

## PSNEWS EVENTS

Conferences, Exhibitions and Seminars aimed at procurement professionals.

**25 APRIL 2002**  
**SOCITM SPRING SEMINAR 2002**

### ENABLING ELECTRONIC SERVICE DELIVERY

**NEGOTIATING TWISTS IN THE ROAD TO 2005**  
The Reebok Stadium, Bolton  
email: bob.griffith@socitm.gov.uk

**8 MAY 2002**  
**SELLING TO GOVERNMENT 2002**

Marriott Heathrow, London  
email: customerservices@bipcontracts.com

**9 MAY 2002**  
**GOVERNMENT OPPORTUNITIES LUNCH 2002**

Institution of Civil Engineers,  
One Great George Street, London  
email: customerservices@bipcontracts.com

**21 MAY - 2 JUNE 2002**  
**SOPO ROADSHOWS 2002**

Various venues throughout the UK  
email: customerservices@bipcontracts.com

**23 MAY 2002**  
**SELLING TO THE NHS 2002**

Marriott, Heathrow, London  
email: customerservices@bipcontracts.com

**16 OCTOBER 2002**  
**DEFENCE ESTATES ANNUAL CONFERENCE AND EXHIBITION 2002**

The London Hilton, Park Lane, London  
email: customerservices@bipcontracts.com

**5 NOVEMBER 2002**  
**SOPO ANNUAL GALA DINNER**

The Shaw Park Plaza Hotel, London  
email: customerservices@bipcontracts.com

**6 NOVEMBER 2002**  
**SOPO ANNUAL CONFERENCE AND EXHIBITION**

The Shaw Park Plaza Hotel, London  
email: customerservices@bipcontracts.com

For further information on advertising your event in this newsletter, contact our **Events Team** at BiP on **0141 332 8247** or email **events@bipcontracts.com**

## Where's the Fire?

FOR THE HUNDRED plus delegates at the April SOPO/OGC Conference on Benchmarking at the Shaw Park Hotel London, there was indeed a warm reception awaiting. Before the joint Chairmen, Dave Wheller, and Bryan Avery, got a chance formally to open the event, the hotel's fire alarm bell blasted forth across the function suite and all delegates were required to evacuate. Whilst the emergency was, as many suspected, a false alarm, it did serve to ensure delegates were fully awake and refreshed by the cold morning air before the presentations began. Throughout the day the many splendid, thought-provoking sessions raised the temperature, with the almost inevitable result that once again, just before delegates were to break for a much-deserved coffee, the fire bell rang and an audience now well versed in the required evacuation



procedure got a second chance to demonstrate their calmness in an emergency and to marvel at the structure of the New British Library, which was the stipulated assembly point. Who said that procurement isn't a HOT topic? In appreciation of the Wider Markets Initiative, an invoice is going to the venue for the use of Government employees to test out their emergency procedures which, in the first incident, were found greatly wanting.

## Watch Out! Mandatory New Forms About

REMEMBER, THE European Commission has adopted a Directive imposing, as from 1st May 2002, the use of new standard forms for contract notices that are to be published in the Official Journal (OJEC). The mandatory use of these forms is designed to improve the quality of published notices, facilitate openness, efficiency and transparency and assist electronic procurement. In particular, use of these forms should make it easier for potential suppliers to use automatic search tools, such as BiP's TRACKER, to find

procurement notices of most interest and relevance to them. Moreover, for purchasing entities, the standard forms will simplify and cut the cost of compliance with EU procurement rules. The text of the directives can be accessed on: <http://europa.eu.int/eur-lex/en/index.html> in the section "Official Journal".

The Commission have confirmed that failure to comply with the required format may result in the notice being rejected by the OJEC.

Good news for ProJECt Online users is that notices received by OJEC through the service will be compliant with the new format. For more information please contact the DELTA Helpdesk on **0141 332 8247** or email **delta@bipcontracts.com**

## Growth Brings New Marketing Manager to BiP

JILL ROBERTSON has been appointed as Marketing Manager for Business Information Publications (BiP). A marketing graduate from Stirling University, Jill obtained her CIM Postgraduate Diploma in 1999. Jill has trod a career path across both the private and



public sectors, with jobs ranging from a market research assistant with a Glasgow property company, a marketing assistant for a Newcastle packaging company to a Marketing Officer at The Nottingham Trent University. A football expert by default, living in Glasgow and Newcastle, Jill is delighted to return to her Scottish roots to join Glasgow based BiP, Jill's main interests, other than marketing, are rowing and snowboarding.

