

Winning Business Newcastle

*Making the North East
the best place to do business...*

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Christine Herriot, Head of Efficiency and Procurement

20 April 2010

Newcastle 
City Council

Welcome

- **Support for Local Business**
- **Procurement in Context**
- **Procurement Opportunities**
 - *Christine Herriot*
- **Procurement Reform – *Diane Nielsen***

Size of the Opportunity

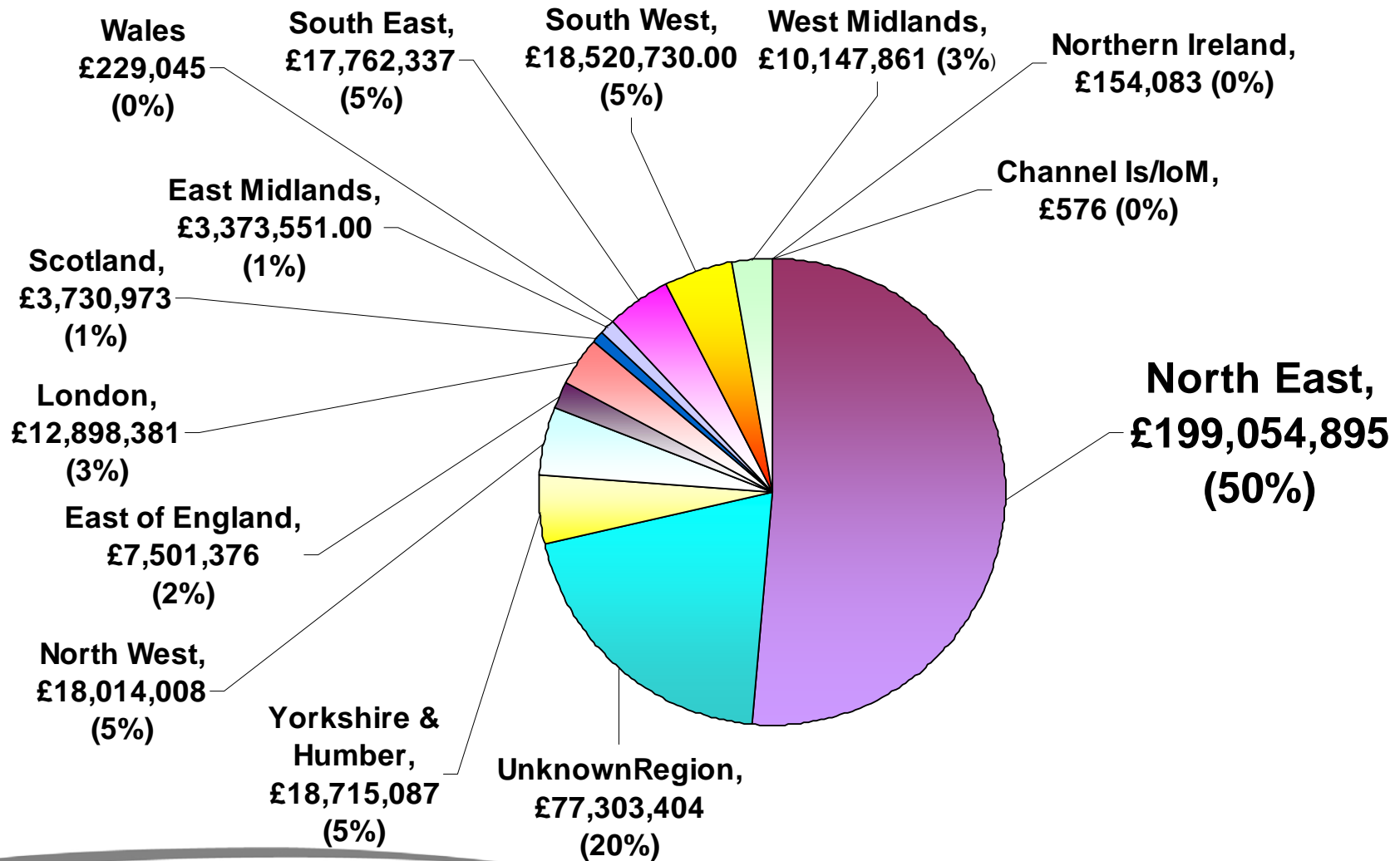
- **£103bn spent nationally by local authorities, schools and the health service**
- **£3.5bn spent in North East by public sector on goods and services**
- **£1.5bn is spent directly with North East suppliers**

Size of the Opportunity
Collective Annual 'Influential'
Spend in the North East
£1.5 billion

(NE Council's and Fire & Rescue Service)

(Source ANEC – Feb 2009)

