

INDUSTRY FORUM

PRINT AND RELATED SERVICES

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Central Procurement Directorate

25 June 2009

Northern Ireland Central Government Structure

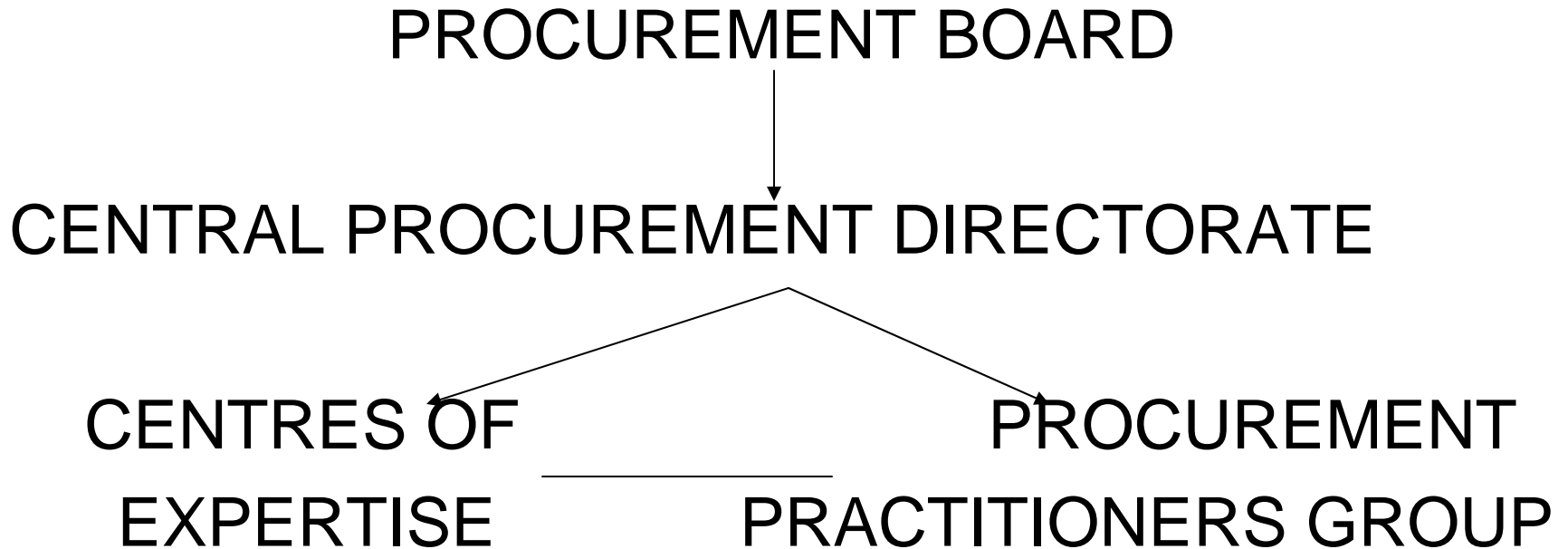
- Total Central Government Budget > £9 Billion
- Expenditure on Goods, Services & Construction > £2 Billion

