

# 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

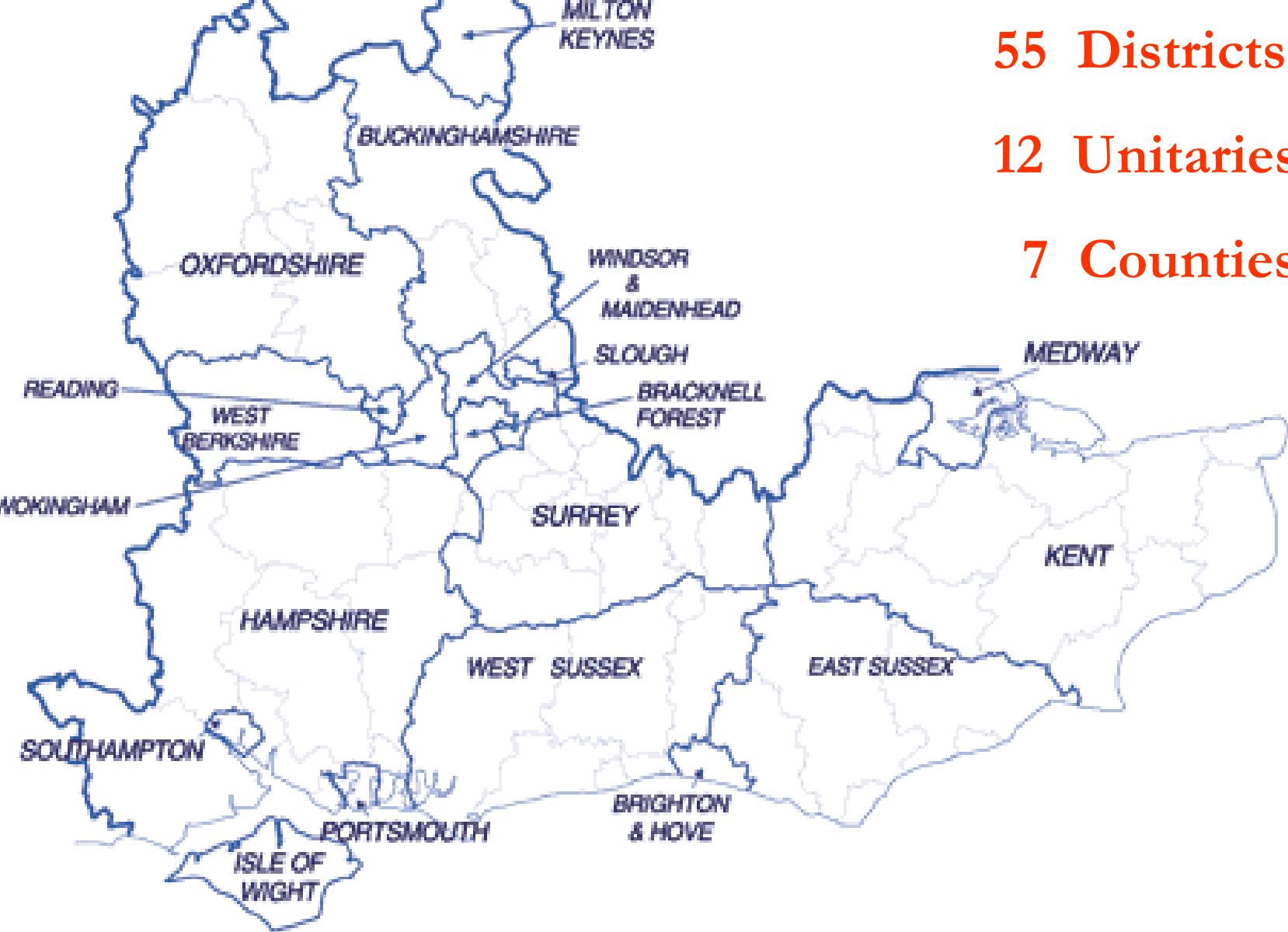


- Location
- Structure & funding
- Role

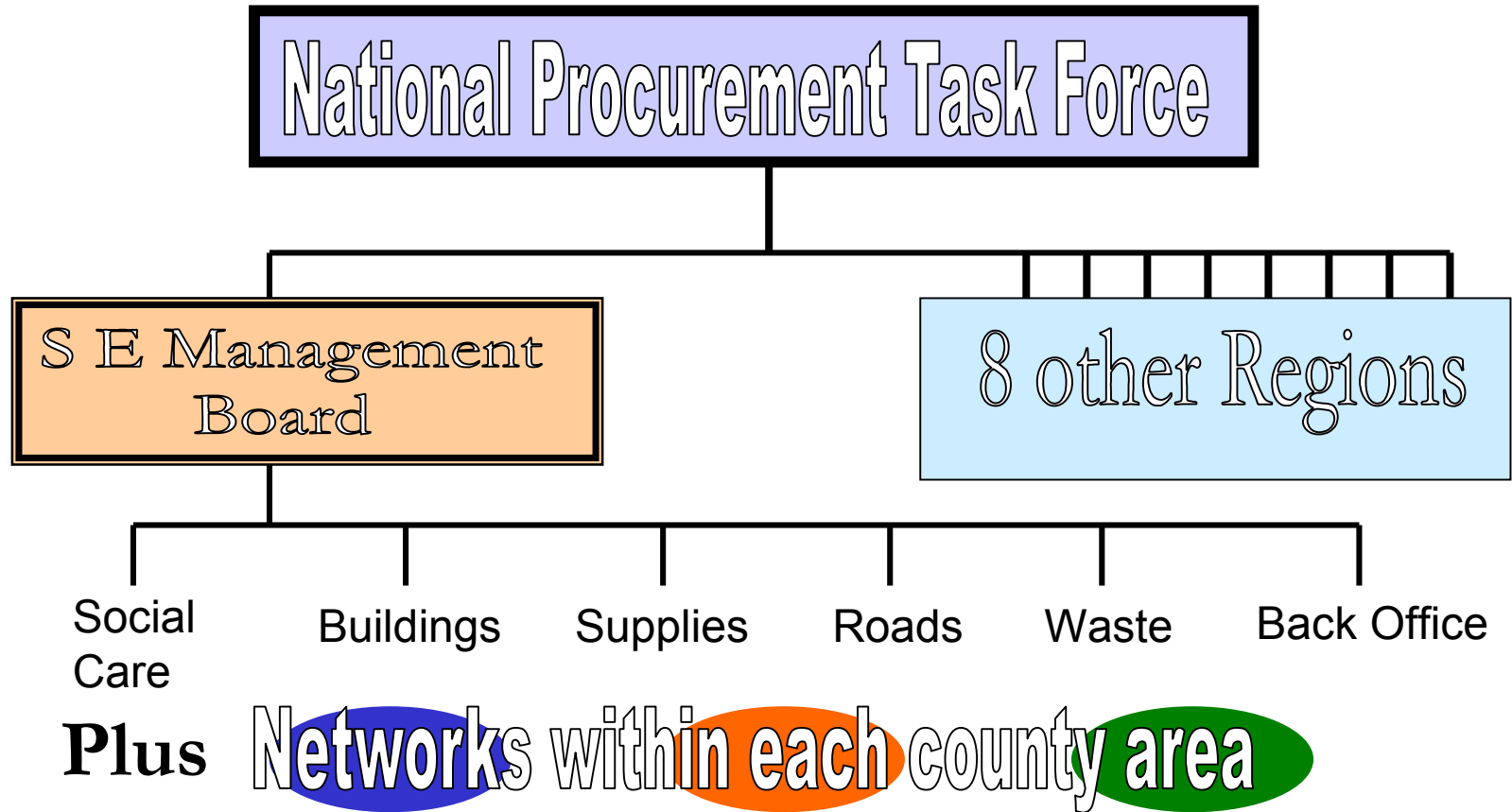
