



# Meet the Buyer Event – 8 June 2015:

## ESPO and Nottinghamshire Police – supporting Suppliers/SMEs

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## ESPO:

Eastern Shires Purchasing Organisation – a self-funded and ‘not for profit’ public sector consortium with national buying power. We bring demand and supply markets together and offer more than 150 framework options to the wider public sector

**[www.espo.org](http://www.espo.org)**



# Nottinghamshire Police Procurement:

Part of East Midlands Strategic Commercial Unit (EMSCU) – consortium of Nottinghamshire and Northamptonshire police forces. Offer frameworks regionally and nationally to the police and wider public sector.

**[www.nottinghamshire.police.uk](http://www.nottinghamshire.police.uk)**



## So what is a framework?

In simple form:

an 'umbrella agreement' setting out terms, such as price, quality and quantity, under which individual contracts can be created directly between customer and supplier

## How does a framework... erm... work?

All frameworks are constructed under strict EU guidelines so customers and suppliers know they are operating within a fully compliant and fair arena

Customers order from a range of goods and services provided by one or more suppliers, which they can select via call-off or further competition...

# Standard framework terminology

- Call-offs or Direct Awards (delivery requests): orders can be placed throughout the period of the agreement - normally a maximum of 4 years
- Further Competitions or Mini-Competitions: where there is a more specific need, a further invitation to suppliers is undertaken – still adhering to EU procurement guidelines

## How are suppliers awarded?

- Respond to an Invitation to Tender by the stated deadline – no exceptions
- Supplier tender evaluated, eg by ESPO or Nottinghamshire Police, according to EU procedures and rules
- Bids must satisfy the selection criteria (variable by ITT)
- New suppliers cannot be added once framework established

# How do we help SMEs to access frameworks?

- Key point: we **WANT** you to bid so we ensure our procurement activity is SME-friendly to enable participation
- Monitor SME engagement through ITT business questionnaire
- National does not mean you cannot or should not apply. The framework may offer customers national coverage but not necessarily using a single supplier, and...



# How do we help SMEs to access frameworks?

- Frameworks can be created by splitting into regional and sub-regional lots
- We can offer help and advice because here's that key point again: we **WANT** you to bid and will do what we can to assist you within the boundaries of compliance
- Meet the Buyer events such as today
- Website page dedicated to suppliers


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## And now for the stats...

In the last two financial years ESPO accepted 1,276 tenders.

In 2013-14 72.1% classed themselves as SME  
In 2014-15 72.4%

To put this in perspective, in 2012-13 this was 55% and it was in this year ESPO decided to monitor SME statistics. We made a conscious decision to engage and you can see the results.

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# Collaboration

- Greater opportunities for economies of scale and aggregated volume exist when organisations work together
- Whilst local authorities, blue light, NHS, do all operate as separate entities, we also collaborate on pan-organisation/regional and national level to create framework solutions
- ESPO works with both corporate and education clients including Vision West Nottinghamshire College




# Federation of Small Businesses

- ESPO is a member of the Federation of Small Businesses (FSB), the UK's leading not-for-profit organisation representing small and medium-sized businesses



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# Benefits of being an ESPO Supplier

- Access to a vast customer base
  - Low risk customers
  - Transparency
  - Creating lot structures
  - Tenders not just scored on price
  - Incumbent suppliers do not have advantage
  - Marketing
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# So where do you look for those business opportunities?

Contract opportunities are advertised in:

- TED (Tenders Electronic Daily):  
[http://ted.europa.eu/TED/main/home\\_page.do](http://ted.europa.eu/TED/main/home_page.do))
- Contracts Finder: [www.gov.uk/contracts-finder](http://www.gov.uk/contracts-finder)
- Source East Midlands:  
[www.sourceeastmidlands.co.uk/contracts](http://www.sourceeastmidlands.co.uk/contracts)

And...

# So where do you look for those business opportunities?

- Blue Light: <https://bluelight.eu-supply.com/opportunities>
- ESPO's e-procurement partnership portal (East Midlands authorities): [www.eastmidstenders.org](http://www.eastmidstenders.org)

By registering suppliers are automatically notified of forthcoming tender opportunities



**Thank you for listening.**

**Any questions?**

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