

NPS

BiP's Newsletter for the Procurement Service
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Meet BiP staff... Alexis Colquhoun

Business Intelligence Research Team Manager

ALEXIS JOINED BiP Solutions straight from college in August 2000, becoming a key member of what was then known as the Editorial Team, and subsequently the Contracts Management Team (CMT). Since then, she has gone on to become the Supervisor, and since 2007 the Manager, of both the CMT and the Proofing Teams. The CMT, which is responsible for researching, processing and disseminating thousands of contract opportunities every day, has recently been rebranded as the Business Intelligence Research Team, to more accurately reflect the value that it delivers to BiP's many customers.



Procurex National Launched

BiP SOLUTIONS has launched **Procurex National 2010**, its first UK-wide procurement-led exhibition, which will take place on 9 and 10 March 2010 at the National Exhibition Centre in Birmingham. Procurex National 2010 builds on the success of BiP's Procurex Scotland event (see separate story).

Procurex National 2010 reflects the diversity of buyer/supplier procurement chains across the UK, and reflects the changing face of public and private sector procurement.

With a unique format combining a comprehensive exhibition and full conference programme, alongside interactive workshops running within the exhibition for both exhibitors and delegates, Procurex National 2010 will offer a unique

arena for buyers and suppliers to engage directly.

Procurex National 2010 will also create a forum for business development across public/private markets and the opportunity to harness best practice in all areas of purchasing.

In the current climate, best value has a far-reaching impact. Ensure that your organisation or business is embracing the efficiency saving challenge by attending this important conference.

Register your interest by visiting www.procurexnational.co.uk



TO CELEBRATE 25 years of trading, BiP Solutions is delighted to offer a range of promotions on our public sector products and services.

Take advantage of a reduced rate on one or all of the following:

- **Delta e-tendering suite (Project, Select, aXcess and Vault)**
- **GO Conferences**
- **PASS Procurement Manual**
- **PASS Events**



See page 2 for these exclusive offers or visit: www.bipsolutions.com/nps25offer

Scotland blazes a trail

THE SECOND *Government Opportunities (GO) magazine Excellence in Public Procurement Awards Scotland* are now open for entries.

The inaugural GO Awards Scotland demonstrated the depth and breadth of procurement talent in the country, and the 2009 Awards are set to raise the bar even higher. Many of the finalists from the 2008 Awards went on to become finalists in the National GO Awards, held in London last June. This proves that the GO Awards Scotland are not just a showcase for Scotland, but promote Scottish success across the entire UK.

As before, the GO Awards Scotland feature categories in areas such as sustainability and social procurement, healthcare, collaboration and individual and team achievement.

The judging panel for the Awards includes some of the leading figures within Scottish public procurement, as well as representatives from the private sector. It comprises of Duncan Eaton, former Chief Executive of the NHS Purchasing and Supply Agency and Chair of BiP Solutions' Strategic Advisory Board; Barry Graham, Head of the Central Government Centre of Procurement Expertise (CGCoPE); John McClelland CBE, author of the Review of Public Procurement in Scotland and the most recent recipient of the National GO Lifetime Achievement Award; Iain McMillan CBE, Chief Executive of CBI Scotland; Paul McNulty,



Deputy Director of the Scottish Procurement Directorate at the Scottish Government; Jim Miller, Director of Strategic Sourcing at NHS Scotland and Angus Warren, Chief Executive of Advanced Procurement for Universities and Colleges (APUC). Further members will be announced shortly.

Grahame Steed, Managing Editor of GO magazine said: *"The calibre of individuals that we have recruited to the judging panel for this year's GO Awards Scotland speaks volumes about the esteem in which this event is held. We are very grateful to each of them for providing us with their time and expertise, and hope that their involvement encourages all organisations that have bought for or supplied to the Scottish public sector to submit an entry."*

The GO Awards Scotland will be presented at a black-tie ceremony at the Crowne Plaza in Glasgow on the evening of 28 October (following day one of Procurex Scotland – see separate story). If you want to be there to share in the success – and possibly receive an Award – then you need to submit an entry before 7 September.

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

BiP – new HQ to drive expansion

BiP SOLUTIONS has relocated to Medius, a new state of the art 26,000 sq ft headquarters in the heart of Glasgow's digital media quarter; in a move that has allowed the company to create 100 new jobs. The company now employs over 200 staff.