**55 Districts**

**12 Unitaries**

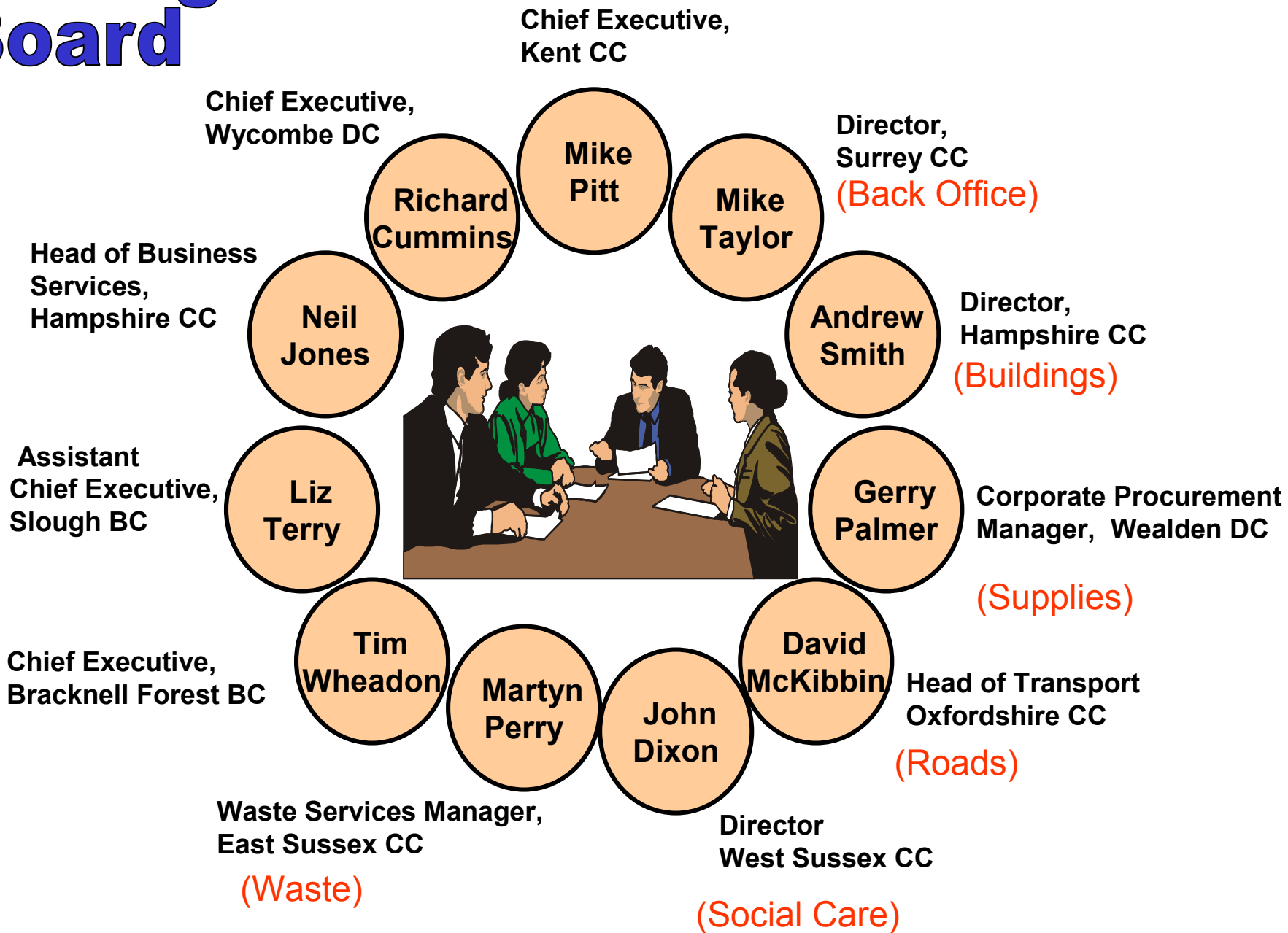
**7 Counties**



# National and Local Structures



# Management Board



