

NPS

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Scotland gets set to GO

FOR THE second year running the **Government Opportunities (GO) magazine Excellence in Public Procurement Awards Scotland** are upon us, and the finalists can now be announced.

Organised by BiP Solutions, the illustrious event will take place at the Crowne Plaza Hotel, Glasgow on the evening of 28 October, the first day of the Procurex Scotland 2009 national procurement conference and exhibition.

With the Scottish public sector spending an estimated £8 billion annually on the procurement of goods and services, it is fitting that the contribution of Scotland's buyer and supplier community is recognised and rewarded. Public procurement is important to the wider social and business community, as effective and sustainable purchasing can deliver significant savings to the taxpayer and generate revenue for the economy. The GO Awards Scotland 2009 aim to showcase current excellence in this arena.

The esteemed GO Awards Scotland judging panel – which includes John F McClelland CBE, author of the Review of Public Procurement in Scotland – met in Edinburgh recently to select the finalists for each category from the many entries received. The Award categories reflect the diversity of procurement and supply chain excellence found in Scotland today. The full list of categories and finalists can be found at www.goawards.co.uk/scotland

The finalists will now attend the black-tie Gala Dinner and Awards



Rory Bremner, After Dinner Speaker

Ceremony, where the winners and highly commended will be presented with their trophies. A warm welcome is now also extended to all NPS readers and their colleagues who would like to attend this prestigious event. The organisers are also delighted to announce that award-winning comedian and impressionist Rory Bremner will be the After Dinner Speaker.

For those who are interested in attending, individual tickets are priced at £95 (excl VAT) and a table of ten is priced at £900 (excl VAT). To book your place, go to www.govopps.co.uk/awardscotland/booking

Grahame Steed, Managing Editor of GO magazine, said: "We have been very impressed by the quality of entries into the GO Awards Scotland 2009. The judging panel had a difficult time choosing the best from a very good selection, and each of the finalists should be very proud of their accomplishment."

Full details on the GO Awards Scotland 2009 can be found at www.goawards.co.uk

Procurex Scotland – last chance to book!

WITH LESS than two weeks left until **Procurex Scotland 2009**, now is your last chance to book your place for Scotland's procurement exhibition and event of the year. Procurex Scotland is for buyers and suppliers from both the public and private sectors.

Procurex Scotland 2009, organised by BiP Solutions in conjunction with the Scottish Government and Scotland's leading business associations, will be held on 28-29 October at the SECC, Glasgow. Procurex Scotland 2008 welcomed over 3000 delegates, and this year the two-day exhibition is set to be even bigger with a host of expert speakers, events and business opportunities on offer.

The exhibition will be co-located on day one with the **Scottish Government Fifth National Public Procurement Conference**, and on day two with the **GO Scottish Business Summit**. Attendance at the exhibition is entirely free, while both conferences cost £55 to attend.

Procurex Scotland will feature various free to attend procurement and business workshops across both days, led by expert consultants. The evening of day one will also see the presentation of the prestigious Scottish GO Awards for Outstanding Achievement in Procurement at the Crowne Plaza, Glasgow.

With the Scottish public sector spending approximately £8 billion a year on goods and services, Procurex Scotland offers a host of unique opportunities. Government contracts are one of the few stable revenue streams left in the current financial climate; this event is therefore an ideal opportunity for business and government to come together and steer through the recession successfully.

Attending Procurex Scotland

2009 will offer buyers from the public and private sectors a unique opportunity to maximise the benefits of their purchasing functions and engage directly with the supplier community.

For suppliers, Procurex Scotland will be your route to finding your next business opportunity, with the chance to build contacts with the public and private sectors, win new business and gain knowledge through the various training zones. The event will also offer attendees the chance to hear the very latest news on supply chain issues from the public sector and business community in Scotland.

The three training zones include multiple workshops which will provide delegates with the opportunity to develop their procurement skills free of charge.

