

# Procurement Reform

## *Collaborative Procurement & Commissioning Programme*

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# What are RIEPs?



- Politically led partnerships of local authorities working together at a regional or sub-regional level on shared improvement and efficiency priorities.
- Formed in April 2008, they use local connections and local knowledge to help councils, fire and rescue services and their partners to improve services and become more efficient.
- There is a RIEP in each English region.

# 13 priority workstreams



- *Collaborative Procurement*
- Adult Social Care
- Children's Services
- Construction & Asset Management
- Waste & Environment
- Institute for Local Governance
- Partnerships
- Community Empowerment & Engagement
- Regional Leadership
- Organisation Development & Workforce Planning
- 21st Century Services
- Recruitment & Retention
- Worklessness

# *Procurement Reform...*



## **ISN'T...**

- ✘ A one size fits all approach every time...
- ✘ Meant to ignore local requirements, agendas or priorities...
- ✘ Always aggregating spend across all 12 North East local authorities...
- ✘ Choosing the cheapest price option every time...
- ✘ Ignoring other priorities, e.g. quality of service / goods, sustainability...
- ✘ Just buying from national contracts / frameworks...
  - ✘ thus reducing the ability for local SMEs to access / deliver local authority contracts.

# *Procurement Reform*

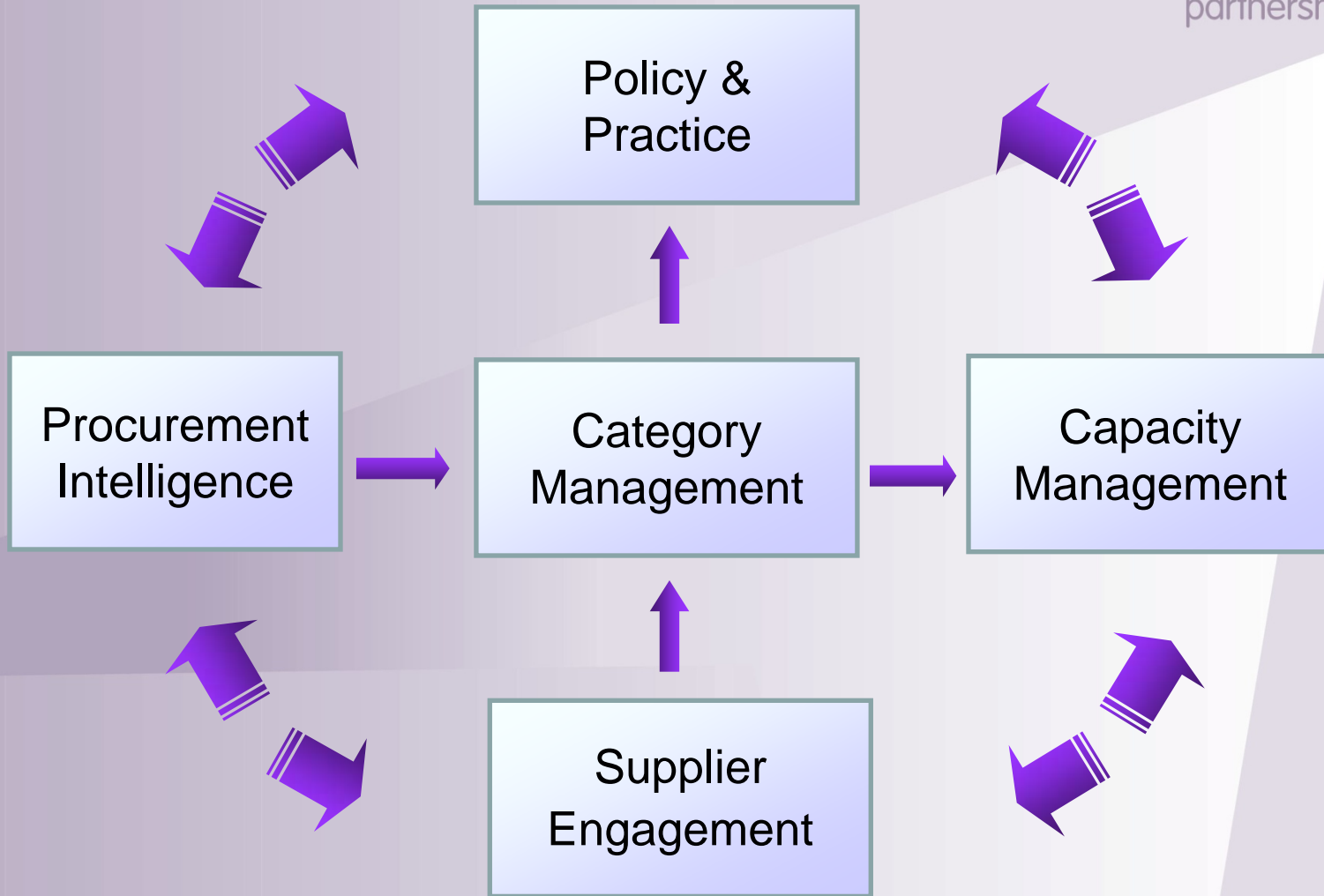


## **BUT it is...**

- ✓ two or more councils considering jointly going to market
- ✓ Sharing resources and technology
- ✓ Removing duplication of effort
- ✓ Researching and understanding markets
- ✓ Developing effective / better dialogue with suppliers
- ✓ Having the tools, capability and understanding in place to find appropriate solutions to "buying"
- ✓ Offering a variety of solutions
- ✓ ***DATA - DATA - DATA***