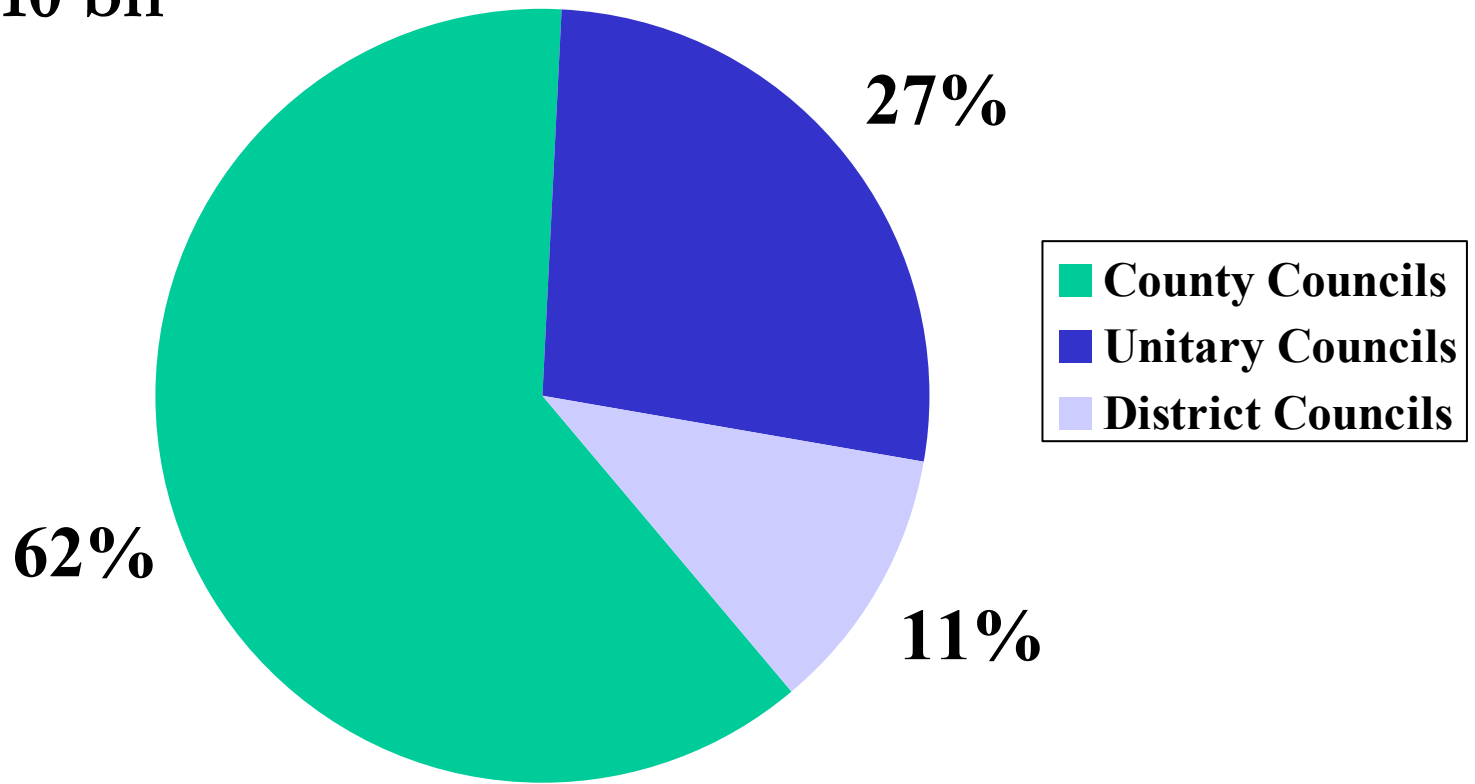
# Role of CoE

- 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)

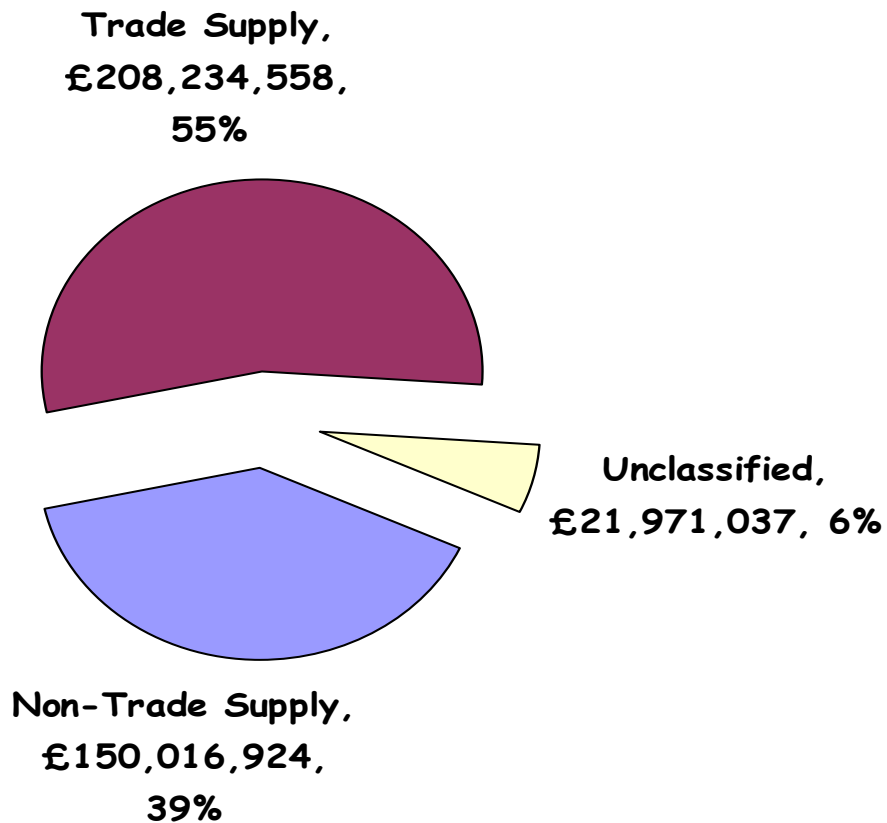
# What is happening locally?