Review of Public Procurement

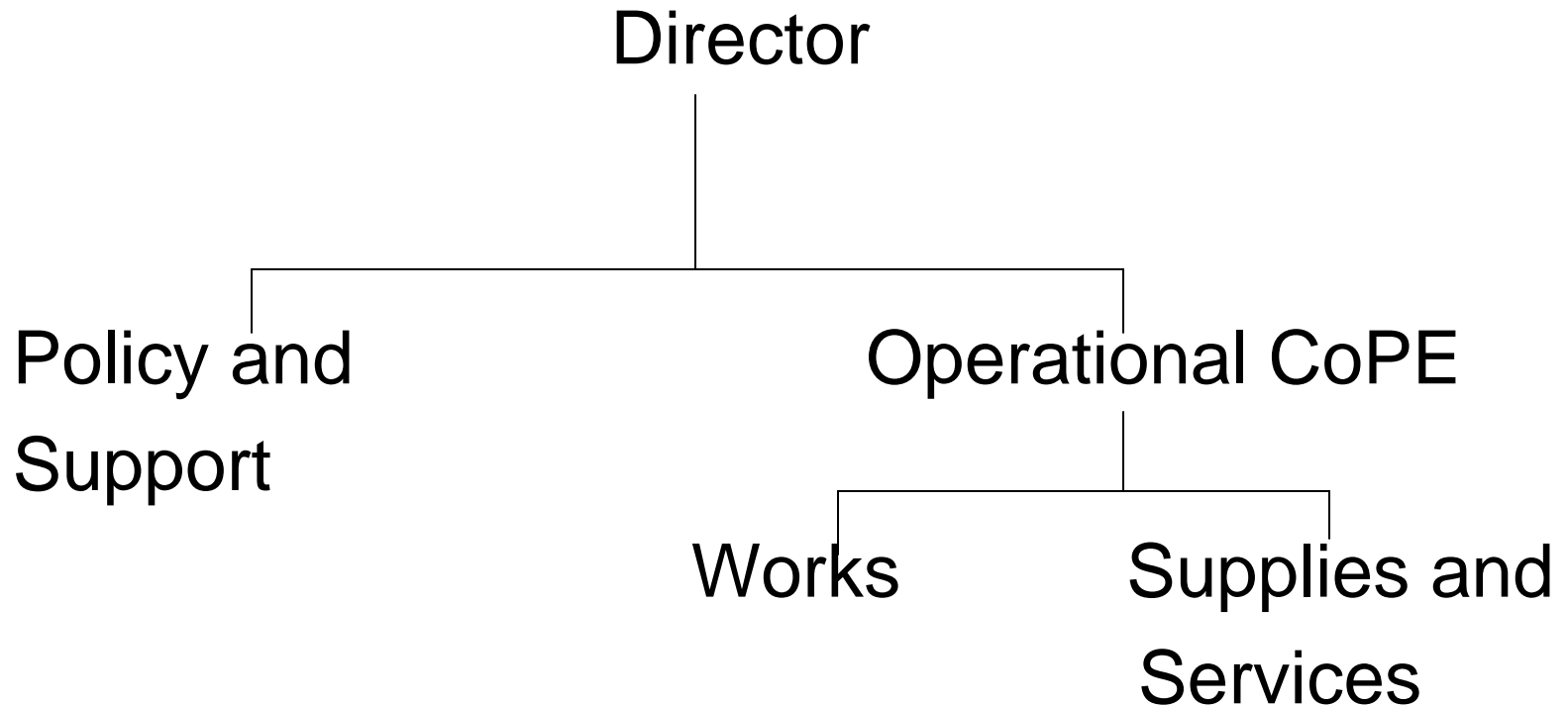
- No central policy
- Little central co-ordination or monitoring
- Ad hoc collaboration
- Procurement undertaken by wide range of staff

(73 recommendations implemented in 2005)

Organisation and Structure



Central Procurement Directorate (CPD) Structure



eSourcing NI - Windows Internet Explorer
https://e-sourcingni.bravosolution.co.uk/web/login.shtml

eSourcing NI

Welcome to eSourcing NI, the eSourcing site which allows companies to take part in tenders lead by the network of Centres of Procurement Expertise (CoPEs), through which all Public Sector procurement is channelled.

To respond to a tender, you will first need to register on this site using the Register button (below). You will be sent a password via email, giving you secure access to the site. You can then login with your username and password.

Register / Log in

username

password

» Enter

[Forgotten your password?](#)

Register

Contact

eSourcing helpdesk

Phone: 0800 011 2470
Fax: 020 7060 0480
help@bravosolution.co.uk

[Call me back](#)

View Current Opportunities

Pan-Government Opportunities

Past Opportunities

Useful Links

OGC

OGCbuying.solutions

TED
(Tenders Electronic Daily)

SIMAP

Constructionline

Department of Finance and Personnel
www.dfoni.gov.uk

Learning Partners
SOUTH EASTERN EDUCATION AND LIBRARY BOARD

NEEB
Nurturing Excellence in Learning

Belfast Education & Library Board

Managed Services
ogc buying.solutions

OGCbuying.solutions is an Executive Agency of the Office of Government Commerce in the Treasury

BravoSolution
Supply Management Excellence

OGCbuying.solutions Managed Service provided by BravoSolution - © BravoSolution - System Requirements - Terms and Conditions

WARNING: Do not proceed if you are not an Authorised User. This application is protected by appropriate security measures. Access to and use is restricted to Authorised Users only. Any attempt to use this system in a manner not authorised or any attempt to alter, destroy or damage any information contained within it may constitute a breach of the provisions of the Computer Misuse Act 1990 and/or other legislation and shall leave the user liable to both criminal and civil proceedings. It

CPD Management Information (May 2008 to March 2009)

- 564 Competitions initiated
- 3800 Suppliers registered
- 11968 ITTs downloaded/issued
- 2298 Responses
- Over 100 calls per month to helpdesk

NICS Print & Related Services Framework

- Over 50 responses received – Aug 08
- Criteria was published with Invitation to Tender
- Case law clarified selection and award criteria
- Quality Assurance process highlighted issue
- Competition abandoned

Central Procurement Directorate

Next Steps

- NICS Print Review
- Solution for on-going Procurement

NICS STRATEGIC REVIEW OF PRINT

Colm Shannon
Deputy Director
Executive Information Service

Drivers for Change

- Value for money/efficiency savings
- Need for an integrated service
- Meeting the new communications challenge
- A changing working environment
- Sustainability