Jill said: "As BiP's new Marketing Manager, I'm looking forward to the challenges ahead and, if the rest of the company is anything to go by, I think I'm going to be very busy! My role, by its nature, is varied but my aim is to ensure that we understand our customers and their needs as best as we can, so that we continue to meet and exceed their expectations, and to develop BiP's reputation as a major European supplier of information systems and services."

## IN MAY'S ...



- Across the Table with...  
Mark Woods, Director of Collaborative Opportunities, OGC.
- Economic Stability & Strong Public Services  
Gordon Brown, Chancellor of the Exchequer
- Public Sector EXPO 2002 Review by  
Jennifer Gilchrist, GO Features Editor

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BiP's PROCUREMENT SERVICE MONTHLY NEWSLETTER

ISSUE 02 APRIL 2002

Challenges  
change

GOVERNMENT  
OPPORTUNITIES  
FACILITATING BUSINESS WITH GOVERNMENT

ANNUAL LUNCH FOR PUBLIC  
PROCUREMENT PROFESSIONALS

Thursday 9th May 2002

Institution of Civil Engineers,  
One Great George Street, London SW1P 3AA

- SEE PAGE 3 FOR MORE DETAILS -

## SOPO Roadshow - Delivers Change



THE ANNUAL SOPO Roadshow, this year entitled "Delivering Change", provides members and non-member procurement professionals with the opportunity of hearing presentations from fellow professionals focused on a wide range of topics which are the key issues in public procurement today.

### Dates for your diary are:

- 21st May Scotland - Howen Park Centre, Livingston, West Lothian
- 28th May North West - Manchester City Council Town Hall, Manchester
- 4th June East Midlands - Tithe Barn, Wellingborough
- 5th June North - The Northumbrian Centre, Sunderland
- 6th June Yorkshire - The Textile Centre of & Humberside Excellence, Huddersfield
- 13th June West Midlands - Dudley Council Chamber
- 18th June East Anglia - Council Chamber, Leicestershire County Council, County Hall, Glenfield, Leicester
- 20th June Wales & South West - Bath University
- 27th June Non-Met - New Barnfield Training Centre
- 10th July London - T.B.C

Representing over 60% of Local Authorities, The Society of Procurement Officers in Local Government (SOPO) now has well over 1000 members spread throughout the country. For more information please contact **helpdesk@sopo.org**



## OGC Lead the Way with Dispute Resolution Guidance

CONTRACTUAL DISPUTES are time consuming, expensive and unpleasant. They can destroy client/supplier relationships and can impact the supply chain. The Office of

Government Commerce (OGC) has now issued a guidance which gives an overview of the main options that are available for the resolution of disputes. In general terms, OGC's objective is to ensure that relationships between the client and supplier are non-adversarial, that contracts should contain provision for the resolution of disputes which are appropriate having regard to their nature and substance and that such provision should, so far as possible, ensure that relationships with suppliers are maintained. In particular, it is Government policy that litigation should usually be treated as the dispute resolution method of last resort.

The Lord Chancellor has published a formal pledge committing Government Departments and Agencies to settle disputes by Alternative Dispute Resolution (ADR) techniques. The full text of the pledge and more details on the guidance can be accessed on the OGC website at [www.ogc.gov.uk/ogc/news.nsf/current?openform](http://www.ogc.gov.uk/ogc/news.nsf/current?openform)

## NHS PASA Set to Introduce 'Supplier-Friendly' Database System

THE NHS Purchasing and Supply Agency (PASA) have announced an important new development aimed at reducing the administrative burden on suppliers. They are in the final stages of agreeing a new system, which will take the form of an electronic supplier database. This will be maintained by a third party and accessed on the NHS net via the Agency's website. It is being funded by the Agency and will therefore be free to suppliers and users of the system.