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

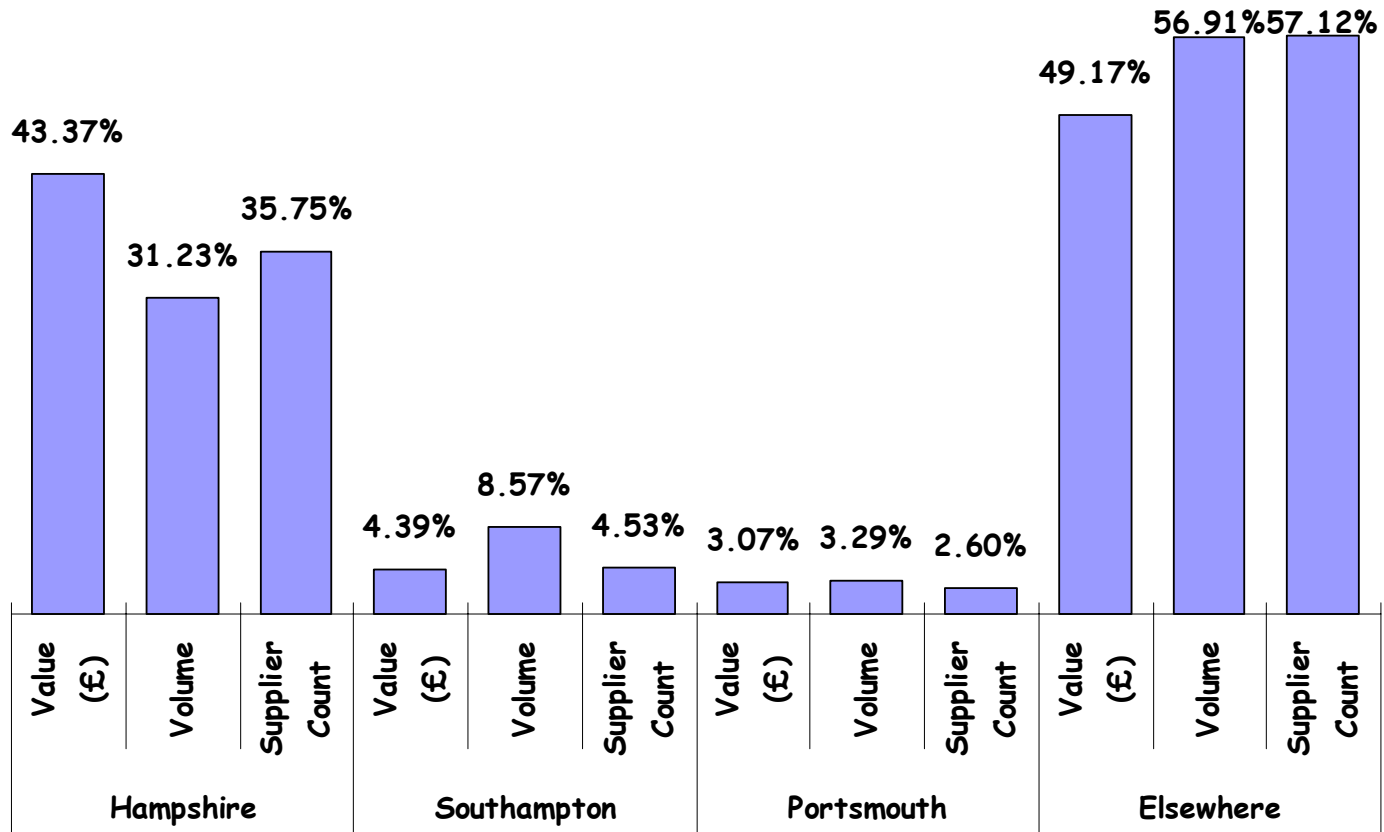
# Within the County Council (I)

