

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 Solutions.

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 Solutions, Mr Rose's market knowledge and experience will help BiP 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 Ltd, 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 (GO)* magazine, a journal which has always been at the forefront of providing advice and information on the modernising 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."

Glasgow-based BiP Solutions is one of Europe's leading providers of public sector procurement solutions, including contracts information and market intelligence services, e-tendering and supplier accreditation services, and events management and publishing services.

The company is an established authority on all aspects of public procurement, and advises public and private sector organisations in the UK and Europe on how to achieve best practice in this complex and often changing environment.

BiP Solutions 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. International clients include the European Defence Agency, the United Arab Emirates Army and Kenya's Ministry of Education.

Ron Burges, CEO of BiP Solutions, 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."