

# NPS

BiP's Newsletter for the Procurement Service  
ISSUE 59 OCTOBER/NOVEMBER 2008

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## Meet BiP staff...

### Ashleigh Moran, Events Manager

ASHLEIGH JOINED BiP Solutions in April 2005, having spent the previous two years in the events industry. Since joining the company, she has progressed from events co-ordinator to team leader and has been team manager since June 2008.

Working alongside three events co-ordinators, Ashleigh is responsible for all events activity within BiP, including advice on content, venues, marketing and speaker liaison. In total, BiP organises around 150 events a year, ranging from workshops and seminars to conferences and exhibitions attracting thousands of visitors.

As one of the most experienced and professional events management service providers in the public sector procurement arena, BiP understands the requirements of its clients when delivering their bespoke events. BiP strives to meet the needs of each client, tailoring services to exceed the expectations of delegates.

For further information regarding BiP Solutions events, please visit [www.bipsolutions.com/events](http://www.bipsolutions.com/events)



# Promoting collaboration



THE SCOTTISH GOVERNMENT is continuing to drive forward the public service reform agenda which has seen some notable successes over the last year.

In order to keep up to date with the sector's latest developments, buyers and suppliers are invited to

attend the Scottish Government's fourth **National Public Procurement Conference and Exhibition**, organised by BiP Solutions, which will be held on 29 October at the SECC, Glasgow, running alongside **Procurex** – Scotland's first dedicated private and public sector procurement exhibition.

The Conference will be chaired by Brian Taylor, Political Editor at BBC Scotland with other high-profile speakers including John Swinney MSP, Cabinet Secretary for Finance and Sustainable Growth and representatives from all of the Centres of Expertise.

Speakers will celebrate what has already been collectively achieved and inform delegates about the latest developments in public procurement in Scotland.

Procurex is supported by the Scottish Government, and offers suppliers a unique arena to develop commercial opportunities across both business sectors.

The exhibition will bring together key organisations and professionals from both the public and private sectors to seek out new business opportunities, share expertise and promote greater innovation and collaboration in purchasing. Organisations exhibiting include the Scottish Procurement Directorate, Scotland Excel, NHS Procurement, Toshiba, Barclaycard Business and the 2014 Commonwealth Games Organising Committee.

A full preview of the event has recently appeared in *The Herald*. To view the supplement, download the pdf at: [www.procurexscotland.co.uk/about](http://www.procurexscotland.co.uk/about)

To find out more about how your organisation can benefit from attending Procurex or to register for the event, visit [www.procurexscotland.co.uk](http://www.procurexscotland.co.uk)

For further information on the Scottish Government National Public Procurement Conference and Exhibition, go to [www.scottishppc.co.uk](http://www.scottishppc.co.uk)



## BiP guides clients through CPV code changes



BiP SOLUTIONS has successfully guided its customers through a business-critical changeover process as the European Union updated its Common Procurement Vocabulary (CPV) codes in September.

The CPV-2007 system, which became fully operational on 17 September 2008, requires both buyers and suppliers to use a new set of codes incorporating new descriptions for 3589 codes as well as moving, deleting and adding codes.

Customers taking advantage of BiP's range of products and services were kept fully informed at

all stages of the process as the new system replaced the old.

BiP's **Delta** suite of e-tendering services – including **Project**, **Vault**, **Select** and **aXcess** – automatically incorporated the changes, easing the burden for the company's many public sector clients.

BiP also did its bit to raise awareness of the changes within the marketplace at large, with information readily available online via the company's website at [www.bipsolutions.com](http://www.bipsolutions.com) and publicised in BiP's various media outlets

including **Government Opportunities** magazine, **MoD Defence Contracts Bulletin** and a series of buyer and supplier oriented e-newsletters.

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 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)

# Recognising the best in Scottish procurement

PUBLIC PROCUREMENT professionals in Scotland are set to receive recognition for their achievements in the sector with the inaugural **Government Opportunities (GO) Awards Scotland**.

The Awards, organised by BiP Solutions, celebrate excellence in both public and private procurement, taking into account achievements in the key areas of sustainability, collaborative procurement and corporate social responsibility.

Sponsored by GO magazine, the coveted Awards cover both team and individual achievement, and with categories such as the GO/John F McClelland Collaborative Procurement Award, endorsed by author of the *Report on Public Procurement in Scotland* John McClelland, they will highlight and reward best practice in the sector.

