

# NPS

BiP's Newsletter for the Procurement Service  
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## Meet BiP staff... **Alan Mathie**, Recruitment and Training Manager

ALAN JOINED BiP Solutions in August 2004, having spent the previous five years working in the recruitment industry with a client base which included organisations such as Lloyds TSB and the Royal Bank of Scotland.

Alan is responsible for all recruitment activity within BiP. The company has expanded from 35 employees in 2001 to the current staffing level of 170, with plans for future growth.

In his role as Recruitment and Training Manager, Alan also oversees the training department. Working alongside two internal training coordinators, he is responsible for ensuring the delivery of induction training for all new starts. His remit also includes the provision of a range of product and service training modules to ensure all employees have a comprehensive and up-to-date knowledge of the public sector procurement market, which is essential for meeting the needs of BiP's clients in both the public and private sectors.

For further information regarding career opportunities within BiP Solutions, please visit [www.bipcorporate.com](http://www.bipcorporate.com)



## BiP keeps customers up to date on CPV code changes

IN SEPTEMBER, both buyers and suppliers will be asked to use a new set of Common Procurement Vocabulary (CPV) codes as the European Commission updates the current system in line with European Union legislation.

CPV codes are used when publishing contract details in the Official Journal of the European Union (OJEU). In September they will change to become more product-driven and less material-driven.

Those affected can ensure they do not fall foul of these significant changes by using BiP Solutions' **Delta** suite of e-tendering services, which will automatically take the new codes into account – making the transition as painless as possible for all BiP customers.

The European Commission will introduce new descriptions for 3589 codes as well as moving, deleting and adding codes. Buyers are advised that 11 September will be the last day for accepting notices in the old CPV format, while 15 September marks the last day that OJEU notices will be produced with the outdated codes.

Members already registered for BiP's e-tendering services will automatically receive updates to keep them fully informed of changes to the codes.

The new system will be fully operational by 16 September. To find out more about the new CPV codes and their implementation, visit [www.bipsolutions.com/cgi-bin/cpv.cgi](http://www.bipsolutions.com/cgi-bin/cpv.cgi)

For further information on how the changes will affect your tendering process, contact BiP's Delta helpdesk, which is open from 8.30am to 5.30pm weekdays, on **0845 270 7050** or email [helpdesk@delta-ets.com](mailto:helpdesk@delta-ets.com)

## Rewarding excellence



**GOVERNMENT OPPORTUNITIES (GO)** magazine, published by BiP Solutions, is marking the achievements of those in the Scottish procurement sector with its first ever **GO Awards Scotland 2008**.

Those working in procurement in Scotland are urged to apply for their chance to win one of the coveted Awards, which aim to recognise excellence within the country's procurement, and the benefits to the wider business and social community that smart, effective and sustainable purchasing can deliver.

With the Scottish public sector spending around £8 billion a year on goods and services, it is key that those promoting forward-thinking and innovative practices are recognised and celebrated for their achievements. The Awards commend all those across the public, private and third sectors who strive to make a difference to the Scottish economy.

Winners will be unveiled on the evening of the **Procurex 2008** procurement exhibition – Scotland's first dedicated private and public sector procurement exhibition, hosted by BiP – at the Crowne Plaza Hotel, Glasgow, on 29 October 2008.

*GO Awards Scotland is now welcoming nominations across eight categories:*

- **GO Sustainability Award**  
*sponsored by HP*
- **GO Corporate Social Responsibility Award**
- **GO Healthcare Supplier Award**  
*supported by NHS Scotland*
- **GO Best Service Award**
- **GO Collaborative Procurement Award**
- **GO Individual Excellence Award**
- **GO Team Excellence Award**  
*sponsored by SPS Consultancy Services*
- **GO Outstanding Contribution Award**



The GO Awards Scotland judging panel is made up of experts in the field of public procurement.