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

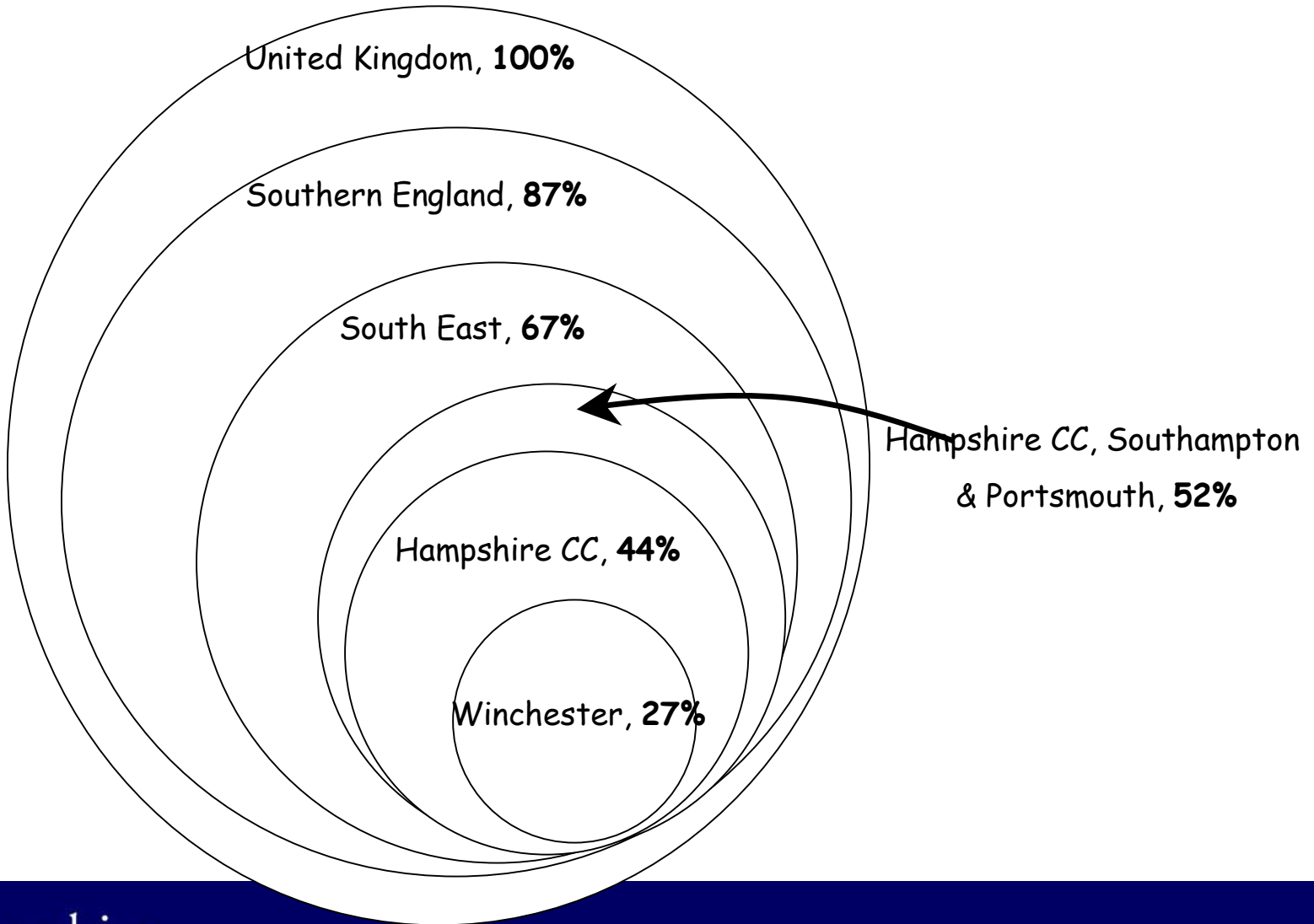