Scope

- Internal - examining In-House facilities
- External - examining how print and related services are managed and procured by the NICS

The Market

- Highly competitive
- Budget – falling (£5.8m in 06/07- £4.7m in 07/08)
- Volume – declining year on year
- Growth in electronic publishing – impact on demand

Procurement

- Multiplicity in approaches
- Satisfaction with services/quality of product
- Inconsistencies in how the framework was used
- Poor specification and limited internal expertise

Procurement

- Sustainability – lack of a consistent approach
- Need for a robust management information system for print

Moving forward

- Support for SMEs
- Electronic printing and publishing
- Integration of print with corporate communications
- Departmental ownership for print procurement/print buyer
- Increasing the internal skills base
- Flexible approach to procurement

Timescale

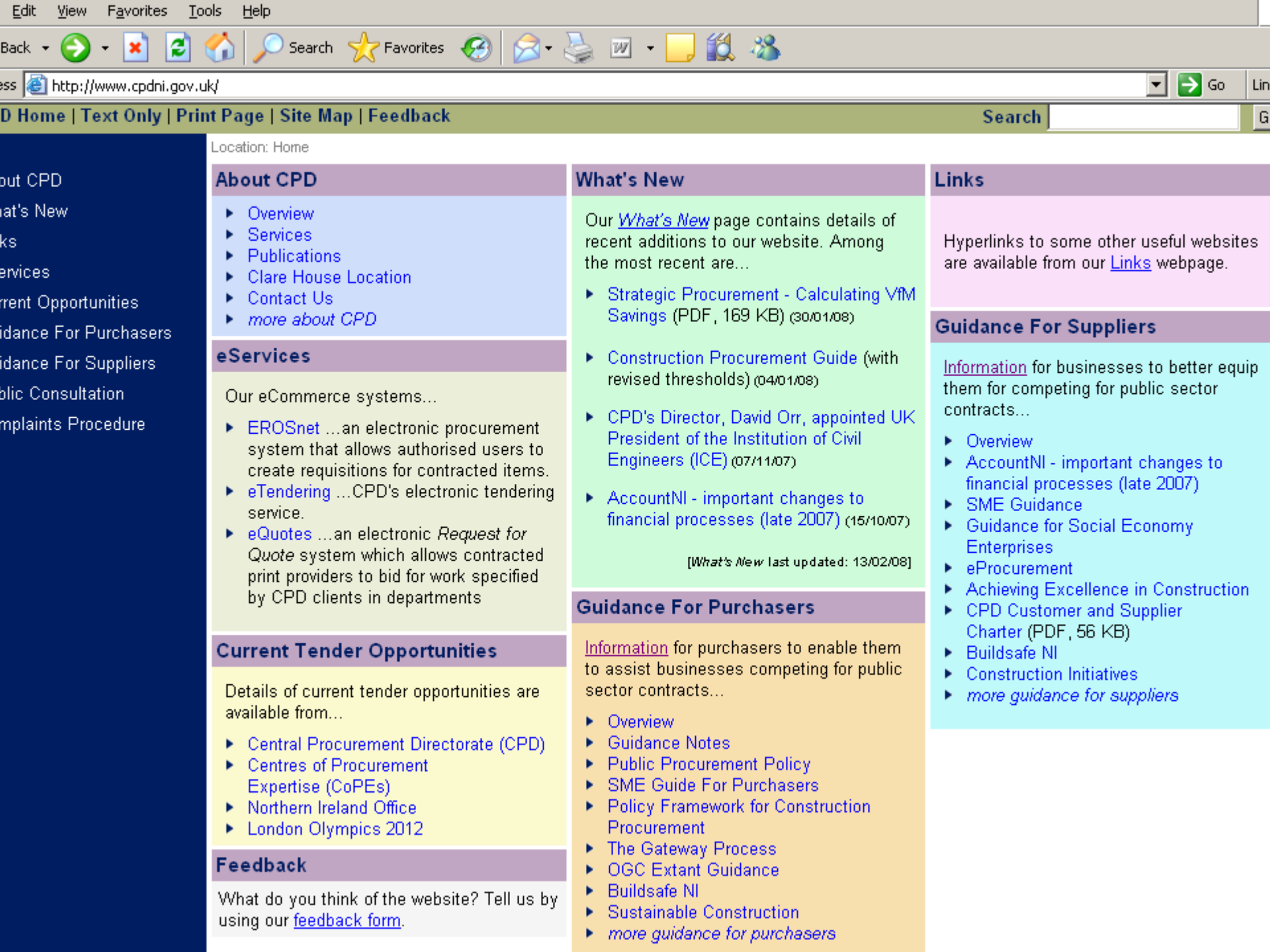
- Discussions on-going
- Final report agreed in the autumn

Procurement Solutions for Print and Related Services

Sharon Smyth,
Deputy Head of Central Framework Branch, CPD

Interim Approach

- eSourcingNI
- eQuotes
- Next Steps



Location: Home

About CPD

- ▶ [Overview](#)
- ▶ [Services](#)
- ▶ [Publications](#)
- ▶ [Clare House Location](#)
- ▶ [Contact Us](#)
- ▶ [more about CPD](#)

eServices

Our eCommerce systems...

