

NPS

BiP's Newsletter for the Procurement Service
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BiP SOLUTIONS' **Select Accredit** approach to supplier pre-qualification assessment across a range of commonly evaluated criteria.

The Treasury-commissioned Glover Report – published towards the end of 2008 – advised public sector authorities to further improve the opportunities small and medium-sized enterprises (SMEs) have to compete for their public contracts. One of the Report's key findings revealed that, when utilised correctly, supplier accreditation schemes can help public sector authorities achieve this aim. Select Accredit is a tool which enables just this.

Select Accredit provides both public authorities and suppliers with a straightforward, structured

approach to supplier pre-qualification assessment across a range of commonly evaluated criteria.

The benefits of registering free of charge with BiP's Select Accredit service are significant. They include access to a diverse database of approved suppliers; reduced buying risk through access to pre-qualified suppliers; improved efficiency by having a single, streamlined procurement process; reduced administration; and a transparent and fully auditable pre-qualification system.

The **Select Accredit** system is also fully compliant with the EU Procurement Directives.

For more information on Select Accredit, visit www.bipselect.com or call **0845 270 7094**

Procurex National: The countdown is on

WITH LESS than three weeks left until the public procurement event of the year, connecting buyers and suppliers from across the UK, now is the time to register for your place at **Procurex National**. If you are looking for a way to make budget cuts and gain some free procurement training, this is the event for you.

THOUSANDS OF SUPPLY CHAIN DECISION MAKERS IN ATTENDANCE

More than 5000 key decision makers across the supply chain are already signed up to attend this completely FREE event, which is taking place on 9 and 10 March at the National Exhibition Centre, Birmingham. Procurex National is organised by BiP Solutions – the leading supply chain solutions provider.

Central to Procurex National will be more than 60 free training workshops on the hottest topics in public procurement, including The Revised EU Remedies Directive; Contract Management Reporting; Including Social Issues in a Tender; and many more.

16 KEYNOTE SPEAKERS

Also featured will be a dedicated public sector conference stream, featuring 16 key speakers from organisations such as the Office of Government Commerce (OGC), the Chartered Institute of Purchasing and Supply (CIPS), the British Chambers of Commerce, Improvement and Efficiency West Midlands, and many more. The conference is designed to provide delegates with a unique insight into the current challenges facing procurement, and the speakers' wealth of experience is sure to provide vital insight into how you can make a positive change in your organisation.

13 INDUSTRY PARTNERS

A variety of prestigious industry partners will also be in attendance at Procurex National, including The Pro5 Group – consisting of the Central Buying Consortium (CBC), Eastern Shires Purchasing Organisation (ESPO), North Eastern Purchasing Organisation (NEPO), West Mercia Supplies (WMS) and Yorkshire Purchasing Organisation (YPO) – along with Birmingham City



Council, SOPO and Procurement West Lincolnshire. Attendees will be able to meet the partners at the extensive exhibition, which will boast over 100 suppliers, frameworks and professional buying organisations, reflecting how the public sector buys goods, works and services today.

A truly unique professional development opportunity, Procurex National will give buyers access to free training, speakers and exhibitors – allowing them to discover new supply chain opportunities and innovative buying solutions.

Procurex National is the FREE public procurement event of the year. Miss it, miss out.

5 reasons to attend Procurex National

- Learn about the latest EU procurement legislation and how to put it into practice
- Identify ways to achieve efficiency savings and streamline your procurement processes
- Meet a wide range of suppliers, professional buying organisations and frameworks
- Gain a real understanding of the issues facing the public sector and the best practice solutions on offer
- 60 FREE training workshops and 16 conference sessions on the hottest topics in public sector procurement

Register free for Procurex National at www.procurexnational.co.uk or contact the Events Team on **0845 270 7095**

Ensure compliance – Take advantage of the Delta-ets special offer



BiP SOLUTIONS' innovative **Delta-ets** system is currently making a unique special offer – meaning that potential customers could receive access to the complete Delta suite for only £7000 per annum.

The Delta-ets system is used for handling the full life-cycle of the tendering process for the public sector and its suppliers. It ensures that your organisation meets all important tendering requirements.

