

SECOND EDITION

PROCUREMENT WEEK 2015

16 - 20TH MARCH



ST DAVIDS HOTEL & SPA, CARDIFF, UK

POPULAR TAGS: #PW2015 #GAMECHANGER #PW2015FRIENDS



INSTITUTE FOR COMPETITION AND PROCUREMENT STUDIES



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Working in partnership with Welsh Government



Frank Brunetta, Procurement Ombudsman, Canada, addressing the Procurement Week audience



GAME CHANGING IDEAS & INNOVATIONS

A game changer is that 'aha' moment when you see something others don't. It's that transformational shift in mindset that takes organisations from being ordinary to something exceptional. The question is, are you a 'game changer'?



20 - 21 PROGRAMME

50+ speakers, 20+ topics - we really have something for everyone, so come take a look!

39 CONTACT US

Have any queries? Want more info? Contact us today... www.procurementweek.org.uk

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I am genuinely excited to share with you our programme for Procurement Week 2015. Whilst the Procurement Week 2014 programme was truly outstanding, the 2015 programme aims to be even more stimulating and ambitious.



PROFESSOR DERMOT CAHILL

INSTITUTE FOR COMPETITION & PROCUREMENT STUDIES | CHAIRMAN

In 2014, 92% of our audience told us that they left Procurement Week believing that they learnt something new that could be used in their workplace!



ICPS

INSTITUTE FOR
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STUDIES

INTRODUCTORY MESSAGE

Raising the Standards of Procurement at Home and Abroad!!!

GARY CLIFFORD | Director, Institute for Competition & Procurement Studies

The team at Bangor University's Institute for Competition & Procurement Studies (ICPS), our delivery Partners and Sponsors are excited to share with you our programme for Procurement Week 2015.

Procurement Week is an international conference that aims to explore the many facets of Public Procurement such as Public Tendering, Business Development, Procurement Law and International Trade. During the week, presentations will be given by leading procurement practitioners, lawyers, economists, innovators, strategists and thinkers.

Procurement Week 2015 will bring you the biggest names in 'procurement' from around the world, to present and lead discussions on a wide range of procurement topics. Their job is to work with us to address challenging local, national and global issues, whilst proposing innovative and pragmatic solutions to help our citizens.

Procurement Week continues to grow in popularity, with in excess of 500 attendees last year from over 20+ countries.

For the second time in four years, Procurement Week is taking place in Wales' capital city, Cardiff. Our chosen venue for 2015 will again be one of Wales' finest hotels, the St Davids Hotel & Spa, in Cardiff Bay.

In 2014 we were told by a large number of our audience members that they wanted greater involvement in the Procurement Week programme. Based on this constructive feedback, for 2015, we are going to introduce a new and innovative electronic audience participation (voting) system that will allow every member of the audience to communicate their views and thoughts during parts of the programme. Your opinion will help shape the programme and your input will influence the way we work!

We invite you to spend a few minutes browsing through the rest of this brochure to identify the days that interest you most.

Attendance at all day time events is free due to the generous support of the European Union, the Welsh Government and our many sponsors. However, places are limited to ensure that the quality of the sessions are optimised for participants and that the opportunity for audience interaction is maximised, so please book your place as soon as possible to avoid disappointment.

GARY CLIFFORD

Director, Institute for Competition & Procurement Studies (ICPS)

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OUR INTENDED AUDIENCE

PROCUREMENT WEEK | OUR AUDIENCE

Procurement Week continues to grow in popularity, with in excess of 500 attendees last year from over 20+ countries.



PROCUREMENT WEEK

DID YOU KNOW?

Procurement Week was established in 2011 and in only 3 years has quadrupled in size and scope.

In 2014, 92% of our audience told us that they left the week believing that they learnt something new that could be used in their workplace!

In addition, 85% of our audience felt completely satisfied with the programme and nearly all said it exceeded expectations!



WALES V THE WORLD

DID YOU KNOW?

It is estimated that in 2012/13 the Welsh public procurement market spent around £5.5 billion on the procurement of goods and services.

In comparison it has been estimated that in the same period the UK spent upward of £230 billion.

Whilst in Europe it is estimated that the 28 member states spend in excess of £2,400 billion on public goods and services.



OUR AUDIENCE...

DID YOU KNOW?

Procurement Week 2014 attracted an international audience as guests flew in from Brazil, USA, Canada, South Africa, China, Australia, Denmark, Ireland, Nigeria, Belgium, Romania, Italy, India, Portugal, Spain, France, Scotland, England and Northern Ireland.

PROCUREMENT WEEK 2014

PROCUREMENT WEEK 2014 DID NOT DISAPPOINT!!!

If you missed Procurement Week 2014, then you certainly lost out!

The week started on a high note as the President of the Chartered Institute for Purchasing and Supply (CIPS) Craig Lardner travelled to Wales to deliver an inspirational speech themed, "One Good Turn" - a worthy deed he has been actively promoting to CIPS members all around the world.