*Judges confirmed include:*

- **Brian Baverstock**, Chief Executive, APUC Ltd
- **Nick Bowd**, Director, Scottish Procurement Directorate
- **John McClelland CBE**, author of the *Review of Public Procurement in Scotland*
- **Iain M McMillan CBE**, Director, CBI Scotland
- **Jim Miller**, Strategic Sourcing Director, NHS Scotland
- **Dr Lesley Sawers**, CEO, Scottish Council for Development and Industry
- **Grahame Steed**, Managing Editor, *Government Opportunities* magazine

For more information on GO Awards Scotland, or to request a nomination form, visit [www.govopps.co.uk/awardscotland/home.htm](http://www.govopps.co.uk/awardscotland/home.htm)

**The deadline for submissions is 25 August.**

## Signing up for success

BiP SOLUTIONS is celebrating after another group of key public sector clients signed up to receive the **Delta** bundle package – streamlining procurement through BiP's complete Delta e-tendering service.

The Delta bundle package provides e-tendering tools to facilitate mission-critical tendering processes and is used for handling the full life cycle of the tendering process – from initial notification of requirements, through Expressions of Interest (EOIs) and the issuing of Invitations to Tender (ITTs), to receiving and evaluating the final tenders, including optional reverse auctions.

Recent sign-ups to the full service include the National Audit Office, Hertfordshire County Council, South Lanarkshire Council, Scottish Police Services Authority, Strathclyde Fire and Rescue, Telford and Wrekin Council, and Guy's and St Thomas' NHS Trust.

BiP's Delta bundle includes the e-notice service **Project**, which is not only an official eSender to the Official Journal of the European Union (OJEU) but also a key interoperability partner of the Enterprise Directorate's **Supply2.gov.uk** portal, for which BiP is the service provider.

Recent European Court of Justice cases have highlighted how important it is for public bodies to appropriately advertise their lower-value contract opportunities. By utilising the Competitive Contract Notice (CCN) form within Project, organisations will not only be fully compliant with the European Commission's lower-value advertising requirements but also be supporting small businesses through the Supply2.gov.uk initiative.

To find out more about the Delta bundle package, Project or any of BiP's other services, contact the Public Sector Solutions Team on **0845 270 7090** or email [psst@bipsolutions.com](mailto:psst@bipsolutions.com)

# More buyers select accreditation



Supplier Accreditation Service

THE HEALTHCARE Commission and the Driver and Vehicle Licensing Agency (DVLA) have become the latest public sector buyers seeking to improve their procurement by signing up to BiP Solutions' **Select Accredited** service.

Select Accredited is the national pre-qualification service designed to help ensure suppliers to the public sector meet the required nationally recognised standards when contracting. It guides applicants through a tailored vetting service which incorporates the same standards as those set by the Department for Business, Enterprise and Regulatory Reform (BERR) for Constructionline.

Select Accredited allows suppliers to simply register their details online, improving efficiency by offering a single annual assessment for all tenderers. Once suppliers are accredited, they can access thousands of potential public sector buyers.

As key buyers charged with procuring requirements from suppliers ranging from small enterprises offering specialised services to large, established businesses, the Healthcare Commission and DVLA are set to benefit greatly from the Select Accredited service.

By using pre-accredited suppliers, these buyers gain reassurance that their suppliers meet the required standards in their technical, legal and financial capacities, which helps reduce risk when contracting. Reducing risk helps authorities to achieve all-important value for money – the benefits of which are then passed on to the taxpayer.



Welcoming the Healthcare Commission and DVLA to the ranks of the service's many users emphasises that Select Accredited provides a comprehensive accreditation service for the whole of the public sector – from local authorities to large government agencies.

To find out how your organisation can adopt Select Accredited, call **0845 270 7094**, email [sales@bipselect.com](mailto:sales@bipselect.com) or visit [www.bipselect.com/accredit](http://www.bipselect.com/accredit)

## EVENTS DIARY

[www.bipsolutions.com/events](http://www.bipsolutions.com/events)