PASA are currently engaged with both the NHS and supplier representatives in the process of agreeing standard sets of information to be supplied by suppliers.

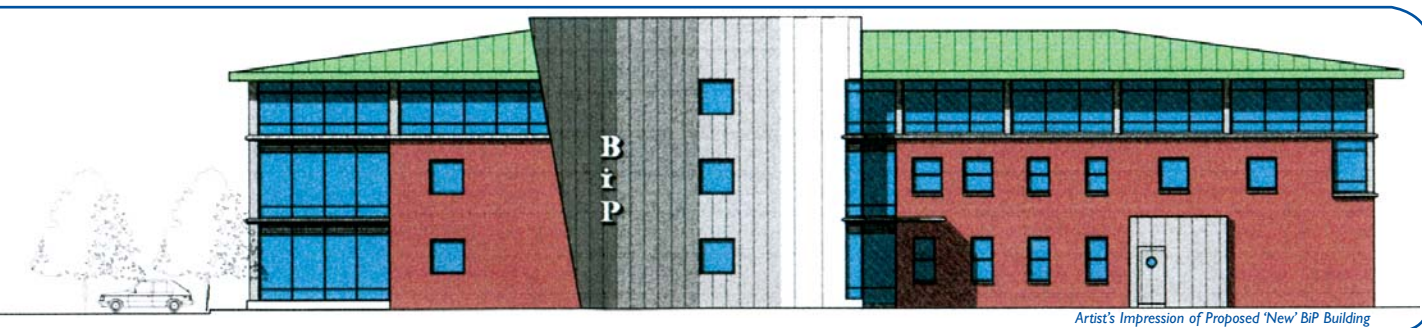
### The new system will provide the following benefits:

- reduced costs associated with the provision of supplier information
  - improved speed and efficiency in obtaining the pre-qualification details necessary for the tendering process available to all NHS procurement staff
  - the ability to search and find suppliers in different market sectors
  - a single source of information that will reduce replication of data, risk and waste
  - the ability to export such supplier information to 'back office' systems
- The service will provide health service suppliers with a 'once only' registration point.

## Defence Secretary of State Signed up for DE Conference

GEOFF HOON, Secretary of State for Defence, has confirmed he will be pleased to deliver the keynote address at the forthcoming Defence Estates Annual Conference & Exhibition at the London Hilton, Park Lane on 16th October 2002.

Attended by Defence Estates Buyers and Suppliers, the Annual Conference will attract over 600 Delegates. BiP will once again be managing this event, always a sell out, on behalf of Defence Estates. For further information and registration details, contact **events@bipcontracts.com** or call customer services on **0141 332 8247**.



Artist's Impression of Proposed 'New' BiP Building

## BiP Business Plan Demands Expansion

BECAUSE STAFFING levels and turnover have more than doubled since BiP moved to its 'new' premises in April 2000, it is already looking to expand its premises to accommodate the expected continued rapid growth rate. Evaluation of various options is under way, including a phased extension to the existing building and development of a "new build" on adjoining land. Colin Ferguson, BiP's Financial Director, said: "Whilst minimum disruption to the business is of paramount importance, the expansion envisaged will eventually accommodate up to an 60 additional personnel. To ensure we achieve our ambitions it is essential that we plan without delay for future growth."

## Latest PrOJECT Online Upgrade Launched as Usage in Central Government Soars

THE LATEST PrOJECT Online upgrade version, which is even more user friendly, went live on Friday 5th of April and provides numerous new value added functions. A testament to BiP's customer focus, these new features were developed in direct response to customer requests. The first module of BiP's DELTA Internet e-tendering suite, PrOJECT is designed specifically to meet the electronic tendering needs of the whole public sector procurement community. It provides users with the ability to create, disseminate and manage contract announcements in compliance with EU regulations.

