 and the public sector is expected to lead the way. In the current economic climate it is essential for public sector organisations to use energy efficiently and minimise waste.

Policies to drive emissions down, such as the Carbon Reduction Commitment, and carbon budgets, will place specific and challenging requirements on public sector bodies. Fortunately, there is a range of responses to the challenge which can save them money while protecting the environment.

Download the document from our website at:

<http://www.eastmidlandsiep.gov.uk/publications.htm#SubEnergy>

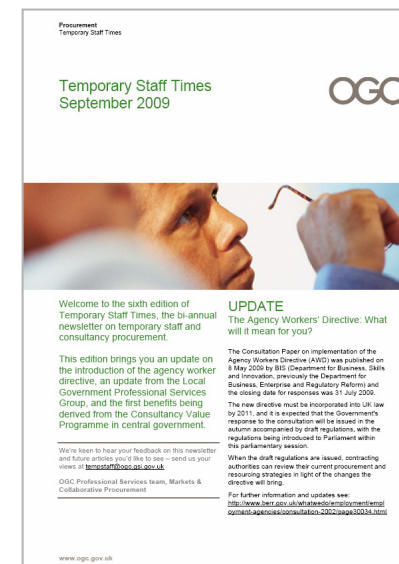
OGC's Temporary Staff Times

The sixth edition of the OGC's Temporary Staff Times, the bi-annual newsletter on temporary staff and consultancy procurement was recently issued.

This edition brings you an update on the introduction of the agency worker directive, an update from the Local Government Professional Services Group, and the first benefits being derived from the Consultancy Value Programme in central government.

Download the document from our website at:

<http://www.eastmidlandsiep.gov.uk/publications.htm#SubAgencyStaff>





News

Pro5 Launches New Voltage Reduction and/or Optimisation Technology Framework – ESPO Contract 438

ESPO on behalf of Pro5 has tendered and awarded a Framework for the provision of Voltage Reduction and/or Optimisation Technology (and associated services), which commenced 1 September 2009. The framework is initially in place for two years, with the option to extend for up to a further two years.

The framework offers a variety of technologies covering voltage reduction, optimisation and stabilisation and associated services to enable contracting authorities and other public sector users to reduce their energy emissions, achieve financial savings and improve their carbon efficiency.

The framework has been advertised in OJEU and is open to the entire public sector.



Given the complexity of the technology, Customers must run a mini competition underneath the established framework, amongst the four suppliers:

- Active Energy Ltd
- EMSc (UK) Ltd
- MB Hunt Ltd
- powerPerfector

A full user guide has been drafted to give all the necessary information to Customers; including the background to the process, details of the award, and supplier contact details. A copy of the guide is available from the ESPO Dealing Direct website www.espodealingdirect.org contract reference number 438.

For further information, please contact Kate Shaw (Group Buyer, Strategic Procurement & Commissioning) at ESPO on 0116 294 4007 or k.shaw@espo.org



News

Pro5 Radio Frequency Identification Systems (RFID) – ESPO Framework 350

Background

ESPO's RFID framework agreement offers all UK public library services a simple and effective route to purchasing library radio frequency identification (RFID) equipment, systems and tags.

The Framework Agreement was established through a collaborative procurement exercise undertaken by the public sector buying consortia comprising the 'Pro5 Group'.

The framework is, and will continue to be, available for use nationally by local authorities, plus school, college and academic libraries and other public sector bodies nationally; being advertised and established in full compliance with public procurement legislation. Therefore, by using the framework, customers are exempt from having to undertake any further advertising, supplier assessment or adherence to lengthy EU procurement procedures.

The framework covers a range of equipment and materials, and includes installation, maintenance and staff training.

Products Include:

- Terminals (with and without payment facility)
- Self service kiosks (for stock issue, return, renewal, reservation, etc)
- Hand held stock management units (scanners, etc)
- Security gates
- Security devices and detachers

cont over...

Pro5 Radio Frequency Identification Systems (RFID) – ESPO Framework 350

Re-tender Process

ESPO is returning to the RFID marketplace this winter to re-tender the framework and ensure it continues its current popularity throughout the UK. The benefits of returning to the marketplace are three fold:

- The new framework will encapsulate all the technological advances made in the market sector in the past three years (as the previous tender process commenced over 3 years ago),
- Best value products and services will be offered at up to date rates to help local authorities meet savings targets,
- The format of the tender and the user guide will be simplified to allow local authorities to make more informed decisions with greater ease.

The current RFID Framework was due to expire on 31st October 2009, but was temporarily extended until 31st March 2010 to allow the re-tendering process to go ahead. The new tender is expected to be released to the market in December 2009 and for the new framework to be live from 1st April 2010.

A full user guide for the current framework gives all the necessary information to Customer, including the background to the process, details of the award, supplier contact details and tendered rates.

A copy of the guide is available from the ESPO Dealing Direct website www.espodealingdirect.org , contract reference number 350. You may also receive further information by contacting:

Aaron Powdrill, ICT Buyer, ESPO
0116 294 4074 or email a.powdrill@espo.org.

