

BiP – Best of British for XML



BiP SOLUTIONS has maintained its position as one of the largest e-senders of contract notices to the European Union, according to the latest figures released by the Official Publications Office of the European Union (OPOCE).

BiP's Project service – part of the Delta electronic tendering suite – enables public bodies to send their notices to the Official Journal of the European Union (OJEU) electronically, via an XML gateway. A key advantage of this is that notices sent via a recognised XML gateway can be validated and published by the OJEU within two to three working days, so reducing the timescales for a tendering exercise.

During 2006, 59% of all contract notices received by OPOCE were sent electronically. This compares with 36.5% during 2005 (an increase of 62%). Of all notices published by OPOCE, nearly 20% were sent in an XML format.

BiP remains second only to the French government in sending the most notices to the OPOCE in XML. While the number of XML notices sent by the French government decreased slightly in the second half of 2006, the number sent by BiP increased. In fact, during 2006 the volume of notices sent by BiP using XML outstripped that of every other European government and organisation, and was more than all other UK-based e-senders combined.

For more information on how your organisation can benefit from the Project service, visit www.bipsolutions.com/Delta/delta.html, contact the Public Sector Solutions team on **0845 270 7090** or email psst@bipsolutions.com

Sharing knowledge

SHARED SERVICES is a hot topic across the public sector right now, so it's entirely fitting that one of the UK's leading purchasing consortia should dedicate the theme of its annual conference to this area.

The Central Buying Consortium (CBC) is the largest local authority purchasing consortium in the UK. Formed in 1991 with six local authority members, it now has 17 representing the Midlands and south east England outside of London. The CBC annual conference takes place on 15 March at the Institution of Civil Engineers at One Great George Street in London, and the programme is one that you will not want to miss.

With estimates that government could save up to £40 billion over the next ten years by sharing services across HR and finance alone, it is easy to see why so much focus will be on this area. But what are the implications for local authorities, suppliers and most importantly the end-users of services?

How does the concept of shared services fit with the numerous other initiatives facing public sector buyers, and how should you plan to take account of it? What are the real-life experiences of those organisations which are already engaging in this activity?

To get the answers to these and other key questions, you need to attend this event. By doing so you will not only hear current thinking first hand, but also have the opportunity to question the experts and network with colleagues facing the same challenges as yourself.

Government Opportunities (GO) magazine is the media partner for the event, which is sponsored by Canon and Constructionline, and supported by the lower-value contracts portal www.supply2.gov.uk. Shared services is also the theme for the March edition of *GO*, while April's issue of the publication will include a review of the CBC conference.

To find out more about the event, go to www.bipsolutions.com/events/cbc_07

GO ahead

GOVERNMENT OPPORTUNITIES (GO) magazine is the UK's leading publication for all matters related to public procurement. In a sector as fast moving, diverse and complex as this, it pays to have access to the



latest thinking and awareness of the issues affecting buyers and suppliers both now and in the future. If you do not currently receive *GO* but would like to, please email 'GO request' to bip@govopps.co.uk

GO is pleased to receive editorial contributions from those at the cutting edge of public procurement. If you have an initiative that you want to share, or an issue to raise, *GO* is the ideal place to do it. The magazine is read by around 30,000 buyers and suppliers each month and contributions on any procurement-related subject are welcomed, as are those on particular themes.

Themed issues of *GO* for 2007 are:

Mar	Shared Services
Apr	Security and Consortia Supplement
May	Olympics and LCSG Overview
Jun	eProcurement and Procurement Solutions Preview
Jul	Collaborative Purchasing
Aug	Public Sector Property Management
Sep	Climate Change and Renewable Energy
Oct	Outsourced Services
Nov	ICT
Dec 07 / Jan 08	OGC and Beyond

Please contact morven.macneil@bipsolutions.com for further information on how to contribute to *GO*.

New Year, new SOPO Yearbook

THE BIBLE of the local government procurement community, the Society of Procurement Officers in Local Government (SOPO) Yearbook, is set to be even more useful in 2007.



The publication is packed full of valuable information and contains the contact details of every SOPO member whose information was available at the time of printing. It also contains articles by prominent procurement practitioners, including OGC Chief Executive John Oughton, Firebuy Chief Executive Terry Brewer, and the CEO of BiP Solutions, Ron Burges.

This year sees the Yearbook step up a gear with a new classified advertising section. This provides buyers with a more accessible list of suppliers servicing the public sector, and for suppliers it provides a cost-effective, long-term and high-impact marketing platform giving them the opportunity to promote their capabilities to the key decision makers in local government.

SOPO is the single largest representative body of procurement officers in local government in the UK. The 2007 Yearbook contains over 2500 contact details for members, with names, telephone numbers and email addresses included.

The cost of the Yearbook for non-members starts from £195 plus VAT (members can look forward to receiving their copies imminently). To order a copy visit www.sopo.org/yearbook, or call the BiP sales team on 0845 270 7096.

Gore turns up heat on environment

CLIMATE CHANGE was top of the agenda when former US Vice President Al Gore addressed an audience of hundreds of prominent figures from the Scottish business and public sector communities at a recent conference in Glasgow.

Mr Gore was speaking alongside Hans Blix, Chairman of the International Commission on Weapons of Mass Destruction, at a conference organised in association with BiP Solutions.

Mr Gore commended Scotland on the steps the country was taking to minimise future damage to the environment. He said: "I congratulate Scotland on taking a leadership role in tackling climate change and reducing carbon emissions – this is not a political issue, it is an ethical issue, a moral issue."