### The new features added to PrOJECT Online include:

- Additional links to online help, guidances and other relevant procurement material.
- The ability to complete Statistical Returns within a user defined date range on awards submitted by your organisation (Beta Test Version only).
- A procurement code search engine to allow quick and easy retrieval of CPV, CPC, NACE, NIPRO, NUTS and supplementary CPV codes.
- Improved Search Facility at the top of every screen, allowing a search on Keyword, Nature of Contract and Type of Contract.
- An additional Advanced Search option allowing refined searches on particular fields within a notice. Multi-user function: search can be widened to include notices created by other users in the organisation.
- Multi-user function: when viewing other users' accounts, a panel details the ownership of the notice.
- New mandatory fields in accordance with OJEC-compatible XML, offering the ability to tie contracts to particular Sectors and/or Types of bids.
- Automatic entry of town into title field (providing Global Awarding Authority details completed).
- At the bottom of each announcements additional fields ability to record details of Contract Award Date and Expected Dates of Renewal/Re-tender.
- A link to BiP's SELECT Supplier Internet Service (available in 'Supplier Info').

The success of PrOJECT Online is highlighted by recent statistics, which show that over 40% of all central government contracts announcements are now submitting to the Official Journal of European Communities (OJEC) via PrOJECT. The analysis of OJEC data between 18th February and 5th April confirms that in central government, PrOJECT usage soared to 40% of Service Contracts and 39% of Supply Contracts, whilst a staggering 52% of all the Works Contracts were processed through the service. Used by literally hundreds of procurement personnel, PrOJECT Online is a true e-tendering success story.

For further details please contact the PrOJECT helpdesk on **0141 332 8247** or email [project\\_support@bipcontracts.com](mailto:project_support@bipcontracts.com)

## PrOJECT Goes Straight to Jail



HM PRISON SERVICE has recently subscribed to PrOJECT Online (for details see above). BiP will shortly be visiting HM Prison Service in Corby, Northamptonshire, to deliver an in-house training session. If your organisation is interested in personalised training sessions please contact the PrOJECT Helpdesk on **0141 332 8247** or email [project\\_support@bipcontracts.com](mailto:project_support@bipcontracts.com)

## Gateway Proves a Success for OGC

THE OFFICE of Government Commerce (OGC) recently announced completion of its e-tendering pilot, OGC TenderTrust, run to assess the possible future establishment of an approved e-tendering system for use across government.

It awarded a contract in 2001 for the pilot e-tendering scheme to the Royal Bank of Scotland, who ran the pilot in conjunction with TrustMarque International Ltd. It employed digital certificates, held on smartcards, provided and guaranteed by The Royal Bank of Scotland (RBS) Group.

Ten Government departments took part in the pilot and they worked with OGC, RBS and TrustMarque International to identify their planned tendering activity for the pilot period. The pilot went live for testing on 29 June 2001, for a planned three-month period, which was later extended until February 2002.

The pilot was then reviewed using OGC's highly effective Gateway Process.

OGC reported that the testing across the ten departments provided Government with valuable experience and knowledge. Whilst the pilot demonstrated that there is a strong demand for e-tendering from government departments and their suppliers, OGC stated that it did not fully meet all its operational objectives and, as a result of the Gateway review, the

Government has decided that it will not roll out the scheme.

Making this announcement, OGC stated that the knowledge gained would, along with feedback from other e-procurement pilots now under way, allow Government to make a full assessment of the technological options that will work best and ensure value for money.

## Amsterdam sees Global Summit for Healthcare Purchasing and Supply



THE HEALTH Industry Group Purchasing Association (HIGPA) 2002 Global Summit, is to take place at the Grand Amsterdam Hotel, Amsterdam, Netherlands on 6th and 7th May and is being sponsored by BiP Ltd. The Summit is an international congress for private sector health care group purchasing executives and public sector policy-makers who are seeking strategic level trans-border learning opportunities and networking. Chief executive officers and their senior management teams will meet with their foreign counterparts and ranking government officials including senior health care executives and decision-makers from both the private and public sectors and international and academic health care leaders to explore challenges in the world health care economy, global directions in purchasing and supply management and international market opportunities.

The Summit will cover a wide variety of topics, including health care purchasing trends, global partnership opportunities, and e-commerce technology influences. For further information visit the HIGPA website at [www.higpa.org](http://www.higpa.org)

The Health Industry Group Purchasing Association (HIGPA) is a broad-based trade association that represents group purchasing organizations (GPOs) and their trading partners.

