

## EXPORTING EXCELLENCE

BiP Solutions has been at the forefront of developments in public sector procurement since it was established in 1984. The company has supported hundreds of public sector awarding authorities and thousands of buyers and suppliers across the UK with its e-tendering solutions, contract information services, training events, consultancy services and more.

The international dimension of BiP's procurement consultancy work has gathered momentum in recent years, and this has resulted in the delivery of procurement best practice on a global scale.

The delivery of projects in the last 12 months has seen members of BiP's consultancy team begin to resemble Michael Palin. First, the team delivered a study on behalf of the European Defence Agency (EDA) in Brussels. This project was followed by the team leading the contract negotiations for and delivery of an e-tendering portal for the Army Purchasing Directorate in the United Arab Emirates (UAE). The e-tendering portal project was announced by the UAE Army in February at the IDEX 2007 international defence exhibition in Abu-Dhabi and goes live later in 2007.

For the first time in its history, BiP is delivering procurement consultancy in Africa, with a procurement audit on behalf of the Ministry of Education in Kenya. The project will study the procurement processes and procedures used for \$80 million of World Bank donor funding spend and recommend process improvements based on international best practice.

With BiP's influential and market-leading position in the public procurement arena, the consultancy team is often invited to speak at international conferences. BiP's Commercial Director Scott Smith was invited to address an audience of government and business personnel in Lisbon, Portugal, on the subject of the public sector engaging effectively with SMEs. BiP's experience in this sector – as the provider of the UK lower-value contracts portal [Supply2.gov.uk](http://Supply2.gov.uk) – made it the obvious choice.

While BiP has a highly experienced procurement consultancy team, it recognises the value that local knowledge and additional specialist skills can bring to international projects. To support BiP's overseas efforts it is developing its partner network, and in the last year has added organisations from Canada, Cyprus, Greece, India, Kenya, Lebanon, Malta, Romania, the UAE and USA to its partner community.

So – many countries, a diversity of public procurement projects, a growing partner network and a developing international client base. The year ahead will see further international growth and we expect to see the BiP flag flying in even more locations.