BiP, which is celebrating its 25th anniversary, has grown rapidly since it launched its first service – **Contrax Weekly** – in 1984. BiP's focus is on adding value to supply chains, and the company has established itself as a provider of leading-edge procurement solutions and portals such as the Department for Business, Innovation and Skills' lower-value contracts platform for SMEs www.Supply2.gov.uk, the London 2012 www.CompeteFor.com service and the MOD's Defence Contracts Bulletin www.contracts.mod.uk

In total, over 6500 UK government procurement personnel now use BiP services to facilitate their contracting process, and over 12,000 people



attended a BiP organised event in 2008.

While its UK presence continues to grow, the company is also working for government organisations in the Middle East, Africa and Eastern Europe after recruiting a team of 25 consultants.

BiP also runs the annual procurement exhibition **Procurex Scotland**, which last year attracted over 5000 registered attendees. Next year, BiP will bring Procurex to a UK-wide audience, with the first national Procurex event taking place in Birmingham in March 2010. Further information on Procurex can

be found at <http://www.procurexscotland.co.uk>
BiP Solutions CEO Ron Burges said: "Our new HQ at Pacific Quay provides BiP with a platform of opportunity, offering not only a state of the art facility that reflects our ambition, but more importantly, the space to expand and deliver new and innovative services to a growing market, both nationally and internationally."



CEO Ron Burges

"While we recognise that the current economic climate is challenging, we look forward with confidence and excitement to what the company can achieve over the coming years."

More information on BiP Solutions' products and services can be found at www.bipsolutions.com

BiP Solutions to work with the Pro's

BiP SOLUTIONS has been awarded an initial two-year contract to supply its innovative e-tendering suite within a framework to Pro5, the public sector buying consortium representing 70 authorities.

Delta-ets is used for handling the full lifecycle of the tendering process for the public sector and its suppliers, from initial notification and publication of contract requirements, through to receipt and evaluation of Expressions of Interest, and the secure exchange of Invitations to Tender (ITTs) documents, including optional reverse auctions.

Pro5 is group of Professional Buying Organisations which includes the Eastern Shires Purchasing Organisation, Central Buying Consortium, West Mercia Supplies, North East Purchasing Organisation and Yorkshire Purchasing Organisation and has a with a combined purchasing power in excess of £2bn annually.

In this instance, ESPO worked on behalf of Pro5 to take the lead in the procurement process to establish a Framework Agreement with a small number of providers of various eSolutions to meet the needs of the various Pro5 members.

While initially for use by local authorities served by the Pro5 group, as Central Purchasing Bodies as defined by the EU Combined Procurement Directive 2004/18/EC, the Framework Agreement will be open to the entire public sector, other public bodies, such as the police, fire and rescue service and registered charities within the UK and to those central government departments and their agencies that wish to use it.

To find out more about **Delta-ets** or what BiP can do for your organisation, visit the website at www.delta-ets.com or contact espo@delta-ets.com

Exclusive anniversary offers!

WITH BiP celebrating its 25th year of trading in 2009, the company is delighted to mark the occasion by offering these exclusive celebratory discounts on some of the products and services that have cemented its reputation as the leading provider of innovative and highly valued business intelligence services.



www.bipsolutions.com/pass

25% off the PASS Procurement Manual – A comprehensive reference manual aimed at ensuring compliance with procurement-related practices. It will help ensure probity across all your procurement processes.

£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.

10% off PASS Consultancy – Gain access to BiP PASS consultants' expertise now. If you procure on behalf of the public sector, we will help you improve your efficiency and effectiveness. Our PASS team of experienced consultants provide a range of expert services which can be tailored to address your organisation's specific needs.



Delta-ets www.delta-ets.com

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 now.

25% off aXcess Buyer Profiles – A Buyer Profile is a dedicated online area containing procurement-related information. It details 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.

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 contracts. It provides a totally secure means to store and transmit Invitation to Tender (ITT) documentation and receive and manage responses electronically via the internet.