## Make sure you Go to the GO Lunch

**Government Opportunities** has announced that Martin Wyn Griffith, the new Chief Executive for the Small Business Service, will be a speaker at the publication's now renowned Annual Lunch for public procurement professionals. The event's distinguished list of speakers also includes: David Smith, Commercial Director, Department for Works and Pensions; Dr Andrew Lerner, Head of Information Age Practice, IDeA; and Eric Jackson, E-Commerce Director, NHS PASA.

The theme of this year's lunch is the 'Challenge of Change' and it will take place on Thursday 9th May at the Institution of Civil Engineers, One Great George Street, London.

With guests representing local and central government, health, education and other public sector organisations, the **Government Opportunities** Annual Lunch provides a congenial environment for discussion and knowledge acquisition in an informal atmosphere. If you have still to receive your complimentary invitation, please email [gillian.cameron@bipcontracts.com](mailto:gillian.cameron@bipcontracts.com) or contact Gillian on **0141 332 8247**. This is a very popular event, so it is important that you register early to avoid disappointment.

Register also online at [bipcontracts.com](http://bipcontracts.com) and link to events.

## E-Government Bulletin Reports Breakaway E-Tender Pilot Success



IN ITS ISSUE of the 5th April, the E-Government Bulletin newsletter reports that it believes the Department of Health has been vindicated in its decision last year to split from a Treasury-backed online public sector contract tendering prototype, Tendertrust, after its own initial tests proved satisfactory just as the central scheme was killed off as a result of a Gateway Review. (See previous report: "Gateway Proves a Success for OGC")

In December 2001 the DoH began a three-month pilot of the BiP 'Vault System' tendering package ([http://www.bipcontracts.com/vault\\_cont2.htm](http://www.bipcontracts.com/vault_cont2.htm)). This Bulletin reports that the DoH Head of Procurement Kevin Treeby said he was provisionally satisfied with the BiP Vault System after it formally finished piloting a few days ago. Kevin added that a final verdict will be reached on the basis of a more detailed evaluation, which will take account of feedback from suppliers who took part in the trial. But even if it is given the thumbs up, the BiP Vault System would only be adopted as a long-term solution after a formal comparative procurement procedure.

Before it began its breakaway trial, the Department of Health told E-Government Bulletin's sister publication Future Health Bulletin (<http://www.headstar.com/futurehealth>) that TenderTrust was unsuitable because it required software to be downloaded onto each PC, unlike BiP's VAULT System which is easier to run on a networked system.

The E-Government Bulletin is a free, lively email newsletter on the use of the Internet and other new technologies to improve public services for all. For more information see: [www.headstar.com/egb](http://www.headstar.com/egb)

## Freedom and Responsibility: Key Drivers in Wales

THE WELSH Assembly Government has issued a report which sets out their objective on local government policy, including those which would require primary legislation. The report 'Freedom and Responsibility in Local Government' seeks agreement with the UK Government that Wales will be taken into account in the context of the next Parliamentary Bill relating to local government.

The report is a landmark for the partnership between the Welsh Assembly and local government in Wales providing a coherent framework for modernisation.

The report can be accessed on the Welsh Government website [www.wales.gov.uk](http://www.wales.gov.uk)

## HSA Confirm 2002 Annual Conference Programme

THE HEALTHCARE Supplies Association has announced their 2002 Annual Conference will take place at the Bristol Marriott (City Centre) on 14th and 15th November. As well as presentations on the subject of 'The Modernisation Message', this extremely popular two-day event will present ideal networking opportunities for health industry procurement professionals.

### Speakers confirmed to date include:

- Duncan Eaton, Chief Executive, NHS Purchasing and Supply Agency
- Barry Mellor, Chief Executive, NHS Logistics Authority
- David Court, Chief Executive, OGCbuying.solutions
- Anne-Toni Rodgers, Communications Director, National Institution for Clinical Excellence (NICE)
- David Fillingham, Chief Executive, NHS Modernisation Agency
- Mark Day, Customer Services Director, Hospital Savings Association
- Terry Murphy, Director of Properties, NHS Estates

Once again BiP will be providing administrative support. This is always a sell out event, so early registration is essential. For information on registration please contact: [events@bipcontracts.com](mailto:events@bipcontracts.com) or contact the Customer Service Team on **0141 332 8247**.