# Supplier Category



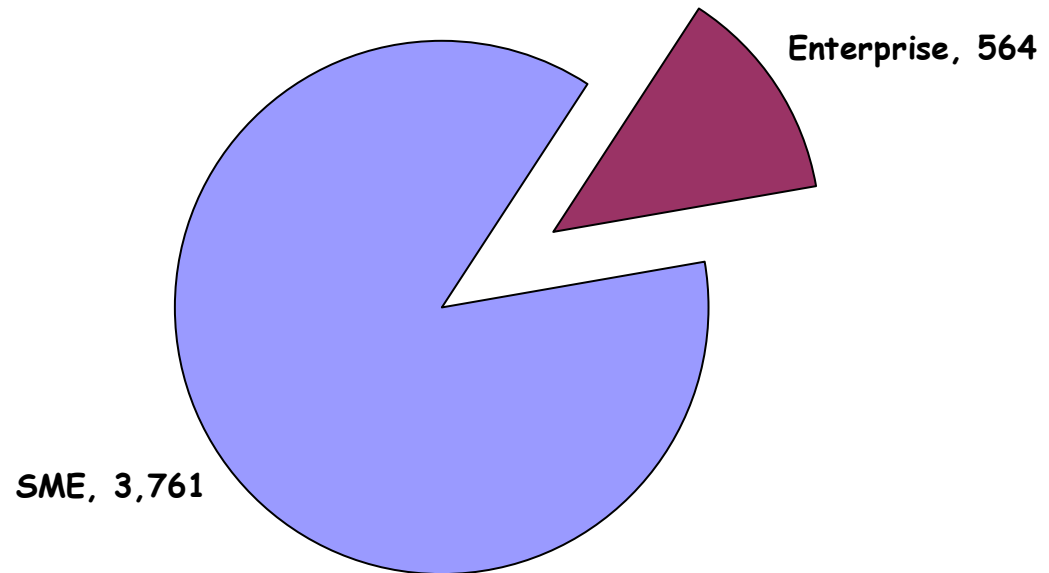
# Supplier Location



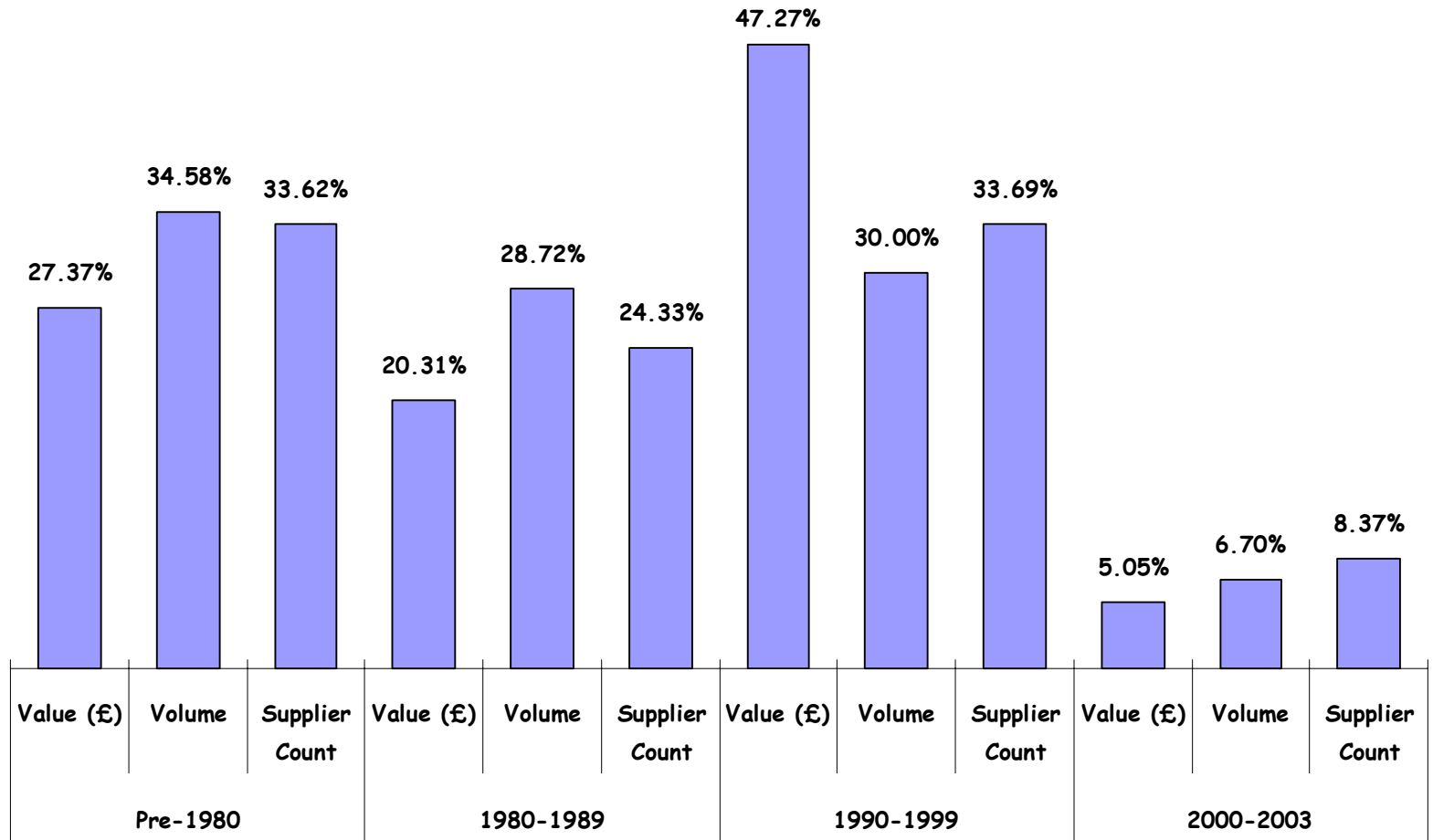
