

Agenda

- Background
- National Procurement Strategy (NPSLG)
- Centres of Procurement Excellence (CoPE)
- What is happening locally?
- Challenge for HIOWA

National Procurement Strategy

- History
- Milestones & check points

Milestones - 2004

- Corporately owned procurement strategy
- Implementation regularly measured
- Approach to partnering (service delivery & construction)
- Approach to collaboration & new trading partners
- Circular 03/2003 built into processes & contracts
- *'Selling to ...'* published on website
- Address sustainability, equality & diversity
- Compact with the voluntary & community sectors

Milestones – 2005/06

- **2005:** Contracts to include community benefits; e-Procurement solutions; health checks against National Strategy for counties and unitaries; all authorities involved with CoPE (shared services for smaller districts); identify opportunities for joint commissioning &/or delivery; concordat for SMEs.
- **2006:** Improvements in all areas of procurement (savings, speed, improved services); health checks for districts; use of e-Marketplaces

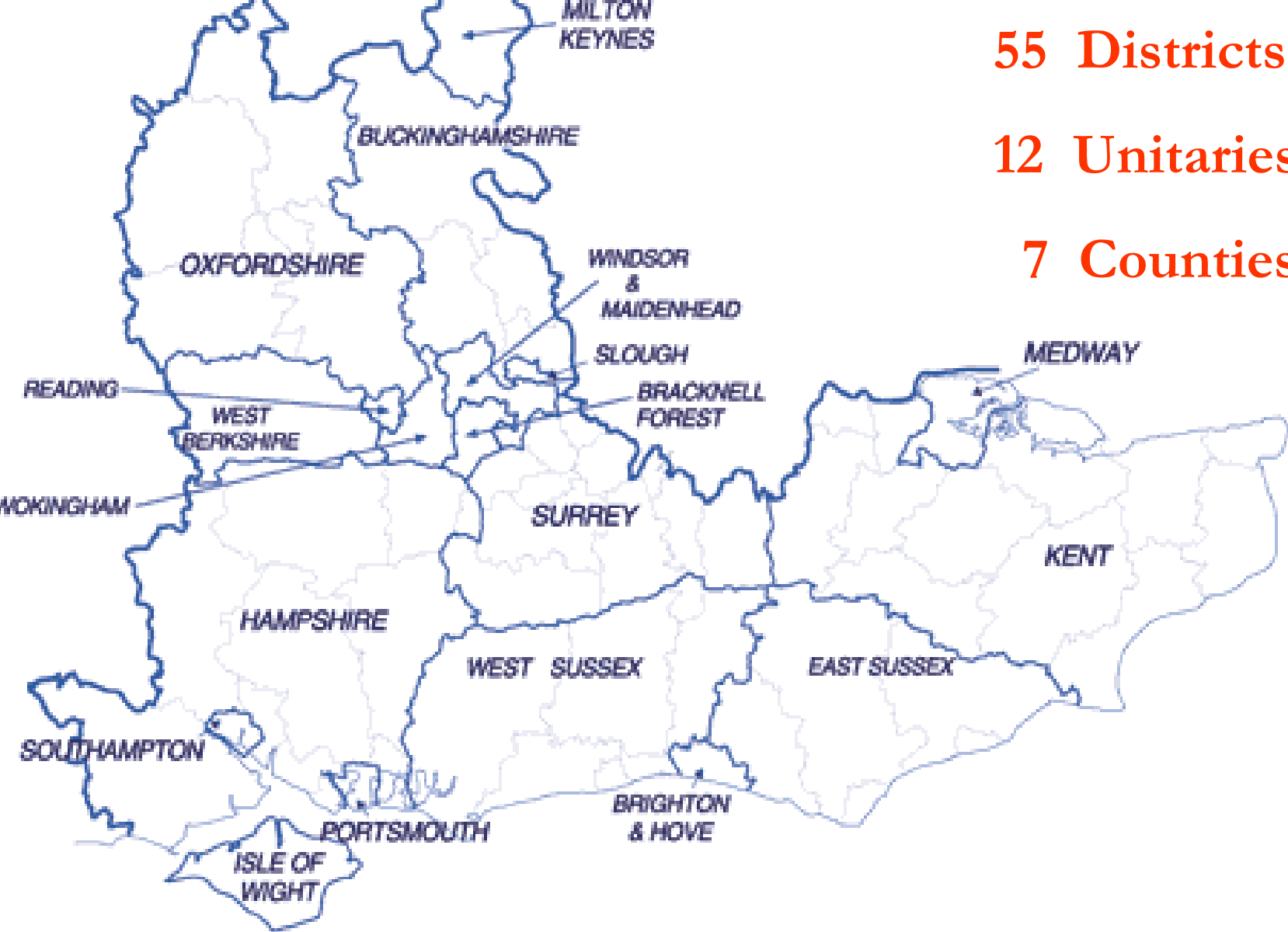


- Location
- Structure & funding
- Role

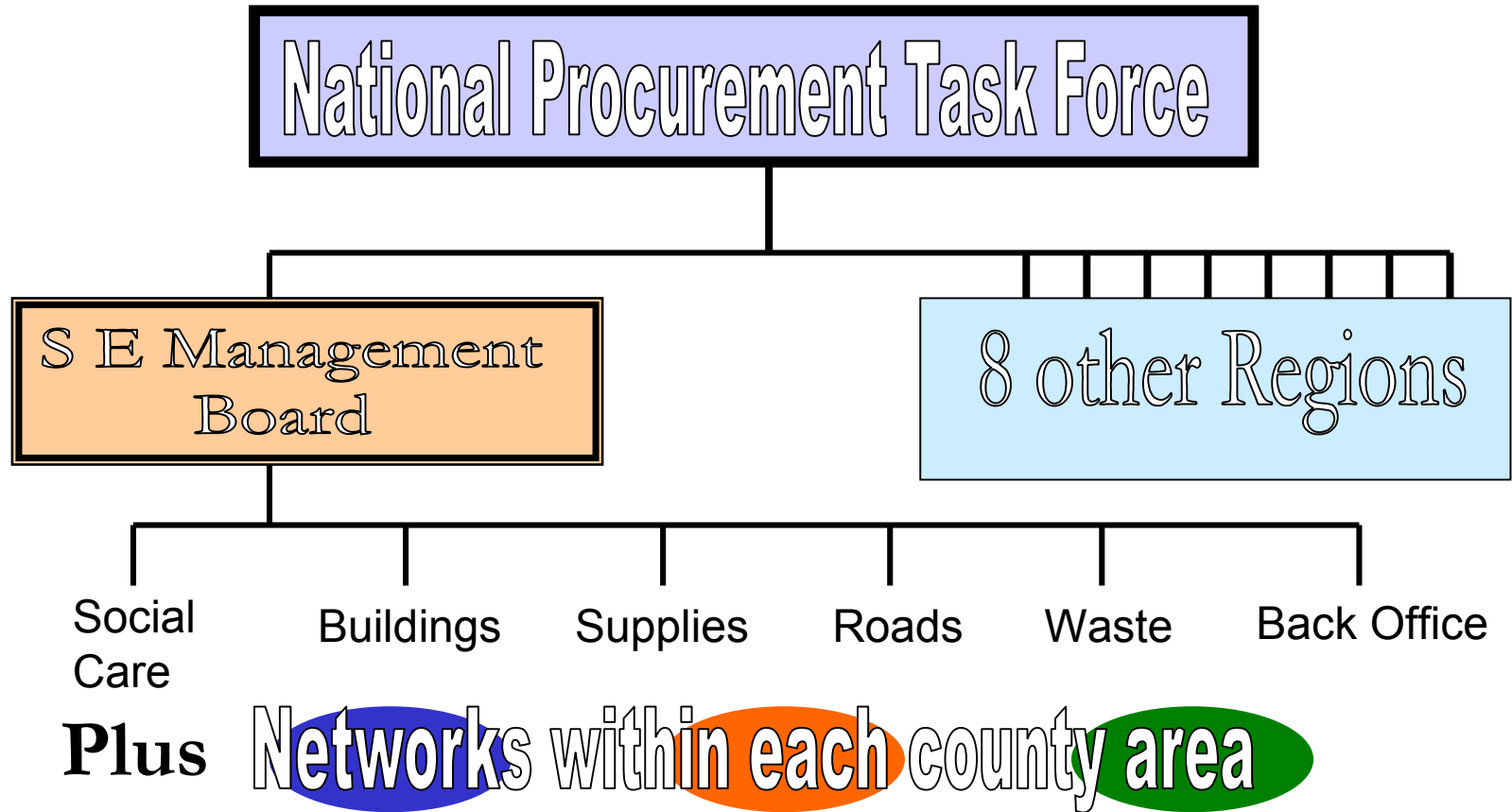
55 Districts

12 Unitaries

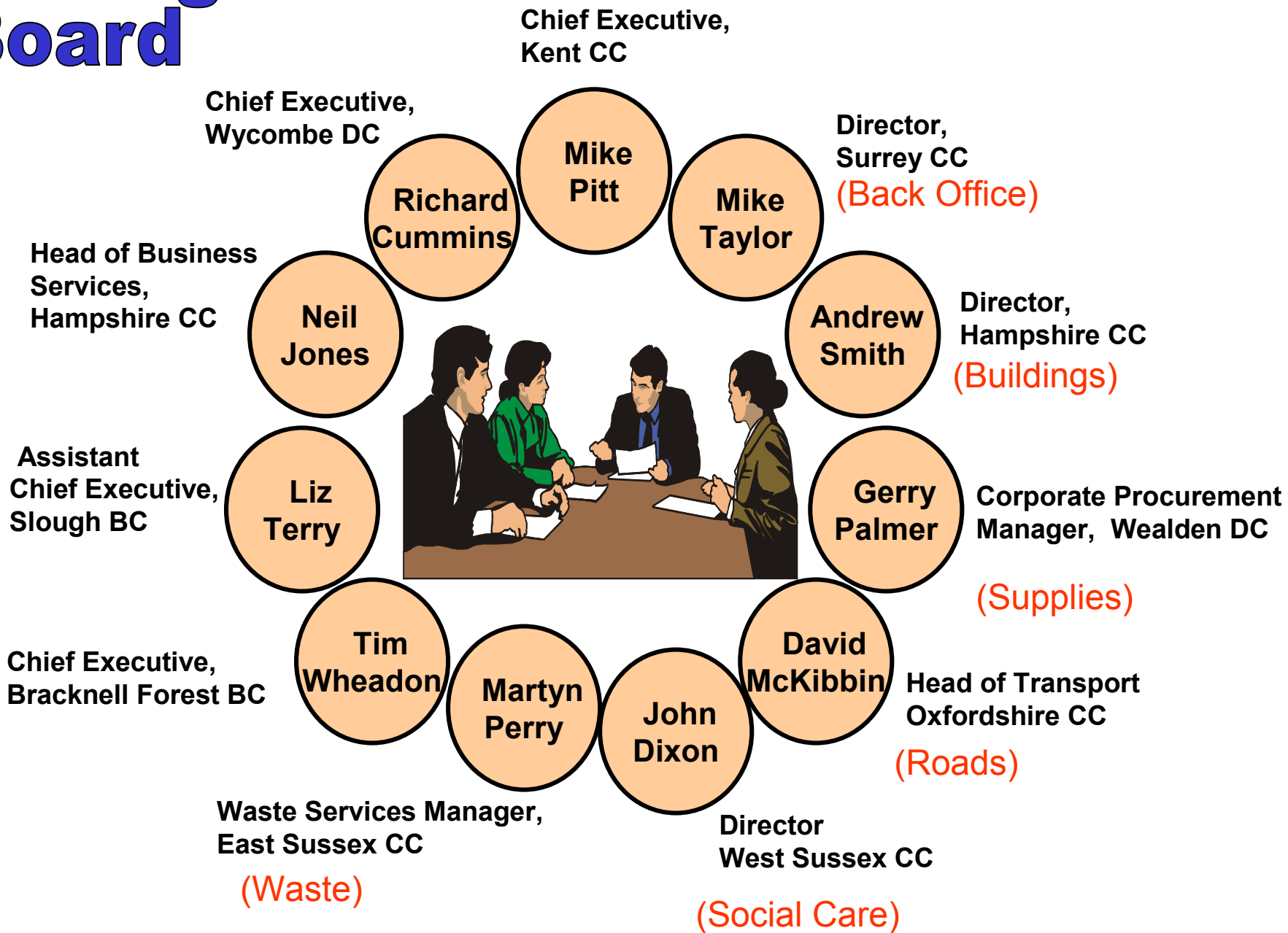
7 Counties



National and Local Structures



Management Board



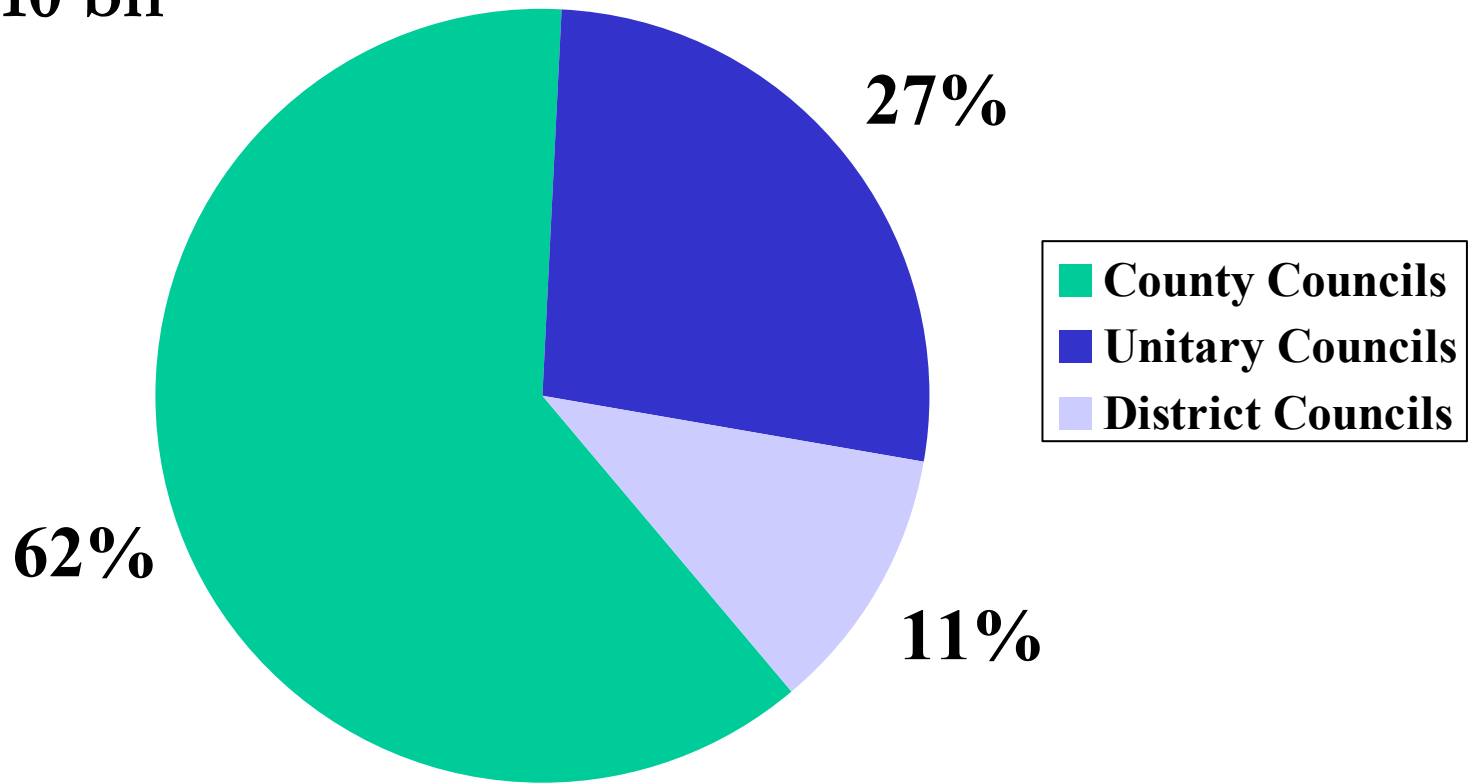
Role of CoE

- Delivery of NPSLG
- Rationalising transactional services (benefits & council tax, invoice payments)
- Sharing of back office support functions
- Aggregating contracts and joint procurement