- ▶ [EROSnet](#) ...an electronic procurement system that allows authorised users to create requisitions for contracted items.
- ▶ [eTendering](#) ...CPD's electronic tendering service.
- ▶ [eQuotes](#) ...an electronic *Request for Quote* system which allows contracted print providers to bid for work specified by CPD clients in departments

Current Tender Opportunities

Details of current tender opportunities are available from...

- ▶ [Central Procurement Directorate \(CPD\)](#)
- ▶ [Centres of Procurement Expertise \(CoPEs\)](#)
- ▶ [Northern Ireland Office](#)
- ▶ [London Olympics 2012](#)

Feedback

What do you think of the website? Tell us by using our [feedback form](#).

What's New

Our [What's New](#) page contains details of recent additions to our website. Among the most recent are...

- ▶ [Strategic Procurement - Calculating VFM Savings \(PDF, 169 KB\) \(30/01/08\)](#)
- ▶ [Construction Procurement Guide \(with revised thresholds\) \(04/01/08\)](#)
- ▶ [CPD's Director, David Orr, appointed UK President of the Institution of Civil Engineers \(ICE\) \(07/11/07\)](#)
- ▶ [AccountNI - important changes to financial processes \(late 2007\) \(15/10/07\)](#)

[What's New last updated: 13/02/08]

Guidance For Purchasers

[Information](#) for purchasers to enable them to assist businesses competing for public sector contracts...

- ▶ [Overview](#)
- ▶ [Guidance Notes](#)
- ▶ [Public Procurement Policy](#)
- ▶ [SME Guide For Purchasers](#)
- ▶ [Policy Framework for Construction Procurement](#)
- ▶ [The Gateway Process](#)
- ▶ [OGC Extant Guidance](#)
- ▶ [Buildsafe NI](#)
- ▶ [Sustainable Construction](#)
- ▶ [more guidance for purchasers](#)

Links

Hyperlinks to some other useful websites are available from our [Links](#) webpage.

Guidance For Suppliers

[Information](#) for businesses to better equip them for competing for public sector contracts...

- ▶ [Overview](#)
- ▶ [AccountNI - important changes to financial processes \(late 2007\)](#)
- ▶ [SME Guidance](#)
- ▶ [Guidance for Social Economy Enterprises](#)
- ▶ [eProcurement](#)
- ▶ [Achieving Excellence in Construction](#)
- ▶ [CPD Customer and Supplier Charter \(PDF, 56 KB\)](#)
- ▶ [Buildsafe NI](#)
- ▶ [Construction Initiatives](#)
- ▶ [more guidance for suppliers](#)

e-Sourcing NI – What is it?

Web – based portal that provides both local suppliers and buyers with a common sourcing tool to manage all parts of central government procurement process from the inception to the completion of a public contract

e-Sourcing NI – *Key components*

- Supplier Registration
 - Common system across Centres of Procurement Expertise (CoPE)
 - Supplier Categorisation
- e-Tendering

eSourcingNI

- General Print over £20k
- Publishing
- Graphic Design
- Managed Service

eSourcingNI – eTender

From inception to contract award

- Projects advertised on-line
- Documents can be down & up loaded 24/7
- Phone help line during normal working hours
- Secure and auditable link for buyer clarifications
- Detailed tracking all pre-contract activities

eQuotes

- General print below £20K
- Quality of samples assessed
- Terms and Conditions agreed
- Suppliers submit quotes based on individual requirements

Process for identifying Procurement Approach

- Is the requirement for general print and estimated below £20K?

eQuotes



- Is the requirement over £20K or requires related services (publishing, design etc)?

eSourcingNI



- Is the requirement over £90K?

Official Journal of European Union



Next steps - eQuotes

- Email procure.frameworks@dfpni.gov.uk requesting an eQuote pack
- Pack contains:-
 - Details of samples required (previously submitted samples can be used); and
 - Terms and Conditions
- Suppliers complete and return with samples
- CPD will issue details for log in or debrief unsuccessful suppliers

Useful addresses

- www.cpdni.gov.uk
- procure.frameworks@dfpni.gov.uk
- angela.calderwood@dfpni.gov.uk
- sharon.smyth@dfpni.gov.uk

Any Questions