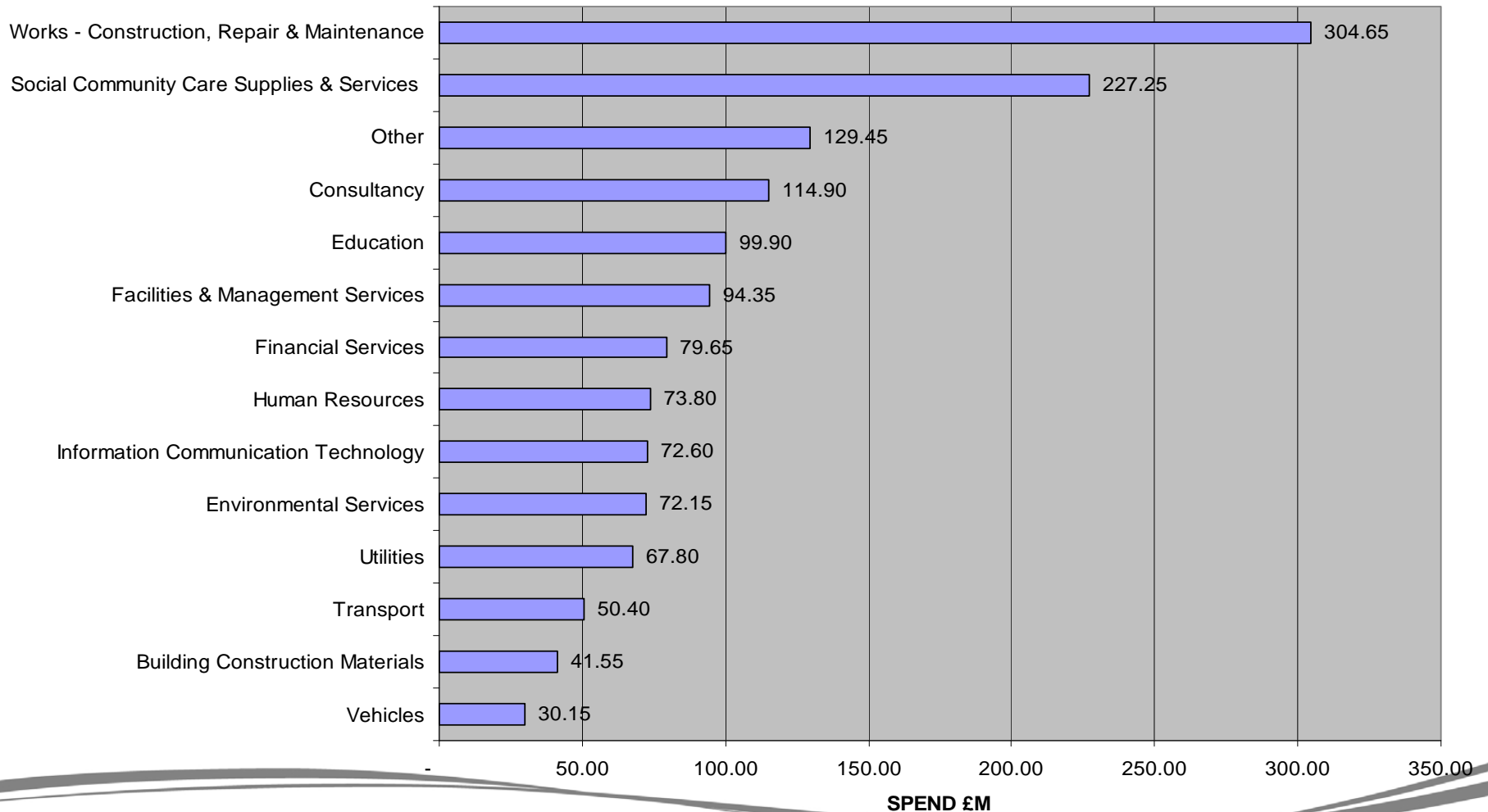
Where we spend by Region



Of the North East spend
55% is in Newcastle (£109.2m)

Profile of Category Spend

North East Regional Spend



Collaborative Procurement Programme

- **Working with key partners to:**
 - *Improve the way local authorities procure goods and services to deliver efficiencies*
 - *Engage the business sector and voluntary community sector to deliver procurement reform*
 - *Strengthen the position of regional firms*
 - *Make best use of procurement information*
 - *Explore opportunities through strategic planning and collaborative procurement activity*
 - *Improve electronic procurement systems to make it easier to do business*

You Said You Wanted . . .

- A fair and transparent process bidding for work
- Better communication on procurement opportunities
- Simplification of procurement documentation
- Better feedback for those that bid who are unsuccessful
- Better support so that local suppliers can improve
- Aggregation of contracts only where the economic benefit can be shown
- Careful consideration of any unintended consequences procurement activity may cause
- Better analysis of local authority spending by business size

We have responded through –

- **procurement reforms both in Newcastle and across the region;**
- **Supplier Engagement Mission Statement ...**

Broader, Simpler, Smarter

- **Modernising our Regional Purchasing Organisation.**

So what might we look like in 2 years time?

- ***Standardised Procurement Policy across N.East local authorities***
- ***Simplified Procurement Processes and Clear Documentation***
- ***Visibility of all Procurement Opportunities through NEPO website***
- ***Consistent approach to Advertising, Quotations and Tenders***
- ***Ongoing Programme of Supplier Workshops***
- ***Improved Supplier Competencies and better Tender submissions***
- ***Less effort for Suppliers to complete Procurement Documentation***
- ***Good Quality Feedback***
- ***Proactive engagement with Business and Voluntary Community Sector***
- ***Regional Economic Growth***

NE IEP - Where can you find out more?

Visit: www.northeastiep.gov.uk

Call: 0191 261 3923

Email: riep@northeastcouncils.gov.uk

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