

Doing business with Local Authorities

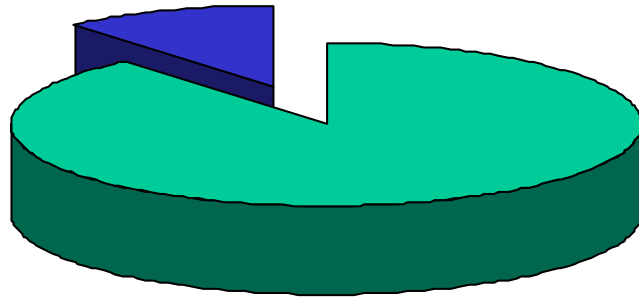
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Category Manager

3rd Sector Market Share

Total Purchase Spend in Greater Manchester Region v Spend with 3rd Sector In Greater Manchester Region

224,903,026, 11%



1,829,478,330,
89%

■ Total Purchase
Spend

Suppliers' concerns:

- Ability to tender
- Short timescales
- Understanding what's required
- Meeting the award criteria
- Business structure
- Method statements
- Accounts
- Added value
- **SELLING !**

Local Authorities aren't . . .



How do we buy? (The Rules)

- European Procurement Directives (Cat. B)
- Financial Regulations (Local Authority)
- Contract & Procurement Rules (Local Authority)
- Policy decisions (Local Authority & UK Government)

What do we look for?

- Reassurance
- Reassurance
- Reassurance

What do we look for?

- Fitness for purpose (quality, suitability for the task to be undertaken etc.)
- Delivery and availability against price (there's no point using the cheapest if the service is bad)
- Whole life cost
- On-costs (e.g. travel / overtime)
- The cost of the procurement itself

Assessment Criteria

Status of Company

- Company profile
- Financial viability
- Quality assurance procedures and status
- Payment methods (eg e-invoicing)
- Technical /professional ability and flexibility for change
- Experience of successful completion of similar contracts

Assessment Criteria

Operational Considerations

- Response times and performance
- Environmental issues
- Sales and marketing support
- Management information
- Resources available to support a flexible approach

Assessment Criteria

Services Offered

- Extent to which they meet the minimum requirement
- Qualities above the minimum requirement that offer better value for money
- Conformity to standards
- Support arrangements

Assessment Criteria

Cost of Acquisition

- Initial price
- Conditions of price (e.g. fixed, with or without variation, etc.)
- Payment terms
- Support costs

Method Statement

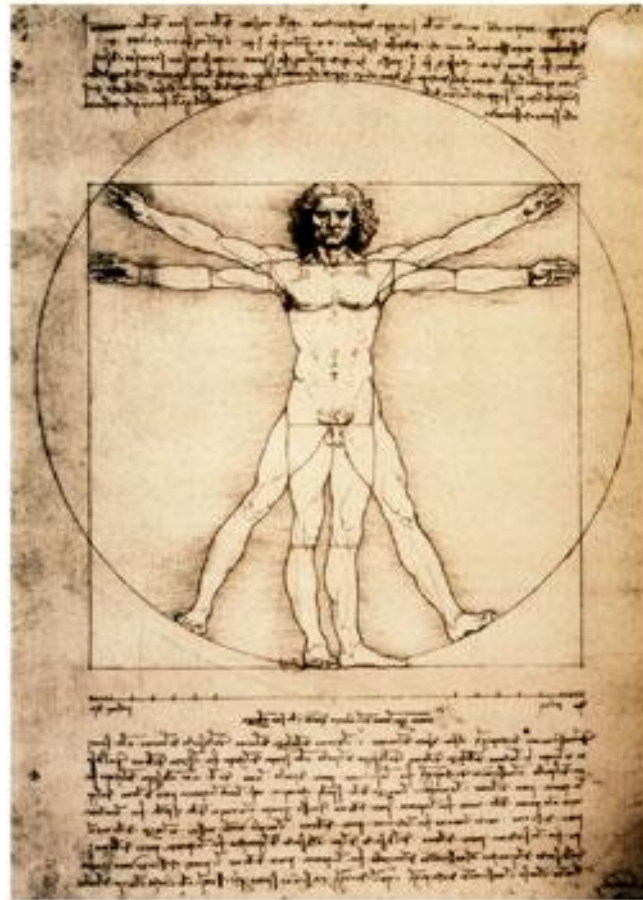
Method statements supplied by the contractor in response to the specification can define for example:

- Their method of working
- How they intend to deliver the contract and in what timescale
- How the service will be resourced
- Their definition of quality
- How they measure quality
- Company policies (e.g. environmental, Health and Safety, energy efficiency)
- Proposed sub-contractors
- Transitional / start-up arrangements
- Training
- Proposals for continuous improvement

