

CENTRAL AND LOCAL GOVERNMENT COLLABORATION

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Photo by Jeff Pederson



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GOVERNMENT PURCHASE SPEND:

£125 BN PA

OF WHICH 35% IS LOCAL AUTHORITIES

TOTAL GOVERNMENT PURCHASING SPEND:

- EQUIVALENT TO NEARLY 50% OF TOTAL TAX AND DUTY REVENUES
- £2500 PER ADULT AND CHILD

LOCAL GOVERNMENT PURCHASING SPEND:

- EQUIVALENT TO TWICE COUNCIL TAX REVENUE
- £800 PER ADULT AND CHILD

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SCALE OF PUBLIC PROCUREMENT: £125 bn

	C G & NHS	LG
COMMODITIES GS	✓	✓
CONSTRUCTION	✓	✓
HEALTH/SOCIAL CARE	✓	✓
WASTE		✓
ROADS	✓	✓
OUTSOURCED SERVICES	✓	✓
R&D	✓	✓
RESEARCH EQUIPMENT	✓	
MILITARY EQUIPMENT	✓	
CONSULTANCY	✓	✓
UTILITIES	✓	✓
MEDICAL EQUIPMENT	✓	
DRUGS	✓	

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COMMON FEATURES

TRANSACTIONAL

MAJOR COMMODITIES

SERVICES

MAJOR CONTRACTS

PROJECTS

PFI's

NON – STRATEGIC TO VITAL

MASSIVELY BIGGER THAN TESCO

OFTEN ORGANISED LIKE CORNER SHOPS

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WHY COLLABORATE?

AGGREGATE/MAXIMISE LEVERAGE
REDUCE DUPLICATION
STRATEGIC PROCUREMENT
INCREASINGLY GLOBAL ECONOMY
STANDARDISATION OPPORTUNITIES
USE BEST PROCESSES
COMMON CHALLENGES

REDUCED COSTS: BETTER OUTCOMES

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STRATEGIC PROCUREMENT?

INCLUDES:

- COMPREHENSIVE UNDERSTANDING OF PURCHASE SPEND
- MARKET MANAGEMENT
- RELATIONSHIP MANAGEMENT
- ADVANCED PROCUREMENT TECHNIQUES
- REALISTIC PROGRAMMES & TARGETS
- RESOURCES MATCHED TO OBJECTIVES

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OPPORTUNITIES FOR COLLABORATION

FRAMEWORK AGREEMENTS

LET BY CENTRAL GOVERNMENT DEPARTMENTS

OGC BUYING.SOLUTIONS, NHS, HE, LOCAL GOVERNMENT

- JOINT TACKLING OF CATEGORIES
- MARKET MANAGEMENT
- SINGLE POINT PRODUCTION OF GUIDANCE
- PROCUREMENT DIRECTIVES AND POLICIES
- SUSTAINABILITY
- CONTRACT Ts & Cs AND OTHER DOCUMENTATION
- PURCHASE SPEND ANALYSIS
- SUPPORT FROM OGC AND OGC bs

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NWCE COLLABORATION WITH CENTRAL GOVERNMENT

SUPPORT FOR

- WORKSHOPS, SEMINARS, CONFERENCES
- IMPLEMENTATION
- RESEARCH
- CONTRACTS MANAGEMENT
- COST OF CONTRACTING
- E-AUCTIONS
- OTHER E PROCUREMENT

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NWCE COLLABORATION WITH CENTRAL GOVERNMENT

ACCESS TO CONSULTANCY

RESOURCES

FRAMEWORK AGREEMENTS - 70+

SPECIFIC COMMODITIES/SERVICES

- ENERGY
- TELECOMS
- WATER
- FLEET
- POSTAGE

SUSTAINABLE PROCUREMENT

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WHAT NWCE CAN OFFER TO CENTRAL GOVERNMENT

Ts & Cs & CONTRACT DOCUMENTATION

'HOW TO' DO PURCHASE SPEND ANALYSIS

PILOTS

AGGREGATION

BETTER CUSTOMER FOCUS

UNDERSTANDING OF PRACTICAL REALITIES

ALTERNATIVE STRATEGIC VIEW

EXPERTISE AND KNOWLEDGE

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BENEFITS FOR NWCE

CONTRIBUTE TOWARDS:

COMPLETE E -PROCUREMENT OFFERING

E-AUCTIONS

VFM BENEFITS POTENTIAL OF £225M BY
MARCH 2008

QUICKER TAKE UP AND IMPLEMENTATION

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With thanks.....

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