- e-Procurement and e-Auctions
- Regional engagement with suppliers

Target: 2.5% annual savings = c. £2bn per year across
Local Government

Spending in the SE Region

Total £10 bn



- Social Care £1.60 bn (Counties/Unitaries)
- Buildings £0.62 bn (All)
- Equip/Supplies £0.57 bn (All)
- Other £0.57bn (All)
- Roads £0.41 bn (All)
- Waste £0.33 bn (All)

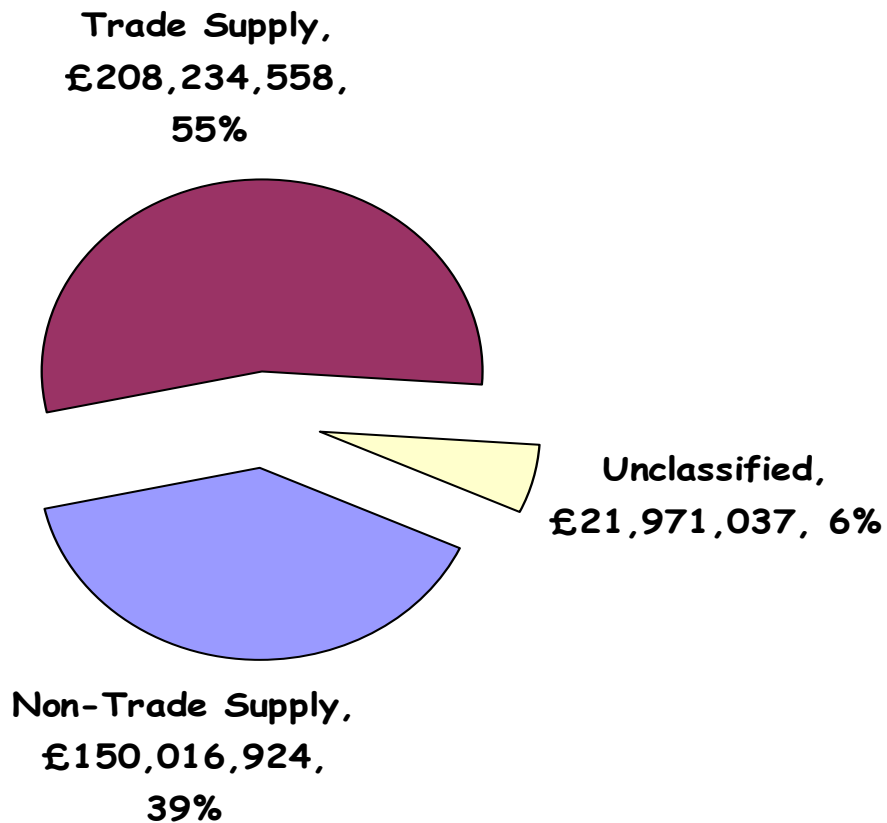
What is happening locally?

- Position paper
- HIOWA
 - Chief Executives
 - Supplies Group
- Hampshire County Council