To take advantage of these exclusive offers and to view the terms and conditions, please visit:
www.bipsolutions.com/nps25offer

Events Diary

Skill Workshops – Writing a Procurement Specification

10 Sep – London
5 Nov – Manchester
18 Nov – Birmingham

Masterclass – Legal Issues in Procurement

15 Sep – London
13 Oct – Manchester
26 Nov – Birmingham

Skill Workshops – Guide to EU Regulations

16 Sep – Manchester
8 Oct – London
5 Nov – Manchester

Selling to the NHS

22 Sep – Marriot Maida Vale, London

Supply North West SME Procurement Conference
23 Sep – Manchester

Skill Workshops – Introduction to Negotiation

23 Sep – Birmingham
14 Oct – Manchester

Masterclass – The Sustainability Agenda in Procurement

24 Sep – London
21 Oct – Birmingham

Masterclass – How to Perfect your Tender Exercise

24 Sep – Manchester
15 Oct – Birmingham

Pre-qualification Process – The First Step to Success

29 Sep – Manchester
22 Oct – London

Skill Workshops – Supplier Relationship Management

29 Sep – London
13 Oct – Birmingham
10 Nov – Manchester

Preparing Perfect Tenders

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

Masterclass – Perfecting Compliant Evaluation Processes

30 Sep – Birmingham
20 Oct – Manchester

Skill Workshops – Compliant Frameworks – Getting it right

30 Sep – Manchester
21 Oct – London

Masterclass – EU Remedies Roadshow

1 Oct – Birmingham
14 Oct – London
20 Oct – Glasgow
22 Oct – Manchester
12 Nov – Cardiff

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

How to Win Tenders

6 Oct – Manchester
10 Nov – Birmingham
8 Dec – Birmingham

GO Implementing the EU Service Directive

7 Oct – London

Understanding EU Procurement – A Scottish Perspective

13 Oct – Glasgow
12 Nov – Edinburgh

Masterclass – Applying Best Practice Contract and Performance Management

15 Oct – London
3 Nov – Birmingham
8 Dec – Manchester

Procurex 2009
28-29 Oct – SECC, Glasgow

Scottish Government

5th National Public Procurement Conference
28 Oct – SECC, Glasgow

GO Business Summit 2009

29 Oct – SECC, Glasgow

Health Care Supply Association Annual Conference and Exhibition 2009

4-5 Nov – Hilton Deansgate, Manchester

SOPO Annual Conference and Exhibition 2009

11 Nov – Hilton Deansgate, Manchester

Selling to Defence

19 Nov – London

Procurex National 2010
9-10 Mar – Birmingham

Vaulting over inefficiency



A KEY FINDING from the Glover Review, which was commissioned to identify ways of streamlining public sector procurement, was the importance of moving procurement online to help reduce costs and increase efficiency.

BiP Solutions' **Vault** service, part of the **Delta-ets** service, can help your organisation achieve this aim. Vault is a fully secure and EU-compliant document exchange service, which facilitates all EU procurement procedures — Open, Restricted, Negotiated and Accelerated — as well as lower-value contracts.

Vault ensures a totally secure means of storing and transmitting Invitation to Tender (ITT) documentation and managing and receiving tender responses electronically.

Additional benefits include:

- A full audit trail of all transactions
- A low-cost solution for the exchange of all tender documentation
- A messaging facility that provides an audited communication channel throughout the life of the tender
- A free resource for all suppliers

Vault is in high demand as buyers appreciate its many benefits. Usage has increased markedly in 2009, with over 6700 vault boxes being used by all shapes and sizes of public sector organisation — an increase of more than 180% on 2008. Buyers know that using Vault can make their tendering process far easier, and since it is simple to use there are also gains in efficiency.

Hazel Burden, Financial Policy Accountant at VisitBritain, used Vault for a recent tender exercise and said: *"Vault proved to be an invaluable service to us, helping us to manage all of the tender documentation efficiently and simplifying the process both for us and for those submitting tenders. Having an audit trail and access to previous tender documents was really useful, especially as a learning resource for staff creating a tender for the first time. The knowledge that BiP's support staff have of the entire tendering process was also really helpful."*

Your organisation can also enjoy the many benefits that the Vault service offers, with the added incentive of a 10% discount. To find out more, email psst@delta-ets.com.

BiP's Strategic Advisory Board aims for growth

BIP SOLUTIONS, which provides cutting-edge solutions and services to deliver added value to supply chains, has announced the formation of a Strategic Advisory Board.

The Strategic Advisory Board has been created to help support the company in achieving its ambitions for increased growth. It will be focused on identifying and maximising market developments, advising on strategic issues and policy areas such as Corporate Social Responsibility, identifying new business opportunities and providing advice and support to the company's existing Executive and Operational Boards.

Its members are drawn from across industry and include John Tizard, Director of the Centre for Public Service Partnerships at Birmingham University; Chris Kynaston, who has extensive public and private sector experience in strategic sourcing, backed up by many years in financial services and global telecommunications experience; Niall Stuart, currently the Press and Government Affairs Manager at the Scottish Council for Development and Industry; and

John Kane, a senior manager within Scottish Enterprise who is tasked with supporting ambitious companies with



Duncan Eaton,
Chair

the aim to scale their business towards an annual turnover of £50m. It will be chaired by Duncan Eaton, the former Chief Executive of the NHS Purchasing and Supply Agency, who was previously a member of BiP's Executive Board.

