

Selling to the Public Sector

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Procurement Lincolnshire



Procurement Lincolnshire

- Who are members of Procurement Lincolnshire?
- Services delivered by Procurement Lincolnshire to member authorities
- Procurement Lincolnshire website
www.procurementlincolnshire.co.uk
- Strategic focus of category management and how that will help the supplier, specialists in their field, better support for SME's
- Better information on contract opportunities, Lincolnshire wide contract register
- Procurement Lincolnshire working more closely with supporting organisations to achieve best value

The Lincolnshire 'story so far'

- 9 cross county events held in Spring '07 with 300+ attendees providing basic information on public sector procurement. Feedback from the event was 'excellent' or 'good'. Suppliers requested further training in more specific areas
- Further training events held in late '07/early '08 looking more specifically at tendering with 100+ attendees. Again feedback was 'excellent' or 'good'
- All day event held on 5th June with a 100 attendees with opportunity for suppliers to meet buyers as well as attending breakout training sessions
- Series of 5 sessions held in Oct '08 with 70 attendees again looking specifically at tender documentation
- April 2009 sessions held across the county. Tremendous response, extra sessions had to be put on to accommodate 123 attendees
- 4th June 2009 Meet the Buyer event at University of Lincoln, Riseholme Campus. 180+attendees have booked for today's event
- Series of sessions planned for October 2009. Flyer to be sent out in early September



Introduction to Procurement

- What is procurement?
- The public sector in the UK spends £450 billion p.a. on the acquisition of all goods, services and works
- Employs more than 25% of the UK workforce and includes Local Authorities, Central Government departments, schools, colleges, NHS, police, fire & rescue
- Demonstration of economy, efficiency & effectiveness of service delivery i.e. Best Value
- Encourages competition
- Has to be a transparent and open process

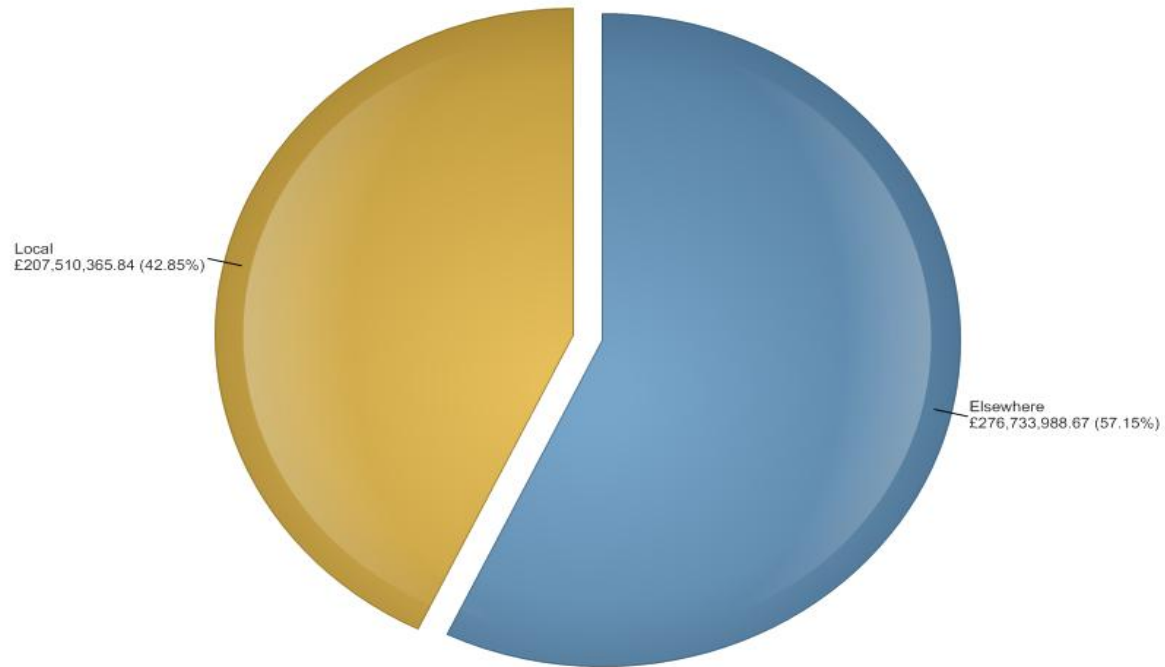
Facts and Figures

Organisation	Spend (06/07)	Suppliers
Boston Borough Council	8,751,562	1,097
City of Lincoln Council	42,888,335	2,528
East Lindsey District Council	15,605,586	674
Lincolnshire County Council	491,104,543	15,241
North Kesteven District Council	14,628,589	499
South Holland District Council	12,124,382	1,184
South Kesteven District Council	28,324,929	2,450
West Lindsey District Council	8,425,184	734
University of Lincoln	71,652,000	800
United Lincolnshire Hospitals (05/06)	49,964,000	1,689
Lincolnshire Police (05/06)	20,285,680	2,115
Total	763,754,790	29,011

Local Purchasing

Geography - Spend by Proximity {multiple datasets}

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The Procurement Process

- In any procurement process key decisions need to be made
 - Which procedure to use?
 - Where to place the advertisement?
 - Expressions of Interest (EOI), Pre Qualification Questionnaire (PQQ) or Invitation To Tender (ITT) **or**
 - Invitation To Tender (ITT) only depending on the procedure used
 - Evaluation at both PQQ & ITT stages
 - Contract Award

The Procurement Process

- Local Authority tender thresholds
- EU thresholds as at 1/1/08 -
 - Supplies & Services - **£139,893**
 - Works - **£3,497,313**
- If you are a supplier to the NHS the EU thresholds may differ as they are classed as a schedule 1 entity, please ask our NHS colleagues for clarification
- EU procedures used i.e. mainly open or restricted



The Procurement Process

- **Open Procedure** – allows any supplier to submit a tender following publication of the contract notice. If contract advertised via OJEU, it may be advertised in UK press, but not before the OJEU advert.
- Process used where market is limited
- Timescales from despatch to Official Journal of the European Union (OJEU) for electronic tendering is 45 days to submission of tender

Restricted Procedure – has 2 stages, Pre Qualification prior to supplier being invited to tender

- Process used to manage number of tenders received where there is potentially numerous suppliers in the market
- Timescales from despatch to Official Journal of the European Union (OJEU) for electronic tendering is 30 days to register interest, 35 days from despatch of tender to submission of tender