This one-off special offer comprises unlimited use of the four Delta services for one year. The services are: **Project** – Notice Creation; **Select** – Supplier Management; **aXcess** – Buyer Profile; and **Vault** – Secure Document Exchange. Vault also includes **Vault eAuction** – an electronic auction tool.

The constituent modules of the Delta system, such as Project, can

still be purchased separately for phased implementation. However, for the first time a wholesale implementation of the system can now be effected, saving you considerable cost and helping you reach your efficiency savings targets.

The Glover Report, commissioned in Budget 2008, advised the Government on making a number of improvements to the procurement process. One of the major findings from the report was the importance of moving all procurement processes online by the end of 2010 – helping save costs and providing improved access for the SME community. Delta-ets is a key tool in making this recommendation become a reality.

To take advantage of this special offer, visit www.delta-ets.com or call **0845 270 7050**

BiP Solutions' Tracker Corporate service deployed by MITIE Group

BiP SOLUTIONS has developed a new corporate-level public sector contract information, data-feed service called **Tracker Corporate**. MITIE Group Plc – the major facilities, property and asset management company – is the launch client who has worked closely with BiP during the development process.

MITIE is a long-standing user of BiP's Tracker business intelligence service, and has worked closely with BiP to trial and deliver the new Tracker Corporate service to support the organisation's business development and sales objectives.

The service went live at the end of 2009 and is focused on providing eight MITIE business divisions with a tailored daily data-feed of contract information, which is imported into the company's CRM application www.salesforce.com

The innovative data-feed service has been developed to help streamline MITIE's sales process; improve the coordination of their sales opportunities and bids; and ensure that there is no duplication of bidding activity across the organisation.

BiP's project manager for the MITIE solution, Gerry Thorogood said: "We have built a strong partnership approach to the project along with Nic Hatton, Research Associate, MITIE who is leading the introduction of this innovative new service across the company. The MITIE team had a clear vision of their requirements and have engaged highly effectively with the BiP development team to ensure that the resulting solution delivered the functionality and business benefits they were looking for."

MITIE Group Plc provides facilities, property and asset management for some of the biggest public and private sector organisations in the UK, employing 54,000 staff. They have a revenue in excess of £1.7bn.

Mr Hatton said: "Further deployment of the service will continue across MITIE divisions in 2010 and we are looking forward to working with BiP to further develop the service provided across the company."

For more information on the new Tracker Corporate service, contact the BiP Commercial Department at commercial@bipsolutions.com

BiP announces packed 2010 events diary

BiP SOLUTIONS has announced another packed events diary for 2010, with a multitude of seminars and roadshows delivering expert advice on public procurement for both buyers and suppliers.

BiP are experts in the public sector events arena, drawing on over 25 years of procurement knowledge and experience. This expertise sees the company successfully create and manage over 200 events across the UK each year, from bespoke in-house

training seminars to large-scale conferences.

BiP provides more than just the logistical side of events management. A BiP event package can include design, marketing, exhibition sales and on-the-day management as well as post-event evaluation and accounting.

BiP's 2010 events diary includes Procurex National – the UK's leading procurement conference; Procurex Scotland – the Scottish national

procurement conference; and annual conferences for organisations such as the Society of Procurement Officers in Local Government (SOPO), the Central Buying Consortium (CBC) and the Health Care Supply Association.

In addition there will be a wide variety of specialist workshops, seminars, exhibitions and roadshows throughout the year, including an EU Remedies Directive roadshow, a series of Completing an OJEU

Proforma training seminars, and both the Supply National SME Engagement Conference and the Supply Scottish SME Procurement Conference.

For more information on BiP's events portfolio or the BiP Events Management service, contact the Events Team on **0845 270 7095** or email events@bipsolutions.com To view the BiP Events Diary visit www.bipsolutions.com/events/events_list.htm

Events Diary

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

Supply Workshop – Winning Business Through London 2012
10 Mar – Southampton 05 May – Cambridge
18 Mar – Exeter 26 May – Glasgow
15 Apr – Belfast 17 June – London

Supply Workshop – Understanding Pre-Qualification Questionnaires
03 Mar – Derby 12 May – Manchester
24 Mar – Leeds 19 May – Exeter
25 Mar – Belfast 20 May – Glasgow
21 Apr – Birmingham 20 May – Southampton
22 Apr – Cambridge 25 June – Cardiff
9 Apr – London