BiP Solutions CEO Ron Burges said: *"BiP is a growth company, with aspirations to become a global market leader in its field. Our recent move to a new headquarters in Glasgow's digital media quarter is one part of the platform required to achieve this goal, and the formation of this new Board is another. I am delighted to have attracted such a high calibre of individual to the Strategic Advisory Board, and look forward to working with them."*

Biographical information relating to each of the Strategic Advisory Board members can be found at <http://www.bipcorporate.com/about/strategicadvisoryboard/>

Servicing industry

SERVICES ACCOUNT for 70% of UK GDP and are therefore hugely important to the national economy. They are not just drivers for growth in their own right, but also enablers that will help UK businesses to trade out of the current global economic downturn.

The EU Services Directive aims to break down barriers to cross-border trade in services between countries in the EU, and could have a major impact on how the public sector engages with its supply base. To ensure that procurement staff do not fall foul of the new Directive,

BiP Solutions has organised a special *Government Opportunities* magazine Conference to address all of the issues that this new Directive raises. The Conference will be held on 7 October 2009 at the Cavendish Hotel in London, and features a number of high-profile speakers.

The Directive will make it easier for service providers, particularly small and medium-sized enterprises (SMEs), to offer their services to customers in other EU countries, whether by establishing elsewhere in the EU or by providing services

remotely from the UK. EU Member states are required to implement the Directive by 28 December 2009.

The implementation of this Directive is a major step towards completing the EU Single Market for cross-border services trade.

The implementation and operation of the Points of Single Contact, not just in the UK but across the EU, will be particularly important as these electronic portals will provide the gateway, or at least ease the path, to new markets for many service providers across Europe.

Further details on the Conference can be found at www.goconferences.co.uk



New Tracker Version 7 has arrived!



BIP SOLUTIONS' market-leading contract information service, **Tracker**, provides thousands of businesses with comprehensive contract information and market intelligence each working day, in both online and email alert formats.

Now Tracker has been upgraded in order to provide customers with an even more intuitive service, packed full of new features. These include an instant contract alert,

which lets customers know as soon as a contract matching their profile has been published on the Tracker database, and regionalised data presentation, which enables contracts to be viewed on a UK & ROI, European and Global basis.

Tracker plays an essential role in keeping private sector organisations up to speed with new contracting opportunities and market intelligence, and helps

ensure that the public sector has a diverse and innovative supply chain to work with.

A one-month free trial is available to private sector organisations that want to experience the opportunities that Tracker can offer.

To register please apply online at www.tendermatch.co.uk, contact BiP's Tracker Team on **0845 270 7065** or email sales@bipsolutions.com.

BiP staff go on the run



BiP SOLUTIONS has always been an active supporter of charities at home and abroad. As part of our celebrations for the company's 25th anniversary in 2009, the company has teamed up with the Prince and Princess of Wales Hospice in Glasgow, with a view to raising significant sums of money for this hugely deserving cause throughout our anniversary year.

So far, over £10,000 has been raised through a variety of events involving BiP staff. Most recently, 11 of BiP's female employees donned their running shoes to tackle the Ignis Asset Management Women's 10k run through the streets of Glasgow; a demanding event, especially for those who had never distance-run before. Their efforts were rewarded by attending the Hospice's Ladies Lunch, which was held on the same day.

Laura Wood, a Customer Account Manager at BiP, said: "We decided to run the Women's 10k in the morning and then celebrate in style at the Ladies Lunch. I suppose many people would think this was quite tiring but we simply saw it as a great challenge and a marvellous way to show our support for the Hospice. Attending the Ladies Lunch gave us a great excuse to change from running clothes to more glamorous outfits and to celebrate in style."

Speaking of style, another BiP employee – Sales Account Manager Valerie McPherson – has shown her support for the Hospice by shaving her head, raising £720 in the process from other BiP staff who were only too happy to watch. This adds to the pot of funds from other activities, including monthly dress-down days.

BiP Solutions CEO Ron Burges said: "BiP is passionate about its core values and principles and about contributing back into our local community. The Prince and Princess of Wales Hospice is an exemplar of these same values.