National Framework Agreement for Competitive Telephone Call Charging (via Least Cost Routing) - ESPO Framework 7

ESPO has in place a framework agreement for Competitive Telephone Call Charging (via Least Cost Routing). This is a National Framework Agreement and is available to any Public Sector organisation in the UK.

The contract offers the user to sign up and take advantage of the highly competitive rates on offer for Local, National, Mobile and International calls, at both peak and off-peak times.

Other advantages of the contract are per second billing, no minimum call charging and online billing if required.

The provider also offers competitive rates on wholesale line rental and if required line installation.

Customers may wish to migrate call charging and line rental to the new provider. Landline telephony services, such as centralised electronic and localised hard copy billing, are provided for under the contract.

For further information on the framework:

Please visit www.espodealingdirect.org contract 7, or contact Uniworld direct on 0845 330 5531 quoting ESPO contract 7.

For further information, please contact:

Nick Holland, Senior Buyer ICT, ESPO
email: n.holland@espo.org or call 0116 265 7942

Applying the Roanne Case - New Guidance from OGC

Those of us dealing with development agreements which are to any degree '*sponsored*' by Local Authorities have been grappling over the last few years with the implications of the *Auroux v Roanne* case. After a very lengthy wait, OGC have just issued new guidance which we understand has received the clearance of the European Commission in Brussels, who were reported to be unhappy that the UK were intending to give too wide a '*clearance*' for Authorities to sponsor developments without the OJEU regime applying.

The guidance note (**OGC Procurement Policy Note 11/09**) has clarified the position slightly, although it may not go much further than some of us have already been advising. Crucially, it states that a development is '*less likely*' to comprise a procurement to which the OJEU regime applies if it meets some of a group of certain identified characteristics. These are:

1. the development is the autonomous initiative of the developer;
2. the development agreement is ancillary or incidental to a transfer or lease of property from a Local Authority to a developer and is intended to protect that contracting authority;

3. the development may be based on proposals put forward by the Authority but the winner is not chosen by the Authority;
4. there is no money passing from the Authority to the Developer for carrying out the development, eg contributions towards finance or guarantees against losses; and
5. there is no contractually enforceable obligation to complete works.

An interesting situation arises where (as is frequently the case) a development is partly a deal to develop land already owned by a Local Authority (typically under a long lease), but a substantial part of it is not - a judgement call will need to be made in terms of when the development goes further than something which is '*ancillary or incidental*'.

The guidance is, as might be expected, very cautious and does stress, quite correctly, that any artificial arrangement intended to circumvent the application of the Public Procurement Rules is likely to attract legal challenge.

If there are any queries on this please contact:
Stephen Pearson on 0115 985 3206 or email:
stephen.pearson@freethcartwright.co.uk

Invitation to participate in ICT e-auction 12

The Office of Government Commerce (OGC) is in the initial planning stages for e-auction 12 for ICT hardware, which is likely to take place in February or March 2010.

The previous 11 e-auctions in the OGC programme have delivered savings in excess of £150million across almost 150 public sector organisations. The last e-auction in October 2009 achieved average savings for the participant organisations of 29.9 per cent compared to their previous prices for equivalent products.

All e-auctions are undertaken using existing framework contracts and are fully compliant with the requirements of the EU Procurement Regulations.

If your organisation is considering any investment in ICT hardware over the next few months, we would strongly urge you to consider participating in e-auction 12 – the more committed volumes there are in the auction, the better the resulting prices will be.



Register your interest in e-auction 12 or find out more about the OGC's ICT Hardware e-auction programme by contacting:

Chris Chettle
e-Auctions Operational Delivery Manager

Tel: 07785 310 636 or
email: chris.Chettle@ogc.gsi.gov.uk



News

buildEastMidlands

Promoting services across the Region

Launched on 23 September 2009 buildEastMidlands has been developed by the East Midlands Property Agency (empa) to support sub-contractors across the region. The service is utilised by nominated partners (Main Contractors) who are seeking specialist trades for their empa projects.

The aim of buildEastMidland is to enable sub-contractors to be considered for future construction opportunities, to stimulate the local economy and allow developmental opportunities.

This initiative is supported by over 28 Local Authorities.

For more information go to:

<http://www.buideastmidlands.co.uk/>

Launch of buildEast Midlands supplier portal

A supplier registration portal for Construction and Trades companies wishing to work as sub-contractors on local authority works and construction projects in the East Midlands was in September.

If you are in regular contact with local companies or council members seeking support in the recession could you please pass on details of this link to them.

<http://www.buideastmidlands.co.uk/>

Mobile Phones

OGC are to run an e-auction for mobile phones.