Some of the illustrious speakers at this year's event include Cabinet Secretary for Finance and Sustainable Growth John Swinney MSP and Alastair Merrill, Head of the Scottish Procurement Directorate, who will speak at the Fifth National Public Procurement Conference. Speakers at the GO Scottish Business Summit include Founder and Co-owner of MJM International, Michelle Mone; Secretary of State for Scotland, Jim Murphy MP; and Director General for Finance & Corporate Services, Scottish Government, Stella Manzie.



To book your place at Procurex Scotland 2009, go to www.procurexscotland.co.uk, contact info@procurexscotland.co.uk or call **0845 270 7095**

BiP on target to raise £25K for Prince and Princess of Wales Hospice

AS WE enter the final quarter of the year, BiP Solutions is well on track to succeed in its charity mission for 2009, after raising over £15,000 to date for Glasgow's Prince and Princess of Wales Hospice.

BiP has always held charitable and corporate responsibility matters in high regard. This year the company decided to tie its fundraising efforts in with its 25th anniversary year, setting management and staff the challenge of raising £25,000 for the PPWH.

BiP recently presented a cheque for £15,011.50 to the Hospice's Corporate Fundraiser, Jo Parker-Morgan. Ms Parker-Morgan said:

"This is an incredible amount of money BiP has raised for the Hospice; we are so grateful to you all for your continued efforts.

"With £2.5 million funding required each year just to keep our doors open, the fundraising of companies like BiP is absolutely imperative to the quality of care so many terminally ill patients and their families receive."

BiP Solutions CEO Ron Burges



PPWH, Glasgow

said: *"BiP is passionate about its core values and principles and about contributing back into the local community. The Prince and Princess of Wales Hospice is an exemplar of these same values and it's a privilege for BiP to adopt an organisation that holds such an important place in the community."*

To find out more about BiP's corporate social responsibility policy, go to www.bipcorporate.com

SOPO Annual Conference and Exhibition – Staying on the Leading Edge

WITH LESS than one month to go until the **Society of Procurement Officers in Local Government (SOPO) Annual Conference and Exhibition 2009**, 'Staying on the Leading Edge', there is limited time left to book your place.

Organised by BiP Solutions, this year's Conference, Exhibition and Gala Awards Dinner will be held in the north west of England at the Hilton Deansgate in Manchester on 11 November. The event will endeavour to help procurement professionals – whether buyers or suppliers – reach and remain on the leading edge of procurement practice.

SOPO has engaged a diverse range of speakers in a varied programme which will address some of the strategic issues and operational aspects of procurement. Speakers confirmed include David Parsons CBE, Leader, Leicestershire County Council; Jon



Helvellyn Mountains, Lake District

Hughes, Executive Chairman, Future Purchasing; and Martin Sykes, Chief Executive, Value Wales. In addition, some of last year's SOPO Award winners will be back to share their experience and show where their projects are now.

There will also be workshops on contract management, carbon trading, EU procurement, collaboration and the forthcoming Efficiency Exchange. The event will be followed by the illustrious SOPO Gala Awards Dinner.

For further information, or to register your interest, please visit www.sopo.org/conference

In the next edition of GO

Government Opportunities (GO) magazine is the UK's leading publication focused on all aspects of public procurement.

- GO speaks to Adrian Ringrose, recently appointed Chairman of the CBI's Public Services Strategy Board
- Reviews of Procurex Scotland 2009 and the Annual GO Awards Scotland
- Plus a themed edition on collaborative procurement

To register for GO – which is free to those working in a procurement role within the public sector – visit the magazine's website at www.govopps.co.uk

Vault – securing procurement victory for the MOD

BiP SOLUTIONS' **Vault** service – a module within the company's Delta suite of electronic tendering products – has recently proved a success for a major government department.

Vault is a secure document exchange and e-auction service facilitating all EU procurement procedures – open, restricted, negotiated and accelerated – as well as lower-value (below threshold) contract opportunities. The service ensures a completely secure means of storing and transmitting Invitation to Tender (ITT) documents and

managing and receiving tender responses electronically.