### GO Procuring for Health

4 Sep – Hilton Caledonian, Edinburgh

### How to Win Tenders

9 Sep – London  
16 Oct – Manchester  
13 Nov – Birmingham  
2 Dec – Heathrow

### A Guide to EU Regulations

10 Sep – London  
21 Oct – Manchester  
18 Nov – Birmingham

### Procuring the Environment

11 Sep – Manchester  
2 Oct – London  
13 Nov – Birmingham

### Understanding Procurement Reform Roadshow: Winning Contracts in Scotland

17 Sep – Glasgow  
8 Oct – Aberdeen  
19 Nov – Edinburgh

### Perfecting Compliant Evaluation Processes

17 Sep – Manchester  
16 Oct – London  
27 Nov – Birmingham

### Implementing the Sustainability Agenda in Procurement

18 Sep – London  
15 Oct – Manchester  
11 Nov – Birmingham

### Unravelling the Myths of Procurement

23 Sep – Manchester  
8 Oct – Birmingham  
12 Nov – London

### Applying Best Practice Contract and Performance Management

23 Sep – Manchester  
7 Oct – Birmingham  
3 Dec – London

### Procurement – The Latest Issues

24 Sep – Manchester  
22 Oct – Birmingham  
5 Nov – London

### Understanding EU Procurement – A Scottish Perspective

30 Sep – Glasgow  
2 Oct – Stirling  
14 Oct – Inverness  
6 Nov – Edinburgh  
26 Nov – Dundee

### Preparing Perfect Tenders

30 Sep – Birmingham  
14 Oct – London  
18 Nov – Manchester

### How to Perfect Your Tender Exercise

1 Oct – Heathrow  
4 Nov – Manchester  
20 Nov – Birmingham

### Selling to Defence

2 Oct – Heathrow  
26 Nov – Glasgow

### Selling to the NHS

21 Oct – Heathrow

### Pre-Qualifying for Tenders – The First Hurdle to Success

22 Oct – Heathrow  
12 Nov – Birmingham  
2 Dec – Manchester

### Understanding the OGC Gateway™ Process

23 Oct – Heathrow

### Scottish Government National Procurement Conference 2008

29 Oct – SECC, Glasgow

### GO Scottish Business Summit

30 Oct – SECC, Glasgow

### Procurex 2008 – Scotland's Procurement Exhibition

29-30 Oct – SECC, Glasgow

### SOPO Annual Conference and Exhibition 2008

4 Nov – St Johns Hotel, Solihull

### Health Care Supply Association Conference and Exhibition 2008

6-7 Nov – The Belfry, Sutton Coldfield

### GO National Collaborative Procurement Conference

26 Nov – Marriott Grosvenor Square, London

To highlight key events, forthcoming reports or important dates in our events diary, email: [agenda@govopps.co.uk](mailto:agenda@govopps.co.uk)



**Procurex**  
Growing Business Through Collaboration



NATIONAL PUBLIC  
PROCUREMENT  
CONFERENCE 2008



Scottish  
Business  
Summit 2008

[www.procurexscotland.co.uk](http://www.procurexscotland.co.uk)

29-30 October 2008 – SECC, Glasgow

## Promoting collaboration

BUYERS AND suppliers are being offered the chance to attend two major procurement events at a single location – drawing together key decision makers and other professionals from the sector to discuss the latest issues affecting the marketplace and learn more about upcoming developments.

BiP Solutions is hosting Scotland's first private and public sector procurement exhibition, **Procurex** – a two-day event which takes place at the SECC, Glasgow on 29-30 October and includes the **Scottish Government National Public Procurement Conference** and the **Scottish Business Summit**.

The Scottish Government National Public Procurement Conference, which features a

keynote speech from Cabinet Secretary for Finance and Sustainable Growth, John Swinney MSP, will take place on 29 October, while the Scottish Business Summit takes place at the same location on the following day.

Speakers at the Scottish Business Summit will include Minister for Enterprise, Energy and Tourism Jim Mather and Chief Executive of the Glasgow 2014 Commonwealth Games John Scott. Delegates will receive advice on how to grow their business, learn from other successful ventures and maximise future opportunities.

The Procurex event will also include the inaugural **Government Opportunities (GO)** Awards Scotland ceremony where winners will

be presented with their coveted trophies recognising their achievements in procurement.

Both buyers and suppliers can benefit from the high-profile Procurex event, which offers a unique opportunity to mingle with other professionals to share expertise and experiences, form mutually beneficial partnerships and discover how your organisation can develop in the wake of key projects such as the Glasgow 2014 Commonwealth Games.