If you are interested in participating please contact either Dean Bennett at OGC e mail dean.Bennett@ogc.gsi.gov.uk or Andrew Foster, EM IEP at email andrew.foster@nottscc.gov.uk



OGC Contracts Database

New entries to the contracts database open to Local Authorities for end September/beginning of October are:

New Frameworks

Eastern Shires Purchasing Organisation (ESPO) have added 5 new frameworks to the database

Voltage Reduction and/or Optimisation Technology, see http://www.ogc.gov.uk/contractsdatabase/list_all_contracts_2043.asp

Records Storage & Delivery Service:

http://www.ogc.gov.uk/contractsdatabase/list_all_contracts_2037.asp

Waste Collection & Disposal Services (Non-Domestic Residential):

http://www.ogc.gov.uk/contractsdatabase/list_all_contracts_2040.asp

Furniture - (Outdoor Sustainable Products made from Recycled Materials):

http://www.ogc.gov.uk/contractsdatabase/list_all_contracts_2004.asp

IT Consumables (Sustainable Products made from Recycled Materials):

http://www.ogc.gov.uk/contractsdatabase/list_all_contracts_2001.asp

Firebuy has added 2 new frameworks

Radios (hand held), base stations and accessories:

http://www.ogc.gov.uk/contractsdatabase/list_all_contracts_2031.asp

Chemical Protective Clothing Framework:

http://www.ogc.gov.uk/contractsdatabase/list_all_contracts_2034.asp

Buying Solutions has added one new framework

Automatic Meter Reading (AMR) and Associated Services:

http://www.ogc.gov.uk/contractsdatabase/list_all_contracts_2052.asp

and updated

Printing and copier papers (Recycled and Virgin Fibres):

http://www.ogc.gov.uk/contractsdatabase/list_all_contracts_1782.asp

which has just been awarded.

Additions to the database

National frameworks awarded by Braintree District Council

Construction Consultancy, see:

http://www.ogc.gov.uk/contractsdatabase/list_all_contracts_2060.asp

Car Parking Equipment (Supply, Installation and Maintenance), see:

http://www.ogc.gov.uk/contractsdatabase/list_all_contracts_2056.asp

Playground Schemes:

http://www.ogc.gov.uk/contractsdatabase/list_all_contracts_2073.asp

Plastic Sacks:

http://www.ogc.gov.uk/contractsdatabase/list_all_contracts_2067.asp

Waste Management Services:

http://www.ogc.gov.uk/contractsdatabase/list_all_contracts_2046.asp

New procurement in progress:

Facilities Management:

http://www.ogc.gov.uk/contractsdatabase/list_all_contracts_2049.asp



OGC Contracts Database

New entries to the contracts database open to Local Authorities for October/November are:

Latest news

New front page launched on 11 November providing access to the 7 regional contracts database managed by the RIEPs, see:

<http://www.ogc.gov.uk/contractsdatabase/index.asp>

Frameworks added to the database

Braintree have added 7 more frameworks to the database, Crematoria equipment, installation and maintenance:

http://www.ogc.gov.uk/contractsdatabase/list_all_contracts_2099.asp

Ground Maintenance Equipment, see:

http://www.ogc.gov.uk/contractsdatabase/list_all_contracts_2064.asp

Parking Management & Enforcement Services, see:

http://www.ogc.gov.uk/contractsdatabase/list_all_contracts_2070.asp

Refuse Collection Vehicles - Hire, see:

http://www.ogc.gov.uk/contractsdatabase/list_all_contracts_2087.asp

Sweepers - Pedestrian, Mechanical, Compact and Truck Mounted,

see: http://www.ogc.gov.uk/contractsdatabase/list_all_contracts_2084.asp

Vehicles, Commercial up to 7.5 Tonnes - Contract Hire with Maintenance, see:

http://www.ogc.gov.uk/contractsdatabase/list_all_contracts_2080.asp

Vehicles, Commercial up to 7.5 Tonnes - Purchase , see:

http://www.ogc.gov.uk/contractsdatabase/list_all_contracts_2090.asp

ESPO have added 2 frameworks

Paper Refuse Sacks,

see: http://www.ogc.gov.uk/contractsdatabase/list_all_contracts_2122.asp

(a joint ESPO/CBC procurement)

Road Surface Recycling Equipment, see:

http://www.ogc.gov.uk/contractsdatabase/list_all_contracts_2116.asp

YPO have awarded a new framework for Paint & Decorators Sundries:

see http://www.ogc.gov.uk/contractsdatabase/list_all_contracts_571.asp

New Procurements

Buying Solutions have added a new procurement in progress, SPRINT ii - ICT Products and Services, see:

http://www.ogc.gov.uk/contractsdatabase/list_all_contracts_2102.asp (a

joint Buying Solutions/DWP procurement)



Contact Details and Useful Websites

Contacts

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Sandra Johal, Communications and Information Officer

tel: **0115 977 4194** email: sandra.johal@nottsc.gov.uk

Websites

East Midlands Improvement & Efficiency Partnership

www.eastmidlandsiep.gov.uk

EM Procurement Hub (Password Protected)

<http://secure.emce.gov.uk/procurement/index.htm>

Sustainable Procurement Information Network (SPIN)

www.s-p-i-n.co.uk

Source East Midlands Contract Portal

www.sourceeastmidlands.co.uk

East Midlands Law Share Partnership (EM LawShare)

www.emlawshare.co.uk

Postal Address

East Midlands Improvement and Efficiency Partnership

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West Bridgford

Nottingham

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