The Glover Review, announced in 2008, stressed the importance of moving procurement online to increase efficiency and cut costs. The Defence Science and Technology Laboratory (Dstl) is one organisation which has significantly benefited from using the Vault service to achieve just such an outcome.

Dstl, an agency of the Ministry of Defence (MOD), supplies impartial scientific and technical research and advice to the Department and other government bodies. Recently the

organisation converted their procurement tendering processes from paper to electronic (e-tendering), with the use of Vault. This conversion has provided a host of benefits for Dstl, including savings on time, money and administration. Their processes are now also smoother and more secure and a clear audit trail is provided all the way from contract creation to contract award stage.

Dstl Commercial Manager Vincent Sheppard said: *"BiP Solutions' Vault service has proved massively beneficial for Dstl, throughout both the PQQ and ITT stages of our OJEU tender.*

"The benefits of using the Vault service include ease of document upload to the system; fast and effective transmission of information to potential bidders; the existence of one secure storage place for information; accuracy and availability of audit trail; and instant notification and reply to bidder enquiries.

"It has also been a major advantage for us that for the first time the MOD have chosen to use this method, and this has now set a major precedent for the future."

For more information on Vault, go to www.delta-ets.com or email psst@delta-ets.com

Events Diary

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

Masterclass – Perfecting Compliant Evaluation Processes

20 Oct – Manchester 12 Nov – London

Masterclass – EU Remedies Roadshow

20 Oct – Glasgow 19 Nov – Southampton
22 Oct – Manchester 24 Nov – Belfast
12 Nov – Cardiff 09 Dec – London
17 Nov – Newcastle

Masterclass – The Sustainability Agenda in Procurement

21 Oct – Birmingham 24 Nov – Manchester

Skills Training – Compliant Frameworks – Getting it Right

21 Oct – London 24 Nov – Birmingham

Understanding Legal Issues in Procurement

22 Oct – Manchester

Pre-Qualification Process – The First Step to Success

22 Oct – London 25 Nov – Birmingham

Supply Workshop – Using Quality Standards to Create Competitive Advantage

22 Oct – Leeds 10 Mar – Southampton
27 Oct – Derby 18 Mar – Exeter
4 Nov – Manchester 15 Apr – Belfast
19 Nov – Birmingham 05 May – Cambridge
3 Dec – London 26 May – Glasgow
18 Feb – Cardiff

Supply Workshop – Compete For London 2012 Olympic Opportunities

22 Oct – Leeds 10 Mar – Southampton
27 Oct – Derby 18 Mar – Exeter
4 Nov – Manchester 15 Apr – Belfast
19 Nov – Birmingham 05 May – Cambridge
3 Dec – London 26 May – Glasgow
18 Feb – Cardiff

Supply Workshop – Understanding Pre-Qualification Questionnaires

27 Oct – Belfast 03 Mar – Derby
17 Nov – Cambridge 24 Mar – Leeds
25 Nov – Southampton 21 Apr – Birmingham
08 Dec – Glasgow 29 Apr – London
10 Dec – Cardiff 12 May – Manchester
23 Feb – Newcastle 19 May – Exeter

Supply Workshop – Effective Tender Writing

27 Oct – Belfast 03 Mar – Derby
17 Nov – Cambridge 24 Mar – Leeds
25 Nov – Southampton 21 Apr – Birmingham
08 Dec – Glasgow 29 Apr – London
10 Dec – Cardiff 12 May – Manchester
23 Feb – Newcastle 19 May – Exeter