For further information on Procurex, or to register your interest, go to: [www.bipsolutions.com/events/procurex08/intro.html](http://www.bipsolutions.com/events/procurex08/intro.html)

To find out how BiP can assist in planning your event, email the Events Team at [events@bipsolutions.com](mailto:events@bipsolutions.com)

## Competing for a better supply chain

**COMPETEFOR.COM**, for which BiP Solutions is the service provider, is the chosen website of the London 2012 Olympic Games and has been designed for the publication of Games-related contract opportunities from both public and private sector organisations.



The real benefit for UK business will be the large number of contracts and sub-contract opportunities to be let over the next four years. These are likely to total in excess of £9 billion, and London 2012 anticipates that the Games will generate up to 7000 direct contracts which, together with suppliers, will form supply chains of around 75,000 opportunities across a wide range of industries, from construction to hospitality.

CompeteFor works by enhancing and developing – not challenging – existing business relationships and supply chains. It acts like a 'dating agency', matching buyers throughout the 2012 supply chain with potential suppliers.

London 2012 will directly create and manage a comparatively small number of agreements with tier one suppliers or contractors. This works like a pyramid, with tier one opportunities representing the tip,

and wider and more varied sub-contracting opportunities adding breadth and depth below, providing thousands of opportunities to SMEs nationwide.

By using this Government-backed free service to publish your Games-related opportunities you will increase your access to innovation, improve your choice of suppliers and increase the resilience of your supply chain.

By registering as a buyer at [www.london2012.com/business](http://www.london2012.com/business) you will also have access to a free training service and helpdesk that can help you get the most from the service.

## EU infringements GO online

USERS OF **Government Opportunities (GO)** magazine's website, [www.govopps.co.uk](http://www.govopps.co.uk), are being offered an even more comprehensive service thanks to a new section giving information on the latest EU Public Procurement Infringements.

The site, which currently offers users access to the GO Poll, exclusive features on key procurement issues and information on upcoming editions of GO magazine, has now been extended to include the latest infringement notices published by the European Commission.

Visitors can access all infringements issued since January 2008 and keep up to date on further notices as they are published at [www.govopps.co.uk/infringements](http://www.govopps.co.uk/infringements)

## SOPo members collaborate on best practice

THE SOCIETY of Procurement Officers in Local Government (SOPo) will be addressing best practice within procurement and how professionals can drive change through more innovative ways of working at its Annual Conference and Exhibition 2008, organised by BiP Solutions.

The event, entitled 'Widening the Horizon', takes place on 4 November at the St Johns Hotel, Solihull, and will include presentations

from Lorely Burt, MP for Solihull; Joyce Redfearn, Chief Executive, Wigan Council; Nigel Smith, Chief Executive, Office of Government Commerce; and Simon Sperryn, Chief Executive, CIPS.

Attendees will be able to discuss key issues with those committed to bringing about best practice and ensuring that efficiency remains at the forefront of the procurement agenda.

The conference will also examine other areas of current importance such as cartels and the growing role of the third sector in commissioning and service provision.

To register to attend the event or find out more, visit [www.localgovexpo.co.uk](http://www.localgovexpo.co.uk)

For information on any other BiP events, contact the Events Team on **0845 270 7095** or email [events@bipsolutions.com](mailto:events@bipsolutions.com)

# Top Tip

IT IS vitally important that procurers ensure the legality of the award criteria they use when publishing contract opportunities.

In January 2008, the European Court of Justice (ECJ) issued a preliminary reference clarifying two important points relating to the obligations of contracting authorities as regards award criteria.

The original case prompting the reference was a challenge raised in the Greek courts to a tender process by a Greek local authority. The Greek courts subsequently asked the ECJ to clarify the circumstances under which contracting bodies may stipulate weighting factors and sub-criteria to be applied to the award criteria stated in the contract notice.

The Court made two rulings. Firstly, it stated that a contracting body cannot apply weightings and sub-criteria to award criteria set out in tender documentation unless those weightings or sub-criteria have been previously brought to the tenderers' attention. Secondly, contracting bodies cannot take account of a tenderer's experience, manpower, equipment or ability to perform the contract by an anticipated deadline as part of the award criteria. Such criteria can only be taken into account at pre-qualification stage.

