



GAINING A FAST TRACK TO COLLABORATIVE SUCCESS

Strategic Procurement Services



THE ESSEX PROJECTS

In a world where efficiency and getting more for less are key UK public sector management themes, much has been going on in the County of Essex which can readily be described as being years ahead of its time. Under the leadership of Essex County Council, two projects were launched which have gained national and indeed international interest in what can be achieved with limited resources, sound commercial skills and a vision of what is possible. These projects are:

Essex Market Place

Comprising Essex County Council and nine of its Districts, Essex Marketplace is the largest e-marketplace in the UK with total spend in excess of £120 million. Collaboration between the members has resulted in benefits being shared by all, including:

- National, regional and consortium contracts
- Shared local catalogues
- An SME e-enablement and adoption programme
- Shared knowledge, skills and best practice through access to common management information.

The success of the marketplace and its support from the Procurement Agency for Essex has been instrumental in setting the procurement agenda in the region.

Procurement Agency for Essex

The Agency comprises 15 public sector organisations in the County of Essex. It is the first UK example of a genuinely self-funding, cross public sector organisation designed to exploit the full benefits available from collaborative working and help generate capacity for smaller councils. It predates the nine Regional Centres of Excellence by two years and is based on delivering a return on investment to its members against an **evidence** based Business Plan. By 2006/7 it will be looking to deliver five times investment back to its members. Visit the Agency website for more information - www.paessex.gov.uk.

THE SERVICE PARTNERS

The two architects behind these projects have now formed a business alliance to help other groups of collaboration minded councils and public sector bodies across the UK gain a fast track to success for relatively little cost. eGS, the company that runs the Essex Marketplace and Strategic Procurement Services (SPS) the architects of the PAE are now offering a unique insight and assistance that could see these projects replicated in as little as a few months without the need for expensive studies. Basically, you get the knowledge, background and experience from people that have worked in the public sector, delivered results and know how to make things happen.

THE IDEAL PARTNERSHIP

Between them, eGS and SPS offer a unique partnership that is far superior to any other market offering or rival, namely:

- A strong and referenceable public sector customer base with a combined client base of over 100 local councils across the UK
- Expertise and knowledge in local government procurement and a delivery track record for achieving lasting results
- Primary focus on the local government market
- Access to a wide network of top class specialists and practitioners who pride themselves on generating success for clients rather than spending their budgets on the latest fad

A complimentary partnership - we are not competing but can add skills / capacity to assist clients with different priorities, experience and aspirations.

THE SERVICE OPTIONS

As a client you can pick and choose what you want from us, who you wish to lead on it and when you want it done. We pride ourselves in not charging people for work previously done for someone else. Our goal is to create exceptional value. Here is an idea of some of the services that we can deliver to your team:

Expenditure Analysis and Interpretation – a high level strategic overview to determine procurement strategy and resourcing requirements. Not just number crunching

Benefits Analysis - detailed analysis of current purchasing activity via invoice analysis to identify actual hard savings available through use of existing contracts

Business Cases - offered separately or as a package if an options appraisal is needed

- Creation of a procurement infrastructure for individual councils
- Establishment of a collaborative organisation - like the Procurement Agency for Essex
- Creation of a sub regional marketplace - like Essex Market Place

These cases would include:

- Identification of strategic and operational benefits together with a return on investment
- Outline of added value that joint procurement and a Market Place can deliver
- Options on structure, governance, funding and priority targets
- Best practise guidance and reference material from people who have delivered results

Benefits Realisation - providing an actual resource / guidance via consultancy to assist with actual delivery of benefits, savings and action plans

CONTACT POINTS

If you would like to talk to someone about the eGS and SPS partnership, then please contact either:

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ABOUT EGS

E Government Solutions Ltd (eGS) was set up in 2000 as a niche company providing e-procurement systems and services to the public sector.

Since 2003 eGS has been the prime contractor for IDeA:marketplace, a PPP with the ODPM-funded Improvement and Development Agency (IDeA) that is targeted at improving the procurement and purchasing activities of Local Authorities through the use of e-commerce and e-procurement tools. Nearly 80 public sector bodies (local authorities, police and education establishments) currently use IDeA:marketplace and eGS's associated consulting and implementation services. The marketplace has almost 20,000 companies registered to trade, including providing sophisticated on-line access to OGCBuying.solutions framework contracts.

The uptake of e-procurement in the public sector is accelerating and we are seeing a marked increase in the number of customers subscribing, and in the number and value of transactions those customers are generating through IDeA:marketplace.

For more information please visit our website at www.eGSgroup.com.

ABOUT SPS

Strategic Procurement Services was established in October 2001. Its aims are to provide best practice consultancy services to support organisations wishing to embrace e-Procurement and achieve Procurement excellence.

An organisation's success in Procurement is directly attributable to the quality of its purchasing strategies, the systems and processes it uses to support these strategies and the quality of its Procurement professionals. By having complete business and technical independence, SPS is able to provide a complete consultancy, training and project management service. It offers appropriate solutions to address the varying needs of its customers, rather than supporting the one-size fits all approach followed by others in the market.

SPS consultants have a wide understanding of Procurement issues and the solutions available to support the goal of delivering Procurement excellence. SPS has a clear understanding of the wider business issues such as culture change, communication, people skills and multi-stakeholder requirements that must be addressed to ensure that changes are successfully implemented and contribute positively to corporate policy.

For more information please visit our website at www.strategicps.co.uk.