Procurex Scotland 2009

28-29 Oct – SECC, Glasgow

Scottish Government Fifth National Public Procurement Conference

28 Oct – SECC, Glasgow

GO Scottish Business Summit 2009

29 Oct – SECC, Glasgow

Skills Training – Introduction to Negotiation

03 Nov – London

Masterclass – Applying Best Practice Contract and Performance Management

03 Nov – Birmingham 08 Dec – Manchester

Health Care Supply Association Annual Conference and Exhibition 2009

04-05 Nov – Hilton Deansgate, Manchester

Skills Training – Guide to EU Regulations

05 Nov – Birmingham

Skills Training – Writing a Procurement Specification

05 Nov – Manchester 18 Nov – Birmingham

How to Win Tenders

10 Nov – London 08 Dec – Birmingham

SOPO Annual Conference and Exhibition 2009

11 Nov – Hilton Deansgate, Manchester

Understanding EU Procurement – A Scottish Perspective

12 Nov – Edinburgh

Preparing Perfect Tenders

18 Nov – Manchester

Selling to Defence

19 Nov – London

Supply Midlands SME Procurement Conference

25 Nov – Crowne Plaza, Birmingham

Masterclass – Legal Issues in Procurement

26 Nov – Birmingham

Masterclass – How to Perfect Your Tender Exercise

26 Nov – London

Connecting to the NHS in the South West

01 Dec – Taunton Conference Centre, Somerset

MOD Annual Conference and Exhibition 2010

25 Feb – Thistle Hotel, Bristol

Procurex National 2010

09-10 Mar – NEC, Birmingham

science | innovation | technology presents

Defence Research 2010

23-24 Mar – ICC, Birmingham

BiP – building capacity in the Balkans

THE EUROPEAN integration process is the practice of European Union enlargement, whereby countries may apply to join as Member States. As part of this process applicant countries must fulfil certain economic and political conditions, called the Copenhagen criteria. These criteria require all Member States to have a stable democratic government and its corresponding freedoms and institutions. Additionally, they must have certain economic procedures in place such as a proper and legitimate public procurement system.

BiP Solutions' diverse range of expert consultancy services and products cater for such procurement requirements, and Montenegro is just one country the company is working with presently. BiP is delivering key elements of a project entitled **Further development and strengthening of the public procurement system in Montenegro**. The 20-month project is funded by EuropeAid, the Directorate-General of the European Commission responsible for implementing the Commission's external aid-funded programmes.

This initiative focuses on the

provision of local public procurement legislation that will enable Montenegro to conduct its public procurement processes in a transparent, non-discriminatory and equitable manner in order to pursue value for money in all of its business dealings. The project will also train personnel in central and local government, NGOs and utilities to levels of competency that will enable them to practise public procurement in accordance with EU Directives in a skilled and effective manner.

BiP's Commercial team is leading on the e-procurement elements of the project. During the current phase of the project, the team is designing a new web-based system for the collection and publication of procurement notices. Further stages of the project will see the deployment of the new system and the team advising on a long-term e-procurement strategy for the country.

BiP Solutions Commercial Director Scott Smith is the IT and e-procurement expert in the Montenegro project. Mr Smith is one of BiP's senior consultants and is also charged with ownership of the company's Delta suite of public

sector e-tendering tools. He has experience in a number of international procurement projects, including assignments in the United Arab Emirates and Kenya and with a capacity building project in Kosovo.

The Kosovo **Delivering public procurement capacity building** project is another prestigious project that BiP is heavily involved in. The two-year programme aims to build public procurement capacity in Kosovo and assist in the development of public procurement systems that are compliant with the EU Directives. For an in-depth report on this project, please see the next edition of *NPS*.

BiP specialises in a wide variety of procurement consultancy services, including buyer and supplier capacity building, opening up of supply chains, SME engagement and the e-enablement of procurement processes.

For more information about any of these services and how they could benefit your organisation, please contact **commercial@bipsolutions.com** or call **0141 270 7665**

Win an iPod Touch with the GO survey



Government Opportunities (GO)

magazine constantly strives to provide the most comprehensive news and analysis from the public and private sector procurement market. Feedback from readers is essential to ensuring the magazine achieves just this.

This month's reader survey has an added bonus for those who take part, with the chance to win an iPod Touch. Be sure to take part for your chance to win this fantastic prize.

Go to www.surveymonkey.com/s.aspx?sm=tAvaV34AW3he8eHkD6K21Q_3d_3d to participate.

Exclusive 25th anniversary offers from BiP

TO COINCIDE with BiP Solutions' landmark 25th anniversary, the company is delighted to offer some exclusive celebratory discount offers on a selection of its industry-leading products and services. BiP has cemented its reputation over the years as a leading provider of innovative business intelligence services, and boasts a diverse portfolio of solutions for the procurement marketplace.