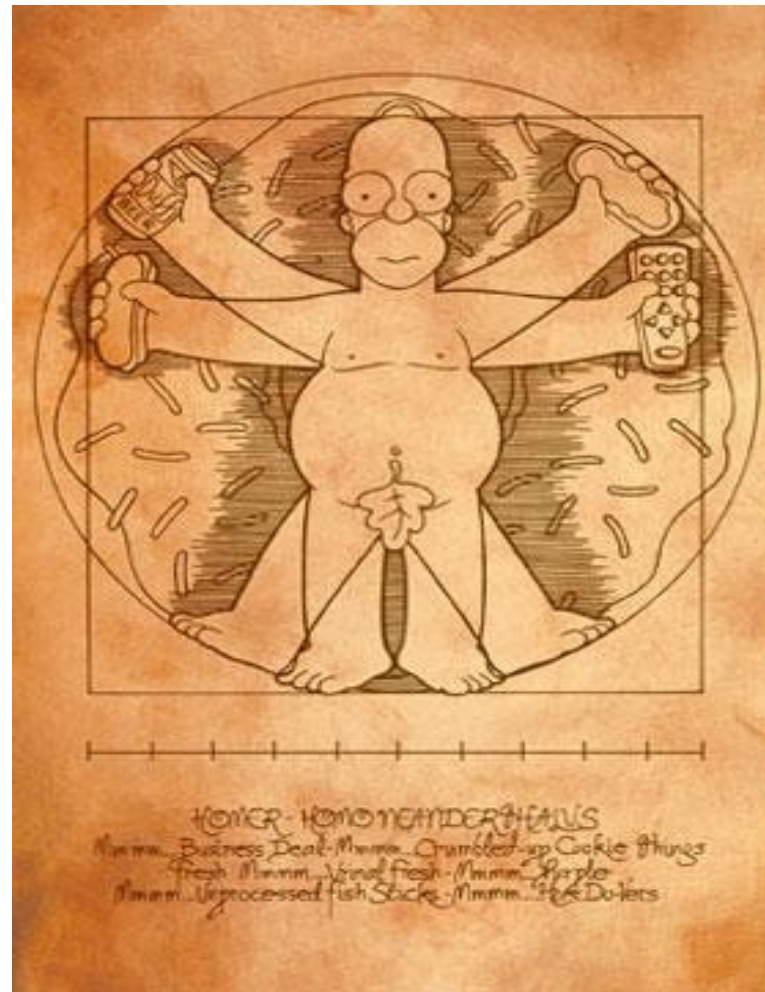
How do we decide?

- M.E.A.T.
- Scoring matrix
- Interviews / presentations
- Reporting mechanism
- Debrief

If we get the procurement right . . .



If we get the procurement wrong ...



How you can improve your chances

- Be on time!
- Read the specification
- Consider operating as a consortium!
- Identify aspects of added value
- Provide the information as requested
- Complete the tender / quotation document!

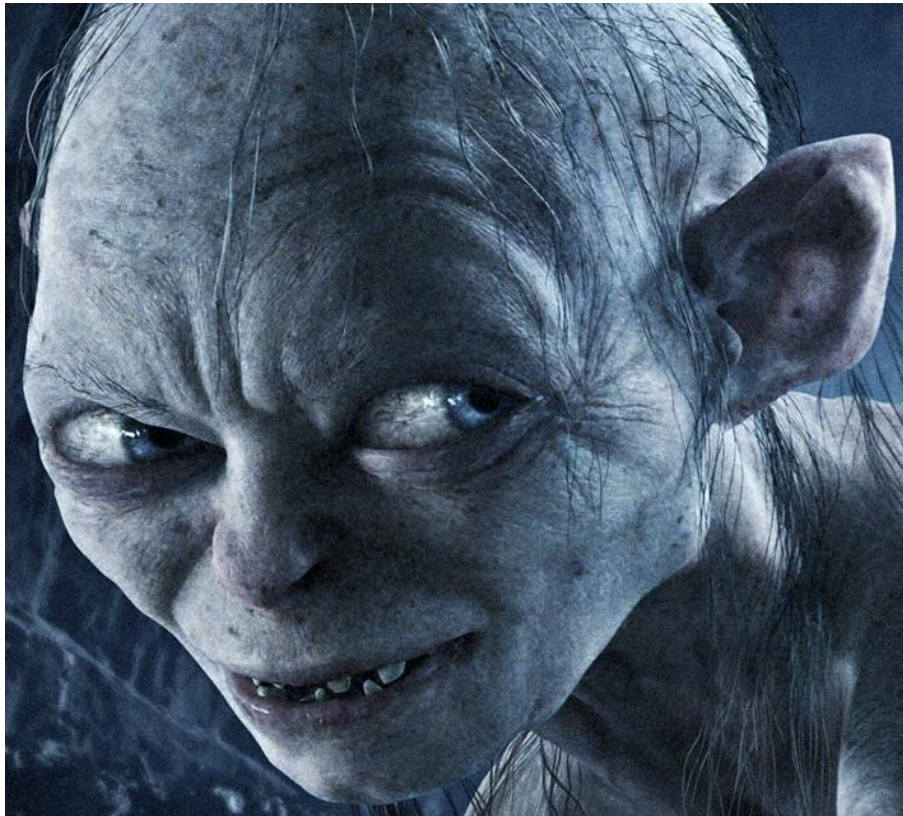
We've been thinking

- The Chest
- Standard accreditation
- Frameworks
- Tendering toolkit
- Services < £30,000

Who actually speaks to us?

- Salford CVS
- University of Salford
- East Lancashire Chamber of Commerce
- AGMA
- NWRIEP

What hasn't he thought of?



Questions?