Supply Workshop – Effective Tender Writing
23 Feb – Newcastle 29 Apr – London
03 Mar – Derby 12 May – Manchester
24 Mar – Leeds 19 May – Exeter
25 Mar – Belfast 20 May – Glasgow
21 Apr – Birmingham 20 May – Southampton
22 Apr – Cambridge 25 June – Cardiff

Selling to NHS Scotland
24 Feb – Glasgow

MOD Annual Conference & Exhibition 2010
25 Feb – Thistle Hotel, Bristol

Highlands and Islands Social Enterprise Zone (HISEZ) Conference & Exhibition 2010
26 Feb – Centre for Health Science, Inverness

Procurex National 2010
09-10 Mar – NEC, Birmingham

Supplier Skills – Pre-Qualifying for Tenders – The First Hurdle to Success
09 March – Manchester 05 May – Birmingham
21 Apr – London

Supply Workshop – Using Quality Standards to Create Competitive Advantage
10 Mar – Southampton 05 May – Cambridge
18 Mar – Exeter 26 May – Glasgow
15 Apr – Belfast 17 June – London

Skills Training – Guide to EU Regulations
16 Mar – Manchester 05 May – Birmingham
14 Apr – London

Supply Roadshow – Understanding Public Procurement
16 Mar – Manchester 18 May – Birmingham
18 Mar – London 26 May – Leeds
20 Apr – Bristol 17 June – London
05 May – Glasgow

Skills Training – Understanding EU Procurement – A Scottish Perspective
17 Mar – Glasgow 21 Apr – Edinburgh

Masterclass – Legal Issues in Procurement
17 Mar – London 19 May – Manchester
03 June – Birmingham

Skills Training – Writing a Procurement Specification
18 Mar – London

Defence Research 2010
23-24 Mar – ICC, Birmingham

Skills Training – Completing an OJEU Proforma
24 Mar – Manchester 08 June – London
29 Apr – Birmingham

Supplier Skills – Preparing Perfect Tenders
24 Mar – London 02 June – Manchester
28 Apr – Birmingham 10 June – London

National NHS Procurement Conference 2010
30 Mar – Cavendish Conference Centre, London

Connecting to the NHS in Wales
13 Apr – Cardiff

Supplier Skills – Selling to Scotland
13 Apr – London

Masterclass – How to Perfect Your Tender Exercise
13 Apr – London 20 May – Manchester

Supplier Skills – How to Win Tenders
14 Apr – London 04 May – Birmingham
27 Apr – Manchester

Masterclass – EU Remedies Roadshow
15 Apr – London 09 June – Glasgow
20 Apr – Belfast 15 June – Newcastle
04 May – Birmingham 17 June – Southampton
12 May – Manchester 23 June – Cardiff
19 May – London

Skills Training – Compliant Frameworks – Getting it Right
20 Apr – Manchester 02 June – Birmingham
25 May – London

Supply Scottish SME Procurement Conference
21 Apr – Thistle Hotel, Glasgow

Supply National SME Engagement Conference
21 Apr – Mermaid Conference Centre, London

Masterclass – Applying Best Practice Contract & Performance Management
27 Apr – London 11 May – Birmingham
09 June – Manchester

Masterclass – The Sustainability Agenda
28 Apr – London

SOPO Scotland Annual Conference & Exhibition 2010
29 Apr – Thistle Hotel, Glasgow

Masterclass – The Evaluation Process in Procurement
29 Apr – Birmingham 13 May – London
12 May – Manchester

Skills Training – Competitive Dialogue
18 May – London 10 June – Birmingham
27 May – Manchester 16 June – Glasgow

Central Buying Consortium Annual Conference & Exhibition 2010
20 May – One Great George Street, London

Selling to the NHS
20 May – London

Selling to Defence
20 May – Glasgow 22 June – London

LCSG Annual Conference & Exhibition 2010
24 June – Marriott Grosvenor Square, London

Procurex Scotland 2010
26-27 Oct – SECC, Glasgow

Entries now accepted for National GO Awards 2010-11



ENTRIES ARE now being accepted for the National *Government Opportunities (GO)* magazine Excellence in Public Procurement Awards 2010-11. **The deadline for entries is 16 April.**

Organised by BiP Solutions, the distinguished event will take place on 15 June at the Institution of Civil Engineers, One Great George Street, London.