The ECJ noted that although the Public Procurement Directives do not exclude the examination of tenderers' suitability and the awarding of a contract from taking place simultaneously, the two procedures are nevertheless distinct and are governed by different rules.

This decision in relation to the publication of sub-criteria and weightings is important as it underlines the strict duty upon contracting authorities to act as transparently as possible in all aspects of the tendering process.

While the ruling was made on the basis of the repealed Services Directive (92/50/EEC), the obligations placed upon contracting authorities on the basis of this decision are just as valid under the current Directives (2004/18 and 2004/17).

## Free national trial connects business with buyers

MORE THAN 22,500 businesses have taken advantage of a free three-month trial linking firms with thousands of public sector contract opportunities.

Small and medium-sized businesses have been gaining access to more than 3000 new contracts available each month from nearly 5500 public sector buyers through a free trial of the [www.supply2.gov.uk](http://www.supply2.gov.uk) portal.

The trial, which was launched in May and closed on 31 July, has proved especially popular with small businesses; of new registrants, 86% have fewer than 20 employees and 73% have a turnover of less than £1 million.

The scheme is part of the Department for Business, Enterprise and Regulatory Reform's Enterprise Strategy, released in March 2008 alongside the Budget, which outlines new measures to increase the amount of government business that is won by small firms.

Since the portal was launched in 2006,

90,000 contracts have been advertised on the [supply2.gov.uk](http://supply2.gov.uk) service. The portal, which is hosted by BiP Solutions, is specifically aimed at helping smaller firms benefit from tenders typically valued at £100,000 or less.

To date, 71% of buyers are from local government, illustrating how the service can connect businesses to contracts in the public sector – including sub-contracting opportunities linked to the London 2012 Olympic Games.

Business Minister Shriti Vadera said: "Many smaller businesses are more innovative, have lower costs and present better value for taxpayers than larger firms. We need to ensure they have better access to government procurement to give them the opportunity to grow."

Registration for public sector buyers is free, and buyers with an existing procurement website can link their service directly to [www.supply2.gov.uk](http://www.supply2.gov.uk)

For further information on [supply2.gov.uk](http://supply2.gov.uk), email [interoperability@supply2.gov.uk](mailto:interoperability@supply2.gov.uk)

## In September's GO...

- GO Features Editor Morven MacNeil delves into the personalisation of public services.
- Leo Trinick, Project Coordinator, Westminster Sustainable Business Forum, outlines the latest findings from the Forum's report into the Government's progress in its sustainable procurement efforts.
- Plus a preview of Procurex 2008, a new conference for buyers and suppliers in Scotland, showcasing the array of opportunities available to both sectors.

To register for GO – which is free to those working in the public sector – visit the magazine's website at [www.govopps.co.uk](http://www.govopps.co.uk)



## Procuring for health

BiP SOLUTIONS is currently working with NHS National Services Scotland to bring the first **GO Conferences Procuring for Health** event.

The NHS in Scotland spends over £1 billion each year, with over 13,000 suppliers, on hundreds of products ranging from MRI scanners to scalpels, pens to potatoes, and nurses' uniforms to needles.

The conference will take place on 4 September at the Caledonian Hilton, Edinburgh and will offer delegates a chance to meet buyers from the five main health care

sectors – Pharmacy; Non-Medical and Corporate Services; Medical Equipment; National Distribution Services; and Paramedical and Consumables.

Speakers include former Chief Executive of the NHS Purchasing and Supply Agency Duncan Eaton and Scottish representatives such as Executive Director of National Procurement Michael Healey and Jim Miller, Strategic Sourcing Director at National Procurement.

A number of key issues will be addressed during the event including how to make the most of business opportunities, the do's and don'ts of tendering in the health sector and strategic developments at the Scottish Health Board.

For further information or to book your place at the event, contact the Events Team on **0845 270 7095** or email [events@bipsolutions.com](mailto:events@bipsolutions.com)

To find out more about GO Conferences, visit [www.govopps.co.uk/conferences](http://www.govopps.co.uk/conferences)

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