On the second and third day, the ICPS team welcomed fifteen of Wales' finest start-up companies to undertake an intensive 2-day public procurement/tendering training event - a session that we are proud to say has since received rave reviews.

Days 4 and 5 then raised the bar with Minister for Finance and Government Business, Jane Hutt AM delivering the keynote

address, setting the scene for 40 leading presenters from around the world, who enthralled the receptive capacity crowd on a wide variety of public procurement topics. Prof Steven Schooner (USA) and Anders Jessen (EU Commission), challenged the crowd with their knowledge and energy on the 'horizon' issues for procurement between now and 2020.

Not to be upstaged by the

illustrious guest list, the greatest commotion was started by our very own Dr. Telles and his partner in crime, Dr. Graells, hotly debating the merits and use of Social Clauses and Community Benefits in public procurement - a discussion that continues to ripple on today...

What were your highlights from the Procurement Week 2014 programme? Email us at: icps@bangor.ac.uk

PROCUREMENT WEEK - REGISTRATION?

This year we are making it even easier for you to register your interest. Take a look at the process below and make sure you book your place early to avoid disappointment!

THE BOOKING PROCESS

1

TAKE A LOOK AT THE 5-DAY PROGRAMME AS OUTLINED IN THIS BROCHURE, OR FOR MORE INFORMATION VISIT US ONLINE AT:

WWW.PROCUREMENTWEEK.ORG.UK

2

CHOOSE THE DAYS THAT INTEREST YOU MOST AND BE SURE TO REGISTER EARLY AS CAPACITY IS LIMITED!

3

RESERVE YOUR PLACE BY REGISTERING ONLINE AT:

WWW.PROCUREMENTWEEK.ORG.UK

"I was really impressed with the programme, and thoroughly enjoyed the Week".

STEVEN SCHOONER
Prof. of Law | George Washington University, USA



Priyanka Priydershini, India



Anna Volskaya, Russia



Marta Andrecka, Denmark

PROCUREMENT WEEK OUR VISION

"ALL THE ARRANGEMENTS FOR PROCUREMENT WEEK 2014 WERE MOST METICULOUS AND IN THE BEST TASTE. THE PANEL OF SPEAKERS WERE OUTSTANDING AND THE PRESENTATIONS MOST INTERESTING. I THOROUGHLY ENJOYED BOTH THE SUBSTANTIVE CONTENT IN DETAIL AND THE OVERALL ATMOSPHERE. THE SETTING AT THE ST DAVID'S HOTEL WAS SPLENDID!"

PATRICK MCGOVERN
Partner | Arthur Cox



A Message from the Chairman...

At Bangor University's Institute for Competition and Procurement Studies we are committed to delivering an educational experience that you will not receive anywhere else in the world, an experience that generates 'real' value for our sponsors, speakers, and of course our audiences.

Procurement Week is an annual event that is founded on the "think globally, act locally" philosophy. Every year we bring together some of the world's leading procurement practitioners, lawyers, economists, innovators, strategists and thinkers and challenge them to address important emerging national and international issues.

It is these experts who are at the absolute

heart of what we do. It is their knowledge, energy and imagination that allows us to deliver an exhilarating and compelling programme that focusses on our audiences' business and legal needs. At the same time it is our hard work that ensures participants' expectations are met and they are left completely satisfied, and stimulated.

In terms of timings, Procurement Week 2015 will be held less than two months before the next UK General Election. We are mindful of the fact that we have already witnessed a sizeable shift in political views across Wales, the UK and mainland Europe in the recent European elections. It is with this political backdrop that we intend to continue to look out for new ground-breaking ideas,

innovations, laws and policies that can serve our nation well into the future!

I ask that you spend a few minutes browsing through the rest of this brochure to identify the day or days that interest you most and I look forward to seeing you in Cardiff, in 2015.

For information about the Institute please visit: www.icps.bangor.ac.uk

For more information about Procurement Week, please visit: www.procurementweek.org.uk

PROF. DERMOT CAHILL
Chairman, Institute for Competition & Procurement Studies (ICPS)

PROCUREMENT WEEK 2015 CARDIFF, WALES, UK



Delegates attending Procurement Week 2014



Delegates attending Procurement Week 2014

PROCUREMENT WEEK 2015

LEVERAGING NICHE ONLINE NETWORKS FOR PROCUREMENT PROFESSIONALS

Tania Seary, Founder of The Faculty, The Source and Procurious

Procurement Week 2015 will cover off a range of procurement issues, from public service innovation, retention and recruitment, to supplier relationships in the private sphere.

While these topics are important in their own right, there's a common, and perhaps unseen, thread across the board – the power of relationships. The ability to build strong relationships with suppliers, clients and stakeholders can contribute to success within public service innovation, recruitment and the list goes on.

So how can procurement professionals create these sound relationships? Especially when you consider the fact that procurement is a global profession.