With public spending expected to be one of the hottest topics in government in 2010 and beyond, procurement can expect to receive unprecedented levels of focus and challenge in the coming years, highlighting the need to recognise and celebrate excellence.

The National GO Excellence in Public Procurement Awards recognise the critical role that procurement plays within the delivery of effective and efficient public services, and for the past eight years they have been the benchmark by which innovation, quality and achievement in this sector have been measured.

The 2010-11 GO Awards provide the public, private and third sectors with a platform to promote and share best practice and highlight the initiatives that are making a real difference.

The categories and criteria for this year's Awards are as follows:

GO Sustainability Initiative of the Year Award

This Award recognises the pivotal role that public procurement can play in ensuring a more sustainable future for society.

GO Corporate Social Responsibility and Community Benefit in Procurement Award

This Award recognises those organisations which have done more than most to incorporate CSR and Community Benefit in Procurement (CBiP) thinking into their procurement activities.

GO Collaborative Procurement Initiative of the Year Award

This Award recognises the vital role that collaboration will play in the future, and showcases the very best examples of this practice from across the entire public sector.

GO Best Service Award

The GO Best Service Award recognises the critical part that private and third sector organisations play in ensuring end-user expectations are met, or even better, exceeded – while paying heed to issues such as efficiency and sustainability.

GO Innovation or Initiative of the Year Award

The GO Innovation or Initiative of the Year Award brings creativity and imagination to the fore, celebrating concepts that have made a genuine difference within the procurement sector.

GO Best Supplier Engagement Initiative Award

Supplier engagement is high on the public procurement agenda, and this Award recognises those public or third sector organisations which are leading the way in engaging effectively and productively with their supply base.

GO Individual of the Year Award

The GO Individual of the Year Award recognises the individual efforts of a procurement professional, and the positive impact that their involvement has had upon a particular procurement exercise or project.

GO Team of the Year Award

Team working is pivotal to the success of public procurement, and the GO Team of the Year Award recognises the power and potential of a focused and unified approach to procurement initiatives.

GO Lifetime Achievement Award

The GO Lifetime Achievement Award is a special recognition for those who have dedicated the majority of their career to advancing public procurement. As such, it is not an Award that is given lightly, or even at all if it is felt there is no candidate significantly deserving of it.

The positive effect that receiving a National GO Award can have on your organisation is invaluable, as many previous recipients of a GO Award are happy to attest.

Previous Winners had this to say:

John F McClelland CBE, who was presented with the Lifetime Achievement Award at the National GO Awards 2009-10, said: *"It was a complete surprise but a great honour to be recognised in this way. I am committed to doing all I can to ensure that the importance of procurement to the public sector and equally importantly the professionalism of those involved in procurement is recognised and valued. This Award will be a constant stimulus to me to maintain that commitment."*

The North West Collaborative Commercial Agency won the GO Best Collaborative Procurement Exercise Awards (Hubs) in 2009-10. Their Chief Executive Peter Akid said: *"We are delighted to receive the GO Award which is one of the most sought-after honours in the procurement profession. The judges have recognised that there is more to procurement than just saving money; that through intelligent purchasing you can also drive up standards and deliver a better service."*

"To be recognised as the best in your field is a tremendous honour for the organisation and reflects the professionalism of our procurement team."

For full information on the National GO Awards 2010-11, or to submit an entry, visit www.goawards.co.uk

6 reasons why you should enter the National GO Awards 2010-11

- The Awards are completely FREE to enter
- First class networking opportunity for industry professionals
- Opportunity for recognition for finalists, winners and highly commended entries
- Opportunity for tailored free and positive PR for your organisation
- The entry process has been streamlined, reducing the time it takes to prepare your entry
- Winners and highly commended entries will receive their Award in front of hundreds of their peers from across the procurement sector

The National GO Awards at a glance

- **Date and Venue** – 15 June at the Institution of Civil Engineers, One Great George Street, London
- **Deadline for Entries** – 16 April
- For full information on the National GO Awards 2010-11, or to submit an entry, visit www.goawards.co.uk

BiP is part of new Moorhouse Consortium

BiP SOLUTIONS is part of the new Moorhouse Consortium, which has been awarded a place on the Buying Solutions Management Consultancy and Accounting Services Framework Agreement (MCAS).