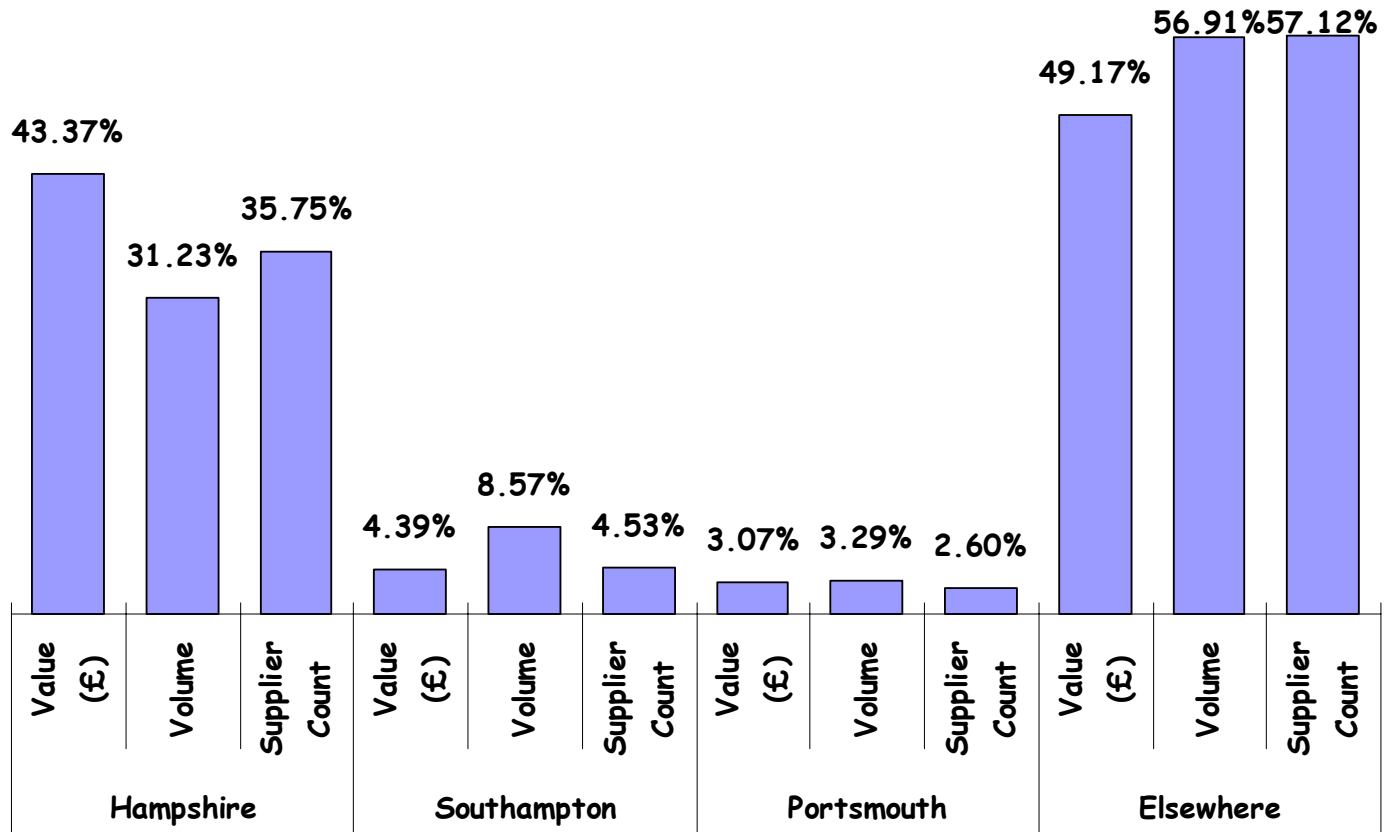
Within the County Council (I)