Mr McClelland has also served as a judge for the Awards, and is joined on the panel by many of Scotland's most prominent procurement professionals, including Director of the Scottish Procurement Directorate Nick Bowd; Jim Miller, Strategic Sourcing Director for NHS Scotland; and Brian Baverstock, Chief Executive of APUC.

The finalists for the 2008 Scottish GO Awards were announced on

7 October on the GO Awards website at [www.govopps.co.uk/awardscotland/finalists.htm](http://www.govopps.co.uk/awardscotland/finalists.htm), and the shortlisted entrants will be invited to attend the presentation of the Awards at the Crowne Plaza Hotel, Glasgow on 29 October, during **Procurex**, Scotland's first dedicated private and public sector procurement exhibition.

For further information on the GO Awards Scotland, go to [www.govopps.co.uk/awardscotland/finalists.htm](http://www.govopps.co.uk/awardscotland/finalists.htm)



# DCI – delivering precision intelligence



**DEFENSE CONTRACTS INTERNATIONAL (DCI)**, the leading online defence contract information and market intelligence service provided by BiP Solutions, has recently undergone a major upgrade to deliver an enhanced user experience, new features and benefits, and a more comprehensive contracts database – providing a service that will give you the market intelligence you need to win new defence business.

In addition to its regularly updated bank of defence contracts, the service provides access to a range of market intelligence from defence agencies around the world and up-to-date coverage of all

defence sectors, including homeland security and counter-terrorism.

DCI puts companies in touch with the very latest defence contract opportunities, developing programmes and information on initiatives affecting the industry.

Subscribers to the DCI service can also access their own personalised My DCI area on the site which allows them to view and analyse contract statistics, flag opportunities of interest to them, store search information and submit their own contract opportunities for other suppliers to view.

To visit the new-look DCI website, go to: [www.dcicontracts.com](http://www.dcicontracts.com)

## EVENTS DIARY

### OCTOBER – DECEMBER 2008

#### Applying Best Practice Contract and Performance Management

7 Oct – Birmingham  
3 Dec – London

#### Unravelling the Myths of Procurement

8 Oct – Birmingham  
12 Nov – London

#### Understanding Procurement Reform Roadshow: Winning Contracts in Scotland 2008

8 Oct – Aberdeen  
19 Nov – Edinburgh

#### Preparing Perfect Tenders

14 Oct – London  
18 Nov – Manchester

#### Understanding EU Procurement – A Scottish Perspective

14 Oct – Inverness  
6 Nov – Edinburgh  
27 Nov – Dundee

#### Perfecting Compliant Evaluation Processes

16 Oct – London  
27 Nov – Birmingham

#### How to Win Tenders

16 Oct – Manchester  
13 Nov – Birmingham  
2 Dec – Heathrow

#### Selling to the NHS

21 Oct – Heathrow

#### A Guide to EU Regulations

21 Oct – Manchester  
18 Nov – Birmingham

#### Procurement: The Latest Issues

22 Oct – Birmingham  
5 Nov – London

#### 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

#### Procurex 2008 – Scotland's Procurement Exhibition

29-30 Oct – SECC, Glasgow

#### Scottish Government National Public Procurement Conference 2008

29 Oct – SECC, Glasgow

#### GO Scottish Business Summit

30 Oct – SECC, Glasgow

#### SOPQ Annual Conference and Exhibition 2008

4 Nov – St Johns Hotel, Solihull

#### How to Perfect Your Tender Exercise

4 Nov – Manchester  
20 Nov – Birmingham

#### Health Care Supply Association Conference and Exhibition 2008

6-7 Nov – The Belfry, Sutton Coldfield

#### Implementing the Sustainability Agenda in Procurement

11 Nov – Birmingham  
13 Nov – Manchester

#### Procuring the Environment

13 Nov – Birmingham

#### Connecting to the Hub

19 Nov – Newcastle

#### Selling to Defence

26 Nov – Glasgow

#### GO Conferences National Collaborative Procurement Conference

26 Nov – Marriott Grosvenor Square, London

### FEBRUARY – MARCH 2009

#### MoD Defence Suppliers Service Annual Conference and Exhibition

26 Feb – Thistle Hotel, Bristol

#### GO Conferences National Sustainable Procurement Conference and Exhibition 2009

11 Mar – QEII Conference Centre, London

#### Central Buying Consortium Conference and Exhibition 2009

19 Mar – One Great George Street, London

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

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

# Supply2.gov.uk celebrates free trial success



SINCE IT launched in June 2006, the national lower-value contracts portal **Supply2.gov.uk**, for which BiP Solutions is the service provider, has provided businesses with access to tens of thousands of public sector contracts, helping reduce some of the barriers faced by SMEs who wish to supply to government.