A place on the framework agreement, which is managed through Buying Solutions – the national procurement partner for UK public services – means the Consortium's combined specialist skills will be directly accessible to the whole of UK public services, including central and local government, the NHS and the wider public sector looking for consulting solutions in the UK.

Dom Moorhouse, Managing Director of Consortium lead Moorhouse Consulting, said: *"This is a huge achievement, and my team are looking forward to continuing to support our public sector clients through the challenging times that lie ahead."*

"There is not a single public sector leader in the UK who isn't feeling the

pressure to drive change and find more effective ways of working. Between us we have a wealth of experience in helping government leaders improve what they do; we already count the Department for Transport, Transport for London, Ministry of Justice, Department of Health, Connecting for Health, DirectGov and the Crown Prosecution Service among our valued clients. We now look forward to extending our services to the wider public sector and helping even more leaders reach their strategic goals."

The Consortium will be offering its strategic and delivery services in the areas of 'organisation and change', 'procurement' and 'project and programme management'. The specialist organisations working with Moorhouse – Hay Group, BiP Solutions, Lane4, Molten, PIPC, DS&A, buyingTeam, RedRay, L.E.K. Consulting, Suiko, TPI, and ERM – have over 1300 UK consultants at their disposal. They are experts in disciplines such as strategy

development, change management, organisational design, leadership coaching, cost reduction, BPR and lean, eProcurement, sustainability, strategic partnering and outsourcing, category management and portfolio, programme and project management (PPM). This 'consortium of experts' is a genuine alternative to the traditional supply model and, as such, a real 'Value for Money' differentiator to public sector organisations.

Buying Solutions is an Executive Agency of the Office of Government Commerce in the Treasury. As the national procurement partner for UK public services, Buying Solutions enables customers to improve value for money and efficiency.

For further information on the Management Consultancy and Accountancy Services Framework Agreement please visit www.buyingsolutions.gov.uk/services/ConsultancyServices/managementconsultancy

In March's Government Opportunities (GO) magazine



- GO provides an in-depth analysis on the Office of Government Commerce's tenth anniversary
 - Special themed section on Consortia, including content from The Pro5 Group
 - Plus GO interviews Ian Taylor, Commercial Director, Department for Children, Schools and Families
- To register for GO – which is free to those working in the public sector – visit the magazine's website at www.govops.co.uk

Glasgow4Business Week – A festival of business

BiP SOLUTIONS' Events Management team have been selected to provide their expertise for the Glasgow4Business Week series of events, which will take place from 19 to 23 April 2010 throughout Glasgow.

The events are being facilitated jointly by Glasgow Chamber of Commerce, BusinessClub Scotland, Business Gateway and Glasgow City Council, with BiP's Events Management team overseeing the organisational element of the project.

Over the last decade there has been a growing recognition within European urban policy that major cities and their surrounding areas form the core areas for future economic, social and physical development. The Glasgow4Business Week vision focuses on business support as the lever which will address many of the social, economic and environmental challenges facing Scotland's largest city. It is therefore essential for Glasgow to develop its business base.

This first Glasgow4Business Week aims to showcase a 'Team Glasgow' approach which will offer participating organisations the opportunity to reach a wide and potentially new audience. It will offer public and private sector support agencies, academics, politicians, business experts, noted entrepreneurs and government officers a platform from which to showcase their support for business and demonstrate what they are able to contribute towards the aims of Glasgow's joint economic strategy. The joint economic strategy is prepared on behalf of the Glasgow



Local Economic Forum and sets out the policies which will contribute to the continued growth of the Glasgow economy.

The format will comprise a week-long series of events providing businesses with insights into and examples of good practice, with a mix of exhibitions, workshops, masterclasses, seminars and conferences to support the enterprise culture within the city.

A highlight of the week will be the **Supply Scottish SME Procurement Conference**, which will be held on 21 April. The conference, which is organised by BiP Solutions, is designed specifically to improve business and growth opportunities for SMEs through encouraging good procurement practices between the public and private sectors.