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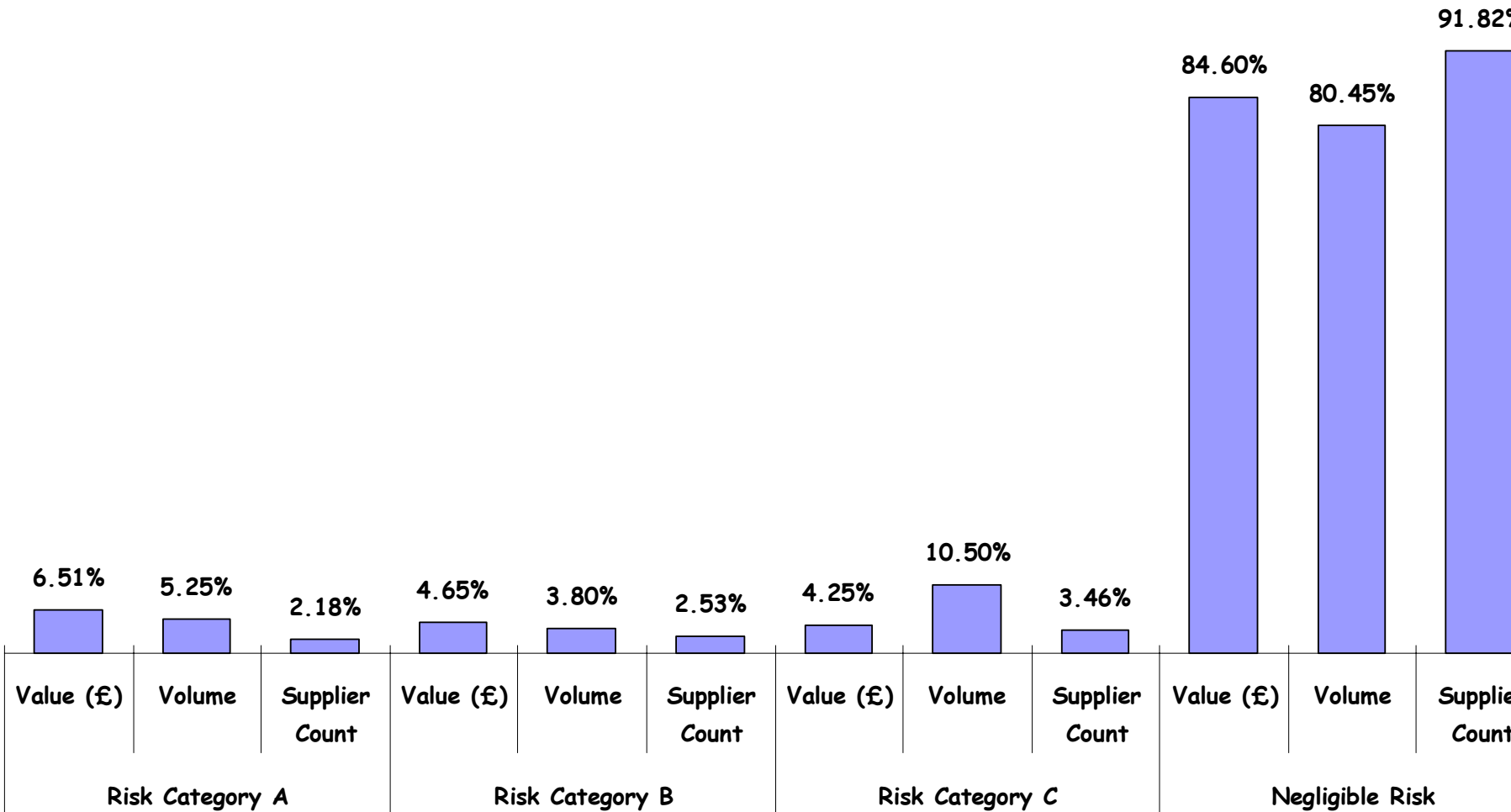
# SME Suppliers