Now the portal is celebrating the success of a

**supply2.gov.uk**  
supplier route to government

special three-month trial, which provided new registrants with free access to nationwide lower-value public sector contracts for the first time. During the trial, which ran between May and July 2008, 22,500 new suppliers registered on the service. Almost three-quarters had a turnover of less than £1 million, and over three quarters had fewer than 20 employees.

In total, more than 100,000 suppliers and nearly 5700 buyers from across the UK have registered on Supply2.gov.uk. More than 93,000 contract opportunities from across the public sector have been posted on the site.

Commenting on the success of the free trial, Business Minister Shriti Vadera said: "I am very

pleased that more than 22,000 small businesses now have access to new business opportunities that will potentially help them to grow.

"It's important that government encourages small and medium-sized businesses to compete for contracts – they often have smaller overheads, are more flexible and can offer the public sector better value for money than big business."

By interoperating with Supply2.gov.uk, public sector buyers can access a range of competitive suppliers. Current interoperability partners include the Department for Business, Enterprise and Regulatory Reform, the Office of Government Commerce and the Driver and Vehicle Licensing Agency.

To join the Supply2.gov.uk interoperability programme, email: [interoperability@supply2.gov.uk](mailto:interoperability@supply2.gov.uk)

## House of Commons joins Delta

THE HOUSE OF COMMONS has become the latest public sector body using BiP Solutions' range of products to bring about more effective and efficient procurement.

By signing up to BiP's **Delta** e-tendering suite, the House of Commons has unlimited access to the **Project**, **Select**, **Vault** and **eAuctions** modules, including a custom-built **aXcess** buyer profile.

House of Commons Deputy Director of Procurement Sue Parr said: "The **Delta** suite products will play a significant role in helping us to meet our commitment to continue developing and improving our procurement processes in a

compliant, efficient and cost-effective way."

The **Delta** package assists buyers at all stages of the tendering process, from initial contract announcements submitted through the Project e-notice service to receiving and evaluating the final tenders as well as **Vault** e-auctions.

Buyers are given the chance to connect with suppliers through the **aXcess** buyer profile service which provides an easy forum for public organisations to advertise their procurement needs, while the **Select** supplier accreditation service provides the next step by allowing buyers to vet potential suppliers to assess their suitability.

The House of Commons joins other recent sign-ups to BiP's range of services, including Hertfordshire County Council and the Healthcare Commission.

Hertfordshire County Council has, like the House of Commons, signed up for unlimited access to the **Delta** e-tendering suite, while the Healthcare Commission recently signed up for **Select Accredited** and **Vault**.

To find out more about BiP's full range of procurement services, contact the Public Sector Sales Team on [psst@bipsolutions.com](mailto:psst@bipsolutions.com) or call **0845 270 7090**

**NEW AND IMPROVED**



## GO unveils its new look

### GOVERNMENT OPPORTUNITIES

**(GO)** magazine, the UK's premier public procurement magazine, published by BiP Solutions, is reinforcing its position as the leading resource for the sector with a fresh new look.

Starting with the November issue, readers can expect a redesign and upgrade of much of the publication's content – improvements that will incorporate feedback from the most recent GO survey and which will further confirm GO's position as a must-read magazine for all procurement professionals.

And the planned changes will not be limited purely to GO magazine – the GO website at

[www.govopps.co.uk](http://www.govopps.co.uk) is also developing, with new features that will offer tremendous benefit for those involved in public procurement.

Exclusive stories that break between the magazine editions of GO will appear first on the site, and details of EC infringement proceedings are now updated online as they happen.