Free Project licence

BiP Solutions' Project e-notice contract creation service is an official eSender to the Official Journal of the European Union (OJEU). Project facilitates the compliant creation and management of all types of OJEU and non-OJEU (lower-value) contract announcement using XML technology. Join over 500 UK bodies and get Project free today.

Project is a module of the Delta



suite of e-tendering tools from BiP. For more information on Delta-ets, visit www.delta-ets.com; to take advantage of the above offer, go to www.bipsolutions.com/nps25offer

25% off Vault (bundles of more than ten)

Vault is a secure document exchange service which facilitates all EU procurement procedures – open, restricted, negotiated and accelerated – as well as lower-value contract opportunities. It provides a totally secure means to store and transmit Invitation to Tender (ITT) documentation and receive and manage responses electronically via



the internet. For more information on Vault, visit www.bipsolutions.com/Delta/vault; to take advantage of the above offer, go to www.bipsolutions.com/nps25offer

25% off aXcess Buyer Profiles

A Buyer Profile is a dedicated online area detailing a contracting authority's procurement practices and intentions. The portal is fully compliant with UK Regulations and European Directives and has the ability to instantly inform suppliers of your authority's contract opportunities.

For more information, visit



www.contraxonline.com/access.shtml; to take advantage of the above offer, go to www.bipsolutions.com/nps25offer

10% off PASS consultancy

Gain access to PASS consultants' expertise today. If you procure on behalf of the public sector, BiP can help you improve your efficiency and effectiveness. Our PASS team of experienced procurement consultants provide a range of services which can be tailored to address your organisation's specific needs. For more information on



BiP's PASS consultancy service, visit www.bipsolutions.com/pass; to take advantage of the above offer, go to www.bipsolutions.com/nps25offer

£50 off any PASS event

With its in-depth understanding of public procurement, BiP is strongly placed to deliver expert training and advice for buyers on how to comply with and benefit from new procurement legislation.

For more information on BiP's PASS consultancy service, visit www.bipsolutions.com/pass; to take



advantage of the above offer, go to www.bipsolutions.com/nps25offer

25% off the PASS Procurement Manual

The PASS Procurement Manual is a comprehensive reference work aimed at ensuring compliance in all procurement-related matters. It will help ensure probity across all of your organisation's procurement processes and practices. For more information on BiP's



PASS consultancy service, visit www.bipsolutions.com/pass; to take advantage of the above offer, go to www.bipsolutions.com/nps25offer

To take advantage of these exclusive offers please visit www.bipsolutions.com/nps25offer

Coming soon – Procurex National 2010

HOT ON the heels of Procurex Scotland comes the first-ever Procurex National event, which will take place on 9 and 10 March 2010 at the National Exhibition Centre in Birmingham.

Organised by BiP Solutions, **Procurex National 2010** will build on the success of the Procurex Scotland event, which is now in its second year (see Procurex Scotland story on page 1).

The event is the first of its size in the UK, bringing together a comprehensive line-up of the key purchasing consortia and

government organisations sitting at the centre of national public procurement activity.

Procurex National is taking place at an important time, as the country seeks to emerge from the worst recession for more than 20 years. The public sector will play a pivotal role in stabilising the economy over the coming years, and any opportunity for the public and private sectors to come together and develop new business strategies and strengthen supply chains will be crucial to national recovery. Suppliers can use the event to promote themselves not only to public sector buyers, but also to

other suppliers, with a focus on becoming part of their supply chain.

With the London 2012 Olympic and Paralympic Games and the Glasgow 2014 Commonwealth Games on the horizon, Procurex National is also the ideal forum to discover and discuss the vast array of procurement opportunities available to suppliers arising from these major international events.

Procurex National has been developed with both buyers and suppliers in mind and will create a showcase which truly reflects the diversity of the procurement needs



of public and private sector buyers alike, thus creating a 'one stop shop' supplier base for buyers.