BiP Solutions has a dedicated in-house Events Team who provide a full resource for all potential procurement event requirements. The team actively promote, manage and execute over 200 events each year and possess an unrivalled wealth of knowledge and experience in the field.

For further information on Glasgow4Business Week; the Supply Scottish SME Procurement Conference or any of BiP's events management service, contact the Events Team on **0845 270 7095** or email **events@bipsolutions.com**

Public sector responses to recession and spending reductions

JOHN TIZARD, Director of the Centre for Public Service Partnerships and a member of BiP Solutions' Strategic Advisory Board, has offered his thoughts and expertise on the recession and possible public expenditure reductions.

Entitled Public Sector Responses to Recession and Public Expenditure Reductions, Mr Tizard's presentation discusses the main party approaches to the economy and public spending in the election year and the impact their policies would likely have on local and central government procurement.

Other key themes identified in the presentation include the importance and role of strategic commissioning; the potential difficulties with complex partnerships; contracting with the private and third sectors; and the role that business providers can play in helping to strengthen the economy and reduce public expenditure.

Mr Tizard offers detailed advice on the importance of strategic commissioning and discusses the public sector's needs in relation to this. These needs are identified as: clarity about the outcomes and outputs that the public sector wants; understanding the supply markets and the drivers of

suppliers; means of attracting suppliers into the market; means of testing the robustness of bidders; protection if they go into administration or are taken over; ability to agree flexible contracts and shared benefits; pursuit of innovation and transformation; addressing these issues with their partners; and public, third and business sector partners.

Mr Tizard said: *"Some public bodies may not see outsourcing and contracting as an optimum means of securing savings given the perceived costs of procurement and the inflexibility of long-term contracts. The business sector has to step up to the mark and demonstrate long-term value for money and partnership-based flexibility."*

To view Mr Tizard's presentation in full, go to: www.bipsolutions.com/html/reports.html

An in-depth report on the approaches being taken by the major political parties to public spending in the coming years has been published in two parts over the past two editions of *Government Opportunities (GO)* magazine. To view the latest eBook edition of the magazine, visit www.govops.co.uk

BiP launches new events for public sector



FOLLOWING THE success of BiP Solutions' events calendar in 2009 – when a record 16,758 delegates attended BiP events over the course of the year – a host of new events

have been launched in 2010 for the benefit of public sector buyers. Here we offer a preview of two events which may be of interest to you or your organisation.

Competitive Dialogue

THE COMPLEXITIES of the competitive dialogue procedure can be time-consuming and expensive, often costing authorities millions of pounds.

The use of competitive dialogue has gathered momentum since the introduction of the 2006 Consolidated Procurement Directive, but the procedure has been used with varying degrees of success. **The Competitive Dialogue** seminar looks at current guidance for undertaking a competitive dialogue, along with examples of issues which have arisen since the procedure was introduced.

The seminar covers topics including Evaluation of the PQQ; Submission and Evaluation of Final Tenders; The Dialogue Process; and Issuing an OJEU Notice. The event would be of interest to legal officers, finance officers, contractors and stakeholders, as well as procurement personnel.

The Competitive Dialogue seminar will be held in London on 18 May, Manchester on 27 May, Birmingham on 10 June and Glasgow on 16 June.

For further information, or to register your interest, visit www.bipsolutions.com/events

Completing an OJEU Proforma



COMPLETING AN OJEU Proforma aims to provide a step-by-step guide through a standard OJEU proforma for anyone who has completed or may need to complete one.

Correct completion of the proformas is crucial, and this seminar will identify issues and areas to consider at various points in the completion process. The complexities of issues such as Variants, Division into Lots and Qualifications will be explained in an easy-to-understand format to help buyers submit compliant notices. The seminar will also cover Frameworks, CPV Codes, Legal, Economic, Financial and Technical Information, and Award Criteria.

Mistakes in an OJEU proforma can result in buyers needing to cancel their entire tender process – getting it wrong is not an option.

Speakers at this important seminar include Eddie Regan, BiP Solutions' Senior Procurement Consultant and David Worrall, Assistant Director for Procurement and Special Projects at Oldham MBC.

You can now book your place on the Completing an OJEU Proforma seminar in Manchester on 24 March, Birmingham on 29 April or London on 8 June.

For further information, or to register your interest, visit www.bipsolutions.com/events

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