Ron Burges, CEO of BiP Solutions, said he was proud to associate the company with speakers of such international acclaim: "The expertise and depth of knowledge of speakers such as Mr Gore and Herr Blix can serve as valuable tools and empower community leaders to shape the future of the corporate and social environment of the twenty-first century and beyond."

PASSport to success

BiP SOLUTIONS' Procurement Advice and Support Service (PASS) consultants will be on the road throughout 2007, delivering valuable training and guidance on a range of procurement issues. The 2007 PASS events programme includes, amongst others, Effective Legal Compliance in Public Procurement, Mastering the Art of Supplier Negotiation, and Preparing Perfect Tenders. To ensure as many procurement professionals as possible can benefit from the PASS seminars, they are held not just in London, but also in Birmingham, Manchester and Glasgow.

Best of all, attending a PASS event will not

only broaden your understanding of public procurement legislation and techniques, it will also earn you Continuing Personal/Professional Development (CPD) points towards your, or your organisation's Chartered Institute of Purchasing and Supply (CIPS) CPD scheme.

BiP, through its PASS events programme, is dedicated to assisting the public sector in its professional development. For guidance on the CIPS scheme email cpd@cips.org

For detailed information on all PASS events email pass@bipsolutions.com or visit www.bipsolutions.com/events

FEBRUARY – MARCH

Understanding EU Procurement – A Scottish Perspective

15 Feb	Stirling Management Centre
27 Feb	Easterbrook Hall, Dumfries
13 Mar	Teacher Building, Glasgow
14 Mar	Aberdeen University

28 FEBRUARY

How to Win Tenders

Renaissance, Heathrow

MARCH – JUNE

Preparing Perfect Tenders

1 Mar	London
28 Mar	Heathrow
7 Jun	Manchester

MARCH – JUNE

How to Protect Your Commercial Interests When Tendering

6 Mar	Birmingham
29 Mar	Heathrow
14 Jun	London

MARCH – JUNE

Winning Contracts – Understanding Electronic Tendering Techniques

7 Mar	Birmingham
18 Apr	Heathrow
19 Jun	London

8 MARCH

SOPO Scottish Conference and Exhibition

EICC, Edinburgh

MARCH – JUNE

Delivering Social, Environmental and Sustainable Public Procurement

13 Mar	London
26 Apr	Birmingham
26 Jun	London

MARCH – MAY

Perfecting Compliant Evaluation Processes

14 Mar	London
2 May	London

15 MARCH

CBC Conference & Exhibition 2007: Shared Services – The Value to Procurement

One Great George Street, London

MARCH – JUNE

Applying Best Practice Contract and Performance Management

20 Mar	Manchester
3 May	London
27 Jun	London

21 MARCH

Shaping the Future of NHS Procurement

ICO, London

MARCH – JUNE

Introducing Effective Supply Chain Management

21 Mar	Glasgow
8 May	London
28 Jun	London

22 MARCH

Selling to Defence

Marriott Maida Vale, London

MARCH – MAY

Mastering the Art of Supplier Negotiation

22 Mar	Birmingham
19 Apr	London
15 May	London

MARCH – MAY

Understanding the OJEU Proforma Requirements

27 Mar	London
17 May	Birmingham

MARCH – MAY

An Introduction to New Purchasing Techniques

27 Mar	London
17 May	Birmingham

APRIL – JUNE

How to Sell to the Public Sector

17 Apr	Heathrow
6 Jun	Heathrow

APRIL – JUNE

A Guide to Understanding UK and EU Regulations

24 Apr	Manchester
9 May	London
20 Jun	London

APRIL – JUNE

Effective Legal Compliance in Public Procurement

25 Apr	Manchester
22 May	London
21 Jun	London

10 MAY

Selling to Defence

Renaissance, Heathrow

24 MAY

LCSG Conference

Marriott Grosvenor Square, London

6 JUNE

National Public Procurement Practitioners Day (N3PD) 2007

One Great George Street, London

13 JUNE

Selling to the NHS

Renaissance, Heathrow

27 JUNE

SOPO/OGC Conference and Exhibition

Marriott Regent's Park, London

Best defence

EVERY YEAR the UK MoD spends more than £18 billion on a wide range of products and services, making it British industry's single largest customer with a supply base of more than 32,000 companies. The MoD's objective is to obtain the best long-term value for money in its contracts and it has around 1800 buyers committed to purchasing high-quality goods at the best value-for-money terms.

The introduction of the Defence Industrial Strategy and measures such as Smart Acquisition have emphasised the need for more intelligent procurement and supply within the defence community: more than ever suppliers and buyers need to ensure that they are aware of key opportunities within defence.

Recognising the need for this crucial intelligence, the Defence Suppliers Service Yearbook has been produced in association with BiP Solutions, publisher of *MoD Defence Contracts Bulletin (MoD DCB)*. The Yearbook has been compiled as a business tool for both suppliers and buyers, and features a host of informative and topical articles, full listings of project teams within the MoD and other useful resources.

A limited number of Yearbooks are available to NPS readers on a complimentary basis – please contact rhona.sweeting@bipsolutions.com to reserve your copy.

IN MARCH'S ...



GOVERNMENT OPPORTUNITIES

- **GO Interview – Dr Vincent Cable**, Liberal Democrat Shadow Chancellor, discusses his party's future plans
- **Keith Luck**, former Director of Resources at the Metropolitan Police Service, gives an insight into the various changes implemented during his term
- **Paul Ryder**, Managing Director of Smart Public, explains how a shift in focus to recruitment budgets may well be one answer to the savings organisations need to make

(Contents subject to change)

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