- Strategy & action plan
 - corporate view
 - capacity
 - data analysis

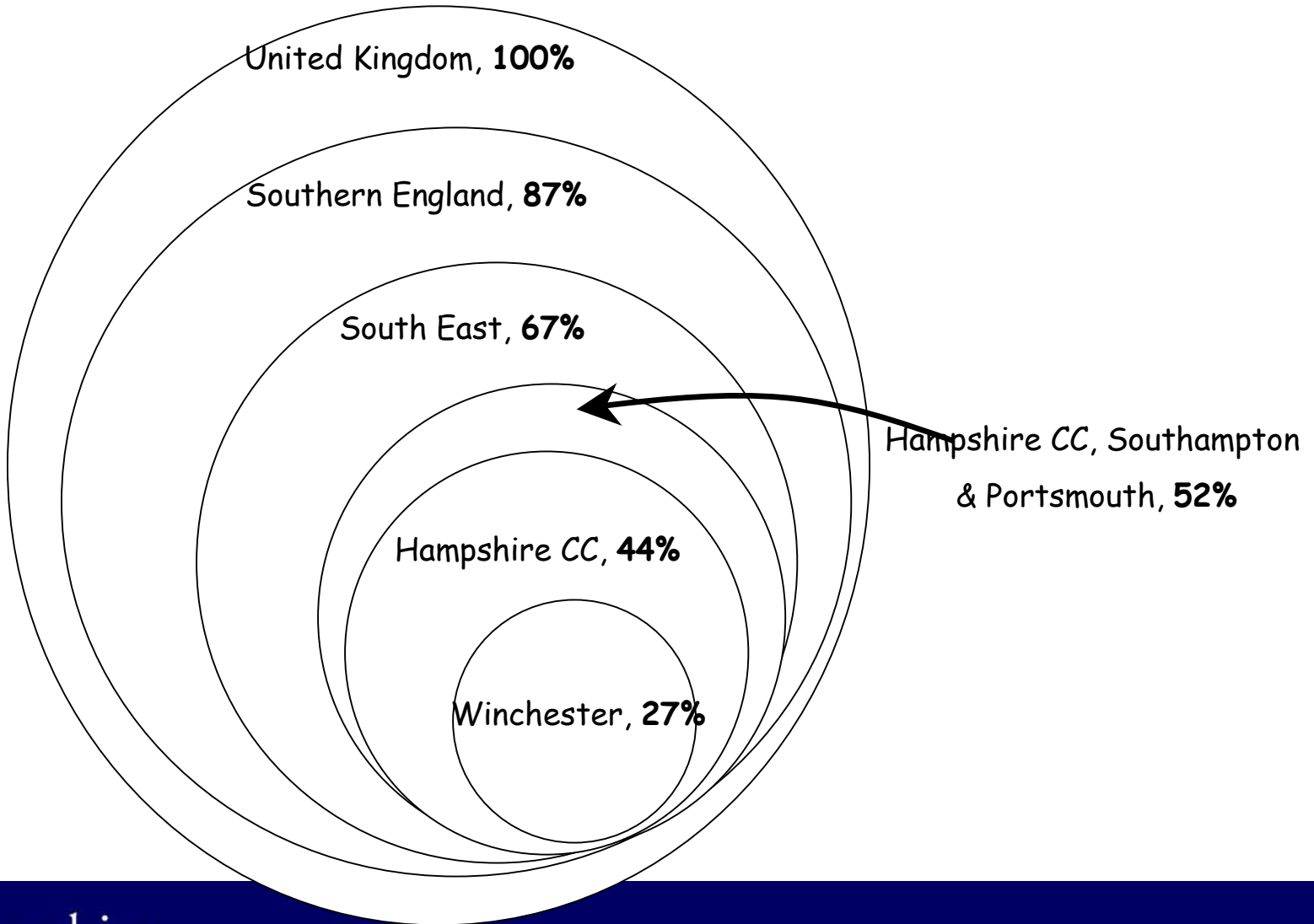
Supplier Category



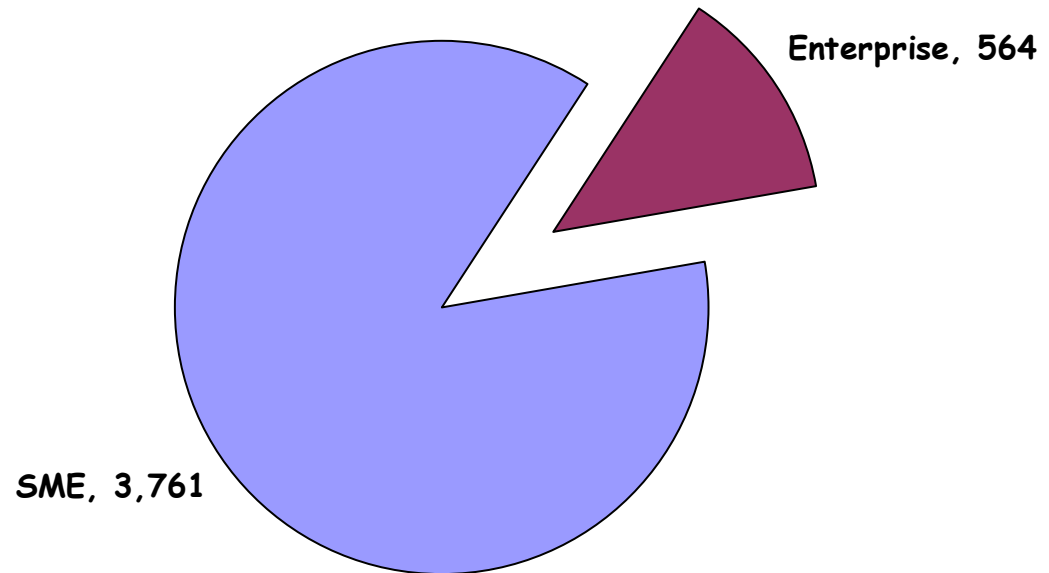
Supplier Location



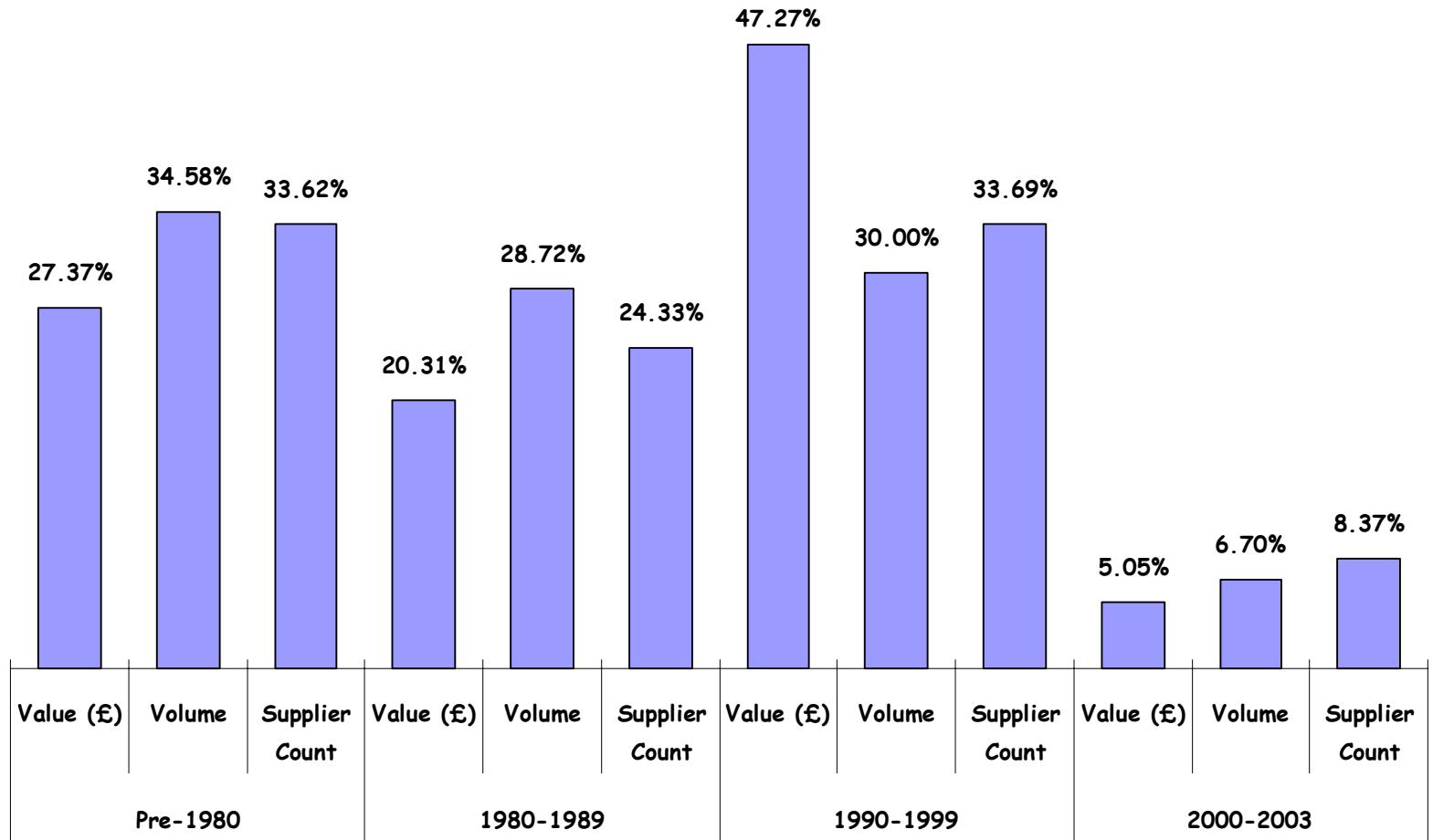
Supplier Location



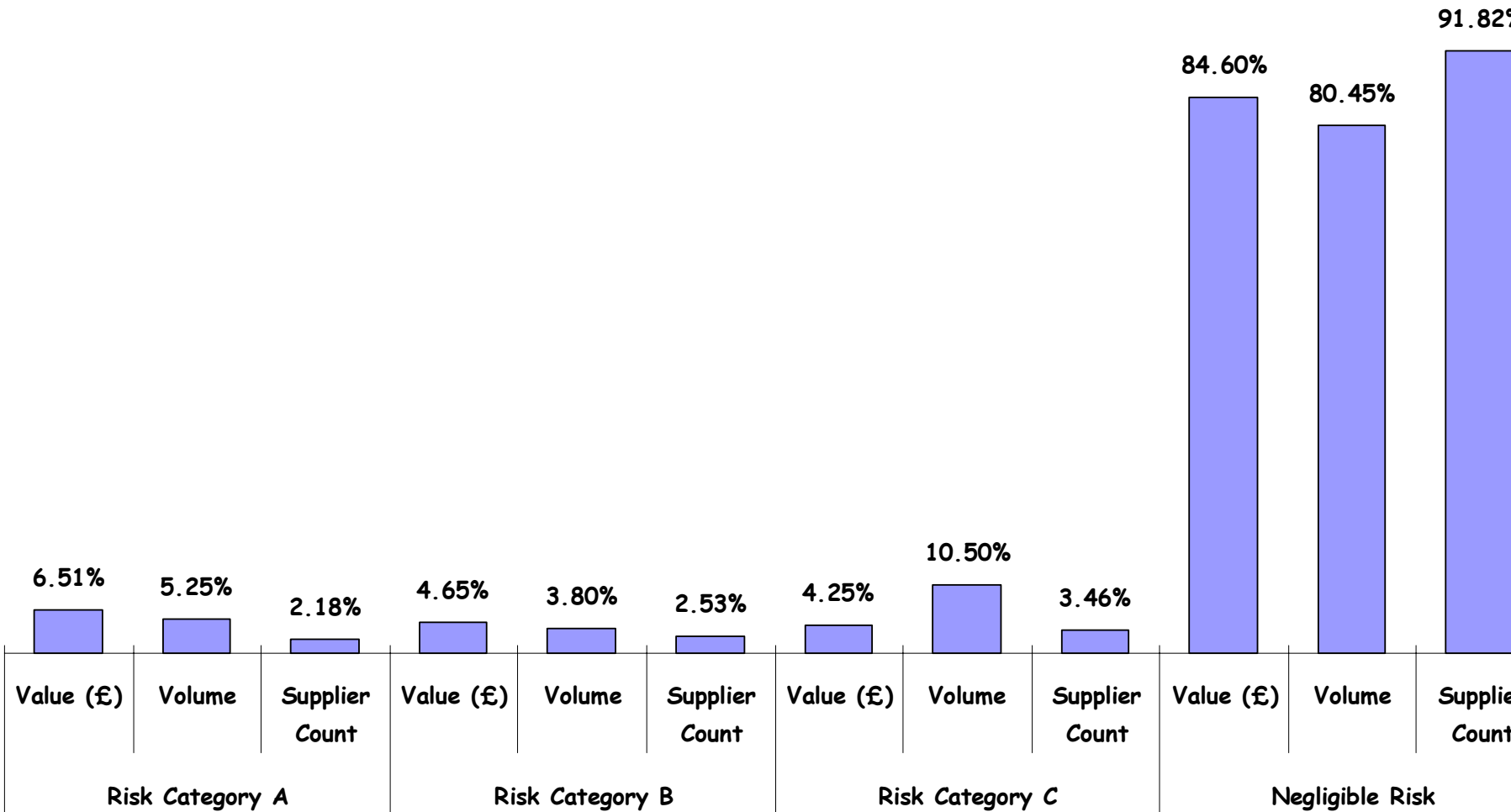
SME Suppliers



Supplier Age



Supplier's At Risk if Lose our Business



Key Stats on Suppliers

- Core Trade supplier number: 5,455 (above £1k pa.)
- Top 20% of suppliers = 88.6% of spend
- Local suppliers = 43.4% of spend
- SMEs = 41.8% of spend
- New business share of spend = 5%