# 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)

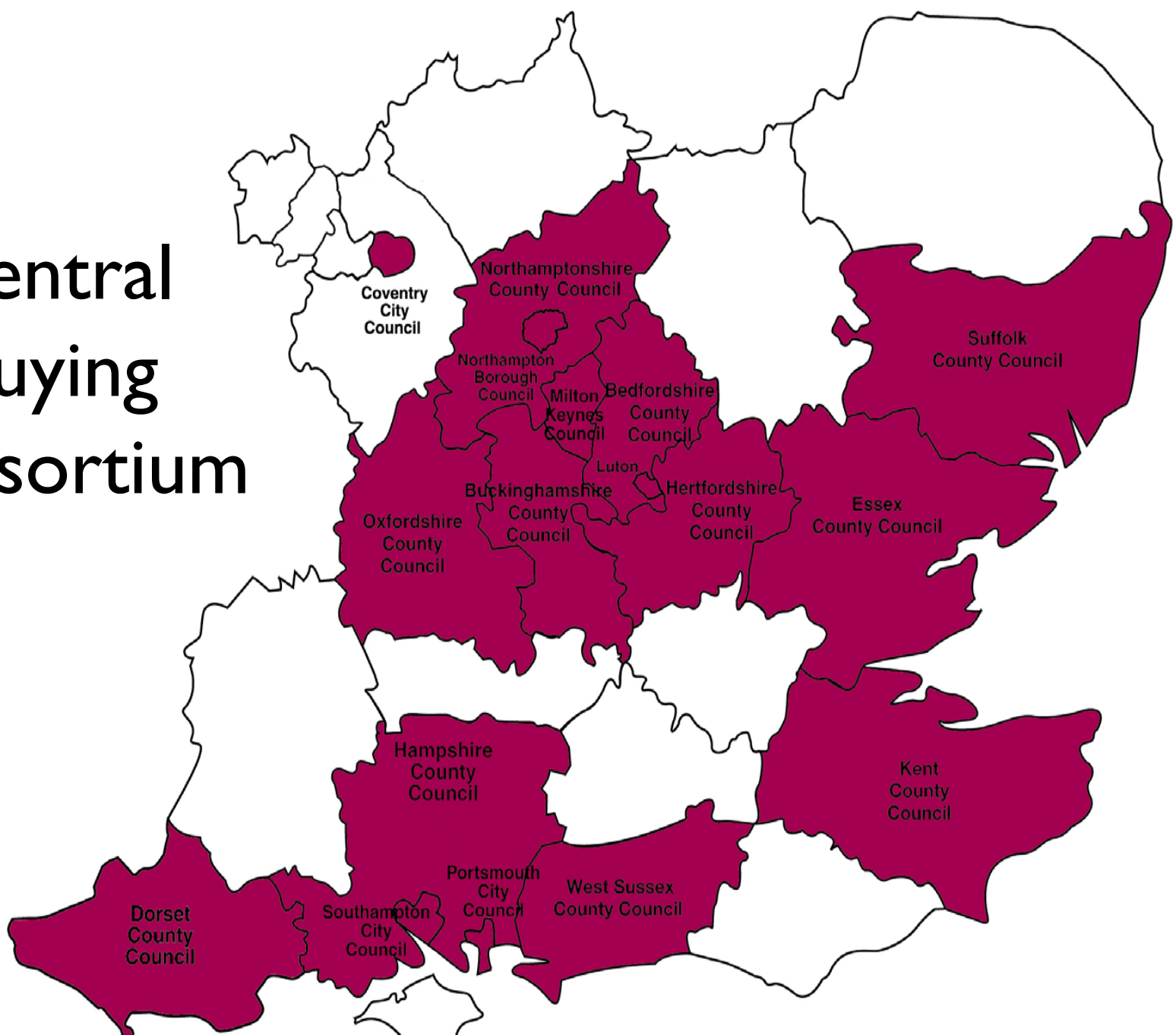
## E-Procurement

- 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