"Therefore it is a privilege for BiP to adopt

Supply2.gov.uk – a key mechanism for innovation

THE OFFICE of Government Commerce (OGC) has launched a new pamphlet to provide guidance to those working in government on how they can utilise its £175 billion of purchasing power to drive both buyer and supplier innovation in the procurement process.

For the public sector, innovation provides the potential to create better value for money by contributing to better quality public services, reduced costs and faster achievement of benefits. The pamphlet, titled *Driving Innovation through Public Procurement*, recommends **Supply2.gov.uk** as a key mechanism for making such calls for innovation.

Whether for market sounding or direct procurement, advertising lower-value contract opportunities through **Supply2.gov.uk** can result in more competitive pricing, innovative solutions and better value for money for buyers, assisting them in achieving benefits for the public purse and the wider economy.

Supply2.gov.uk provides the only national advertising platform aimed at public sector bodies seeking to publish contracts with values below the OJEU thresholds (typically £100,000). SMEs across all sectors of industry benefit from access to the thousands of opportunities advertised on **Supply2.gov.uk** each month. Created by the Department for Business, Innovation and Skills (BIS), the **Supply2.gov.uk** service represents an often untapped source of expertise, and provides buyers with access to an enormous pool of specialist suppliers with experience in niche markets.

For further information on **Supply2.gov.uk** and to advertise your authority's lower-value opportunities for free, please visit www.supply2.gov.uk

as our 25th anniversary charity an organisation that mirrors our own values and plays such a vital role in our local community.

"As I am all too aware, unfortunately each and everyone working at BiP will most likely at some time be personally touched by a relative or friend in need of palliative care.

"Hopefully, the sum we raise this year will make a small difference to people and their families when they face the most vulnerable and difficult time of their life."

Further information on the Prince and Princess of Wales Hospice can be found at www.ppw.org.uk/

Mastering Procurement



BiP SOLUTIONS' PASS Masterclass events are specially designed for the experienced procurement practitioner.

Each event is constructed in a way that offers participants a detailed insight into specialised procurement topics, and an interactive approach helps to hone skills and develop an in-depth understanding of the topic being discussed.

Many of the PASS Masterclass trainers are former procurement officers, meaning that they have real-life experience of the issues and challenges that exist in the sector. They bring their vast experience and expertise to each Masterclass event, using practical examples to explain the complexities of particular subjects.

For procurement professionals who need more than a seminar, a PASS Masterclass is the answer. Current Masterclasses include:

- Legal Issues in Procurement
- Sustainability in Procurement
- Evaluation Processes in Procurement
- Applying Best Practice Contract and Performance Management

A full list of events can be found at <http://www.bipsolutions.com/pass/events.html>

The eGO has landed

GOVERNMENT OPPORTUNITIES (GO) magazine is the must-read publication for all involved in public procurement; whether you are working for a public, private or third sector organisation. GO is unique in its coverage, and provides insight and analysis on all the major topics at play in this area.

In these environmentally-conscious times, it is good to know that benefiting from GO's in-depth knowledge of procurement issues need not be at odds with a sustainable approach. For those who want to GO green, the magazine is now available to download as an eBook at www.govopps.co.uk.

It is simple to use and contains all of the content from the print edition – which will continue to be available to those who register to receive it, also from the GO website.

In September's GO:

- Miriam Deakin, Improvement Manager at the Regional Improvement and Efficiency Partnerships (RIEP) Programme office in the IDEA speaks about the progress the RIEPs have made a year after their inception
- GO speaks to Vice Admiral Tim Laurence, Chief Executive of Defence Estates and newly appointed Head of the Government's Property Asset Management Profession
- Plus a themed section on PPP and PFI in the public sector

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

PASS training for all

PASS SKILLS Training events are designed to deliver a level of training which is accessible to all, regardless of procurement experience or expertise.

Whether you are new to procurement, or have experience and are looking to brush up on your knowledge and keep up to date with the latest developments, PASS Skills Training events are the ideal solution. The events take place across the UK, and – as with all PASS training – are CPD recognised, with certificates showing the number of hours gained towards accreditation.

PASS Skills Training is a BiP Solutions service, meaning you can benefit from the company's 25 years within the public procurement sector.

All PASS trainers are experienced



practitioners in their own right and bring their experience and working knowledge to the courses they deliver.

PASS Skills Training provides participants with the opportunity to have input and ask questions on matters that are important to them and their organisation, as well as giving a detailed overview of the subject matter being discussed. It's the ideal mix to ensure you get the most from the event.

For further information visit <http://www.bipsolutions.com/pass/events.html>

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