Within the County Council (2)

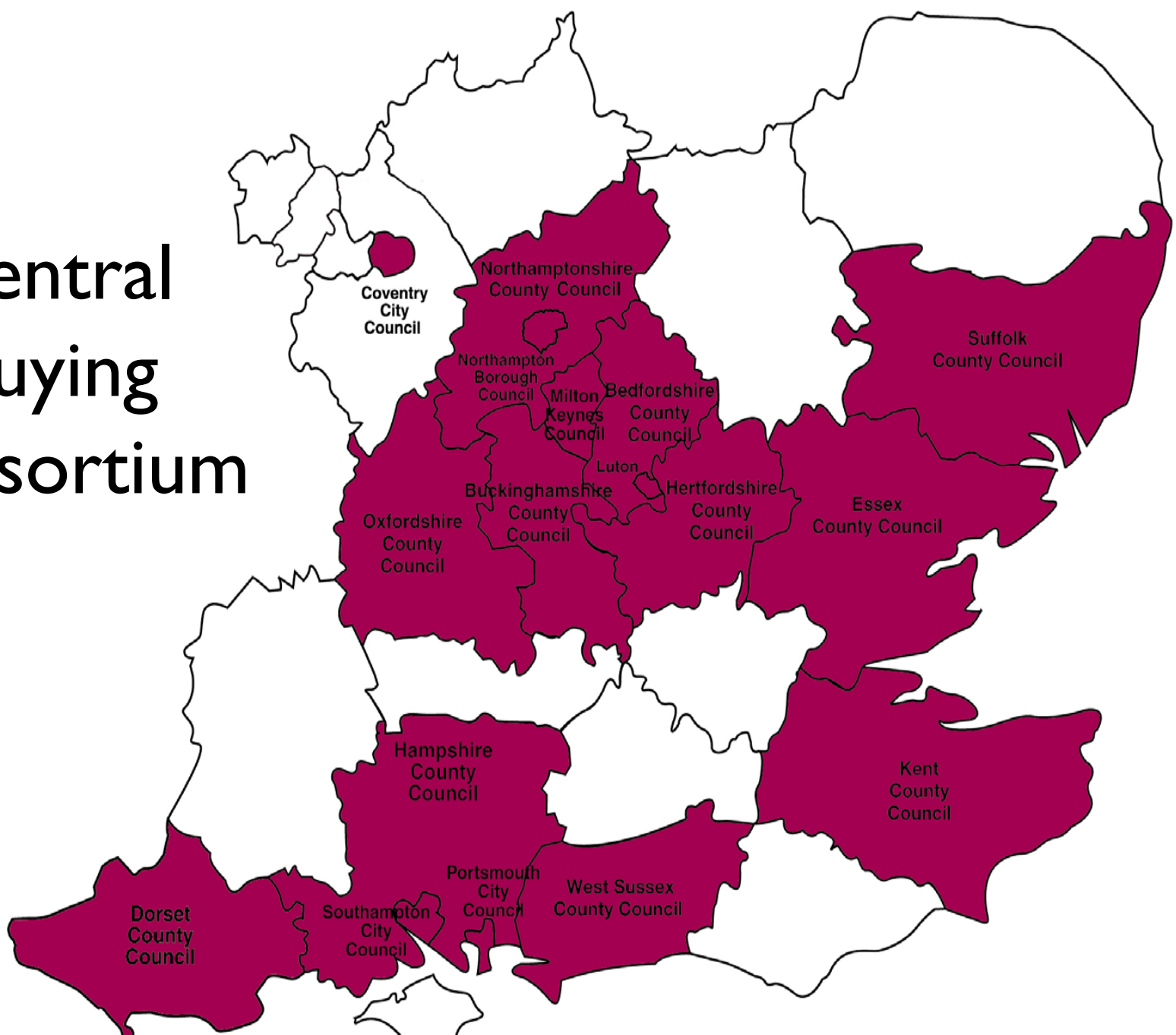
E-Procurement

- Corporate E-Procurement Strategy
- Internal Electronic Catalogue
- Business Connector (XML) & Online Store
- E-Tendering
- Shared content & technology?
- Purchasing Cards?
- E-Auctions?

Within the County Council (3)

- Collaboration & Partnering
 - Health & voluntary sectors
 - Construction projects
 - Central Buying Consortium
 - Portsmouth & Southampton and the not-for-profit sector

Central Buying Consortium



Challenges for HIOWA

- Respond to NPSLG, creation of CoPE, E-Govt & CPA
- Deliver greater collaboration & research opportunities – who, how, when?
- Create a joint procurement resource
- Joint data analysis
- E-Procurement
- Joint staff development events
- Joint publication of forthcoming tenders