GO is free upon request to procurement professionals in the public sector. To subscribe, visit the website at [www.govopps.co.uk](http://www.govopps.co.uk)

If you have any feedback on GO's content that you would like to share, please get in touch at [feedback@govopps.co.uk](mailto:feedback@govopps.co.uk)



## GO Conferences presents...

### GOVERNMENT OPPORTUNITIES

**(GO)** magazine is continuing its successful programme of high-profile procurement events with the **GO Conferences Connecting for Success** event – the National Collaborative Procurement Conference and Exhibition 2008.

The conference, which is organised by BiP Solutions and takes place at the Marriott Grosvenor Square in London on 26 November, offers a key networking opportunity to both buyers and suppliers seeking to benefit from collaborative procurement.

The keynote speaker, Exchequer Secretary to the Treasury Angela Eagle MP, will give an insight into how the Government is promoting collaborative procurement in order

to deliver value for money savings, share expertise and encourage efficiency in the public sector.

Attendees will also hear from Roger Simpson-Jones, Director of Procurement at the London Development Agency and Mike Greatwich, Commercial Director at the Office of Government Commerce.

Topics discussed on the day will include the benefits of collaborating with local authorities, how suppliers can benefit from purchasing partnerships, collaboration within the NHS and the role of the third sector.

For further information on the National Collaborative Procurement Conference 2008, go to [www.bipsolutions.com/events](http://www.bipsolutions.com/events) or email BiP's events team at [events@bipsolutions.com](mailto:events@bipsolutions.com)

# Meeting the procurement challenge

THE IMPORTANCE of collaboration in improving procurement, how to use resources more efficiently and the future of health care procurement are all issues on the agenda for the forthcoming Health Care Supply Association Annual Conference and Exhibition 2008, organised by BiP Solutions.

The two-day event, which will be held at The Belfry, Sutton Coldfield on 6-7 November, has attracted a number of high-profile speakers including Roger West, Procurement Director for NHS Supply Chain; John Cooper, Chief Operating Officer at the NHS Purchasing and Supply Agency; and Simon Sperryn, Chief Executive of CIPS.

In addition to hearing from some of the most influential professionals in the sector, attendees will be offered a unique networking opportunity at the accompanying exhibition, which features some of the sector's top suppliers.

For further information or to book your place at the conference, go to [www.hcsaconference.org.uk](http://www.hcsaconference.org.uk)

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

# Widening horizons

THE SOCIETY of Procurement Officers in Local Government (SOPO) is looking forward to another successful event in November with its Annual Conference and Exhibition, organised by BiP Solutions.

The event, entitled 'Widening the Horizon', takes place on 4 November at the St Johns Hotel, Solihull and will give attendees an opportunity to share best practice, learn from innovators in the sector and hear from key decision makers on issues that are of key importance to the procurement community.

The conference includes 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.

Other items on the agenda include discussion of the third sector's role in commissioning and providing services and the activity of cartels and their impact on buyers.

To register to attend the event or to 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)



# Procuring for Health



Shona Robison, Minister for Public Health



**GO CONFERENCES**, managed by BiP Solutions, has delivered another successful event, which drew together procurement professionals from across the health sector to share best practice and learn about the developments shaping the market.

Keynote speaker at the Procuring for Health event, which took place at the Hilton Caledonian in Edinburgh on 4 September, was Scottish Government Minister for Public Health Shona Robison.

Ms Robison told delegates: "It is encouraging to see so many suppliers who recognise that providing the best value for the NHS in Scotland translates into first-class patient care; that link is very important."

Procuring for Health also gave delegates the opportunity to meet buyers within the five main health care sectors in Scotland. Topics discussed included pharmacy, non-medical and corporate services, medical equipment, national distribution services, and paramed and consumables.

To find out how BiP can help deliver one of your events, contact the Events Team at [events@bipsolutions.com](mailto:events@bipsolutions.com) or call **0845 270 7095**

Visit [www.bipsolutions.com/events](http://www.bipsolutions.com/events) for details of upcoming procurement events from BiP.



Michael Healey, Executive Director, National Procurement

## In October's GO...



**Ray Barker**, Director of BESA, examines the procurement practices of the English schools sector.

GO Features Editor **Morven MacNeil** interviews Head of the Small Business Unit at the UKTI DSO Howard Gibbs.

The magazine also features a themed section on **ICT Procurement and Shared/Outsourced services**.

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

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