The two-day event will feature a comprehensive exhibition and full conference programme, alongside interactive workshops within the exhibition space for both exhibitors and delegates.

Register your interest in Procurex National 2010 by visiting www.procurexnational.co.uk, or contacting the Events team at enquiries@procurexnational.co.uk or on **0845 270 7095**

DCI expands to encompass new services opportunities

Defense Contracts International (DCI) – the essential contract and market intelligence tool for the global defense marketplace – has recently announced two significant additions to its service.

DCI, which is published by BiP Solutions, will now include worldwide humanitarian aid and emergency services tender opportunities in its product list, in addition to its leading defense sector coverage. The major new additions to the service come in response to

customer feedback which showed substantial interest in the synergies between the defense, humanitarian aid and emergency services markets.

The objectives of both the humanitarian aid and emergency services sectors require the provision of a wide range of services, including food, clothing, transport, construction, printing and publishing and manufacturing, among others. This in turn presents a vast number of opportunities for the private sector to supply to this growing market.

A multitude of opportunities are available in the humanitarian aid sector alone, with recent figures from the United Nations Office for the Coordination of Humanitarian Affairs (OCHA) revealing that over \$239 million was needed in 2009 simply to implement its activities around the world.

DCI is a comprehensive and up-to-date service covering all sectors of the defense industry, including aerospace, homeland security and counter-terrorism. With the addition

of these new areas, it will now also cover civil defense and emergency services including fire, police, ambulance and coastguard as well as humanitarian aid requirements in the UK, Europe and worldwide.

To access all of these opportunities, subscribe today and take advantage of a limited-offer, one-month free trial of DCI. Visit www.dcicontracts.com, contact the helpdesk at dci@bipsolutions.com or call **0845 270 7092**

Southampton University reaps benefits of Vault e-Auction

SOUTHAMPTON UNIVERSITY is the latest organisation to benefit from BiP Solutions' **Vault e-Auction** tool, which has provided the institution with major efficiency savings.

Vault e-Auction aids organisations in saving time and money and finding the best suppliers. During an e-Auction, potential suppliers compete online in 'real time', providing prices for the goods or services under auction. Prices will start at one level and throughout the course of the e-Auction will decrease, as suppliers offer improved terms. The e-Auction tool thus makes the market fairer and more transparent, providing major efficiency savings for the buyer.

The BiP Customer Support team were credited for their excellent service while delivering and overseeing the successful facilitation of several e-Auctions for the University, which secured significant savings of **£1.5 million** for the institution.

Chris Brooks from Southampton University said: *"By Using Vault eAuction, the University of Southampton has made considerable efficiency savings on three Laptop contracts totalling £1.5 million. The cost savings alone totalled £322,000.*

"The process was made easy by the effective Helpdesk team who ensured that all buyers involved with our auctions were fully trained and that all suppliers were fully supported."

For more information on the Vault e-Auction tool, go to www.delta-ets.com or email psst@delta-ets.com

Health Care Supply Association Annual Conference and Exhibition 2009 – Think new, think different, think change

THE FORTHCOMING **Health Care Supply Association Annual Conference and Exhibition 2009** is the perfect event for those with an interest in the supply of goods or the commissioning of services in the UK health care sector. This year's event will take place at the Hilton Deansgate in Manchester on 4 and 5 November.

Organised by BiP Solutions, the conference, entitled 'Think new, think different, think change', offers an opportunity to gain an understanding of the latest ideas across the sector, particularly in commissioning, health care purchasing and supply strategy.

The event will also provide networking opportunities with an influential audience of health care procurement professionals from all areas of the NHS in the UK.

Among the illustrious speakers at this year's event are Professor Christine Harland,

Association President; Professor John Seddon, Managing Director, Vanguard; and Peter Ellingworth, Chief Executive, Association of British Healthcare Industries.

There will also be opportunities to visit the exhibition space and network with colleagues from across the industry. Attendance is open to both members and non-members of the Association.

For further information, or to register your interest, please visit www.hcsaconference.org.uk