# Five Priority Areas

north east  
**improvement**  
and **efficiency**  
partnership



# Category Planning / Management



- **WHAT**  
*[is needed]*

- **WHY**  
*[need it]*

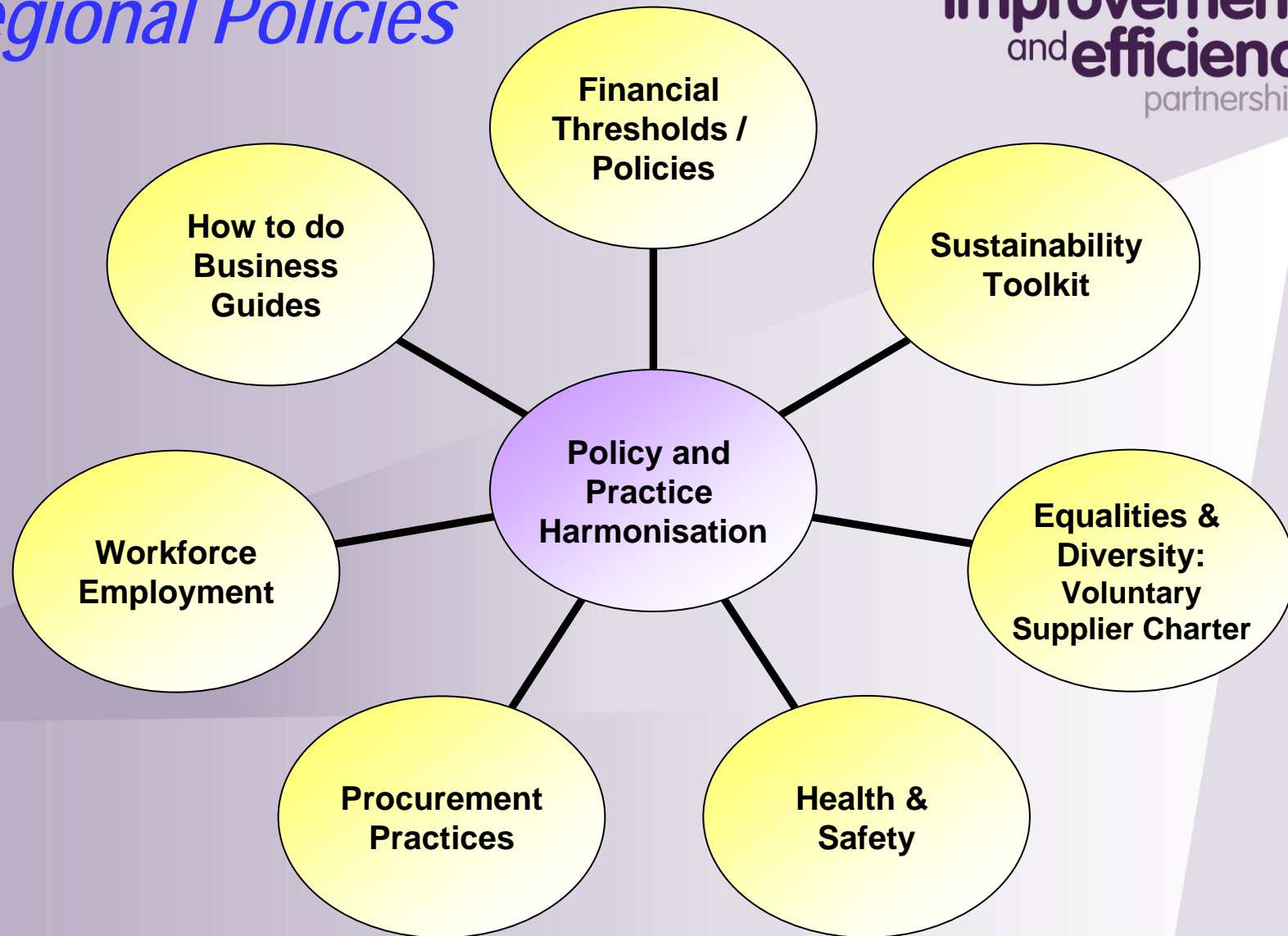
- **HOW**  
*[it's purchased]*

## *It will...*

- *Predict future demand*
- *'Buying' driven by market changes & conditions*
- *Enable supplier selection driven by working closer with the market*
- *Manage markets & supplier relationships*
- *Understand the full regional picture, including individual requirements*

# *Alignment of Regional Policies*

north east  
**improvement  
and efficiency**  
partnership



*Improved  
Engagement  
with the  
Supplier  
Community*



**Supplier  
Engagement  
Activity**

**Supplier  
Engagement**

**Harmonised  
Documents**

**NEPO  
Website**

# ***Supplier Engagement Activities***



- **Package of Supplier training:**
  - ***Understanding the procurement process & tools available – e.g. through e-tendering***
  - ***Understanding consortia / supply chains***
  - ***Sustainability / Equalities & Diversity***
  - ***Providing model responses***
  - ***Master classes***
- **Meet the buyer / commissioner events**

# *Supplier Engagement Activities*



- **Regular Supplier focused Newsletter**
- **Standardised feedback to suppliers**
- **Standard mechanisms for advertising of opportunities**
- **Improved communication with suppliers**
- **How to do business guides updated / standardised**

# *Harmonisation of Documents*

- **Revised and updated set of “harmonised documents” – May 2010, to include:**
  - *Pre-Qualification Questionnaire (PQQ)*
  - *Invitation to Tender (ITT)*
  - *Terms & Conditions*
- **Sustainable review process**
- **“light touch” version**
- **Supplier user group**

# *NEPO Portal*



- **Online pre-qualification for suppliers (*input once, use many times*)**
- **Sustainability toolkit**
- **Easier registration**
- **Equalities & Diversity voluntary Supplier Charter**
- **Refresh / re-design website**
- **Ongoing supplier user group**

# In summary...



- *Rich procurement intelligence across the region*
- *Detailed picture of spend, buying, commissioning habits and markets*
- *Improved tender submissions - time and money savings for both Local Authorities and suppliers*
- *Removed barriers: supporting supplier engagement to achieve outcomes for a mixed economy & economic regeneration*
- *Appropriate leadership, ownership, capability & capacity, in place to deliver*

***For further information on  
Collaborative Procurement & Commissioning  
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***NE IEP - Where can you find out more?***

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