How can you liaise with stakeholders on the other side of the world? How do you find them and then stay on their radar?

The solution lies, as do many things in the modern day, online. A growing amount of procurement professionals are tapping into online platforms to help build these global relationships.

But what are these online platforms? They aren't just the usual culprits of Facebook, Twitter and LinkedIn. Now there's a new wave of social media which is tailored to professionals in specific industries - the niche online business network.

Think LinkedIn but for a particular profession. For example, GitHub is aimed at software engineers, Doximity, Sermo and Healthtap for doctors and Spiceworks for IT administrators. And for the logistics, procurement and supply chain profession,



there's Procurious. These niche platforms offer similar functions to a social network but also much more, including the following three benefits:

Global networking

It's no secret the logistics, procurement and supply chain profession is global in nature and these niche networks allow procurers, buyers and suppliers to network with people from all corners of the globe. For instance, Procurious boasts members from over 70 countries. With the UK and USA driving membership numbers, the online space is no doubt a key channel for establishing business relationships with professionals from some of the world's largest economies. For those interested in other industries too, there's a staggering six million users registered on GitHub, five million on Spiceworks and ten million on Academia for academics from all pockets of the globe – now that's networking.

A sense of community

The difference between a niche online network and LinkedIn is that it provides a real sense of community for members. Research conducted on behalf of Procurious revealed that the profession feels disconnected and like outsiders on LinkedIn – it's too broad. Enter niche online networks. With functions such as networking capabilities, industry specific news and discussion forums, these platforms create focused global communities. They provide opportunities for members to converse, network and share knowledge with like-minded peers across the globe.

Tailored learning

Niche online networks are also hubs of knowledge which can be useful when fostering relationships with several stakeholders.

For example, if procurement professionals want to do business in new locations or with a new supplier, they'll need to understand their background, the market they play in and local industry issues. Sites such as Procurious offer discussions groups which can help you learn about another culture or industry's way of doing business before entering the market.

Similarly, if you want to retain staff, helping them upskill with training programs – such as the bite-sized training videos on Procurious – can help them develop professionally and stick with the company. Think of these hubs as much more than networking, but as a knowledge centre which you can use to your advantage.

You might not be sold on online niche networks, but the reality is your competitors, peers, customers and suppliers are likely to have already joined the party. In fact,

a recent survey conducted by Supply Management revealed that almost four out of five purchasers would use social networking sites specifically aimed at them. Whether you're attending Procurement Week this year to learn about retaining and recruiting staff, partnering with suppliers to deliver the latest innovations or tapping into the public service sphere, incorporating online platforms as part of your strategy can help get you there.

TANIA SEARY

Procurious,
www.procurious.com

Tania Seary is the founder of three procurement related businesses: The Faculty, a procurement management consultancy; its sister recruitment firm The Source; and Procurious, an online networking business for logistics, supply chain and procurement

professionals. With more than fifteen years in the procurement industry up her sleeve, Tania previously worked for the likes of Alcoa, Rowland and the Walt Disney Company across the USA, UK and Australia.

Tania will be attending Procurement Week 2015 on Day 1: Recruit, Train and Retain (16th March, 2015)



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PROFESSIONALS
ARE
MADE.



www.icps.bangor.ac.uk



www.fired-up.eu

Fire Services Develop Innovative Procurement

FIRED-uP focuses on innovation as a way of improving the environmental performance of service fleets.



London Fire Brigade and the City of Ghent, Belgium are cooperating in a three-year project which started in June 2012. It is co-financed under the Competitiveness and Innovation Programme of the European Union.



Guidance on market engagement, a survey of innovations and good practice, models for assessing the environmental impact of fire service vehicles and procurement can be found at www.fired-up.eu

Enquiries: secretariat@fired-up.eu

Innovative procurement was a new approach for both partners and we are now seeing how it helps us to source products and services that will help to save costs and reduce the environmental impact of our vehicles.

Engaging with the market has allowed us to define and explain how modern technology can improve fire fighting and save resources.

Our innovative approaches to market engagement have provided different methods of procurement that we will showcase during the FIRED-uP final conference at London Fire Brigade's headquarters on the 7 and 8 July 2015.



PROCUREMENT WEEK 2015

SUPPORTING MARGINALISED GROUPS THROUGH PROCUREMENT

Prof. Geo Quinot, Stellenbosch University

Public procurement is often used to promote various policy objectives other than simply obtaining the required goods or services on the best possible terms. Such objectives range from industrial development to environmental protection and social objectives like equality. The latter objective has resulted in various mechanisms in public procurement supporting suppliers belonging to particular groups or categories in society that are or have been marginalised. Examples include suppliers owned and operated by minority groups, women or the disabled. Christopher McCrudden has famously referred to this practice as “buying social justice” in his book *Buying Social Justice – Equality, Government Procurement, and Legal Change* (2007 OUP).

The basic rationale behind such schemes is that positive steps in support of these suppliers in the procurement process will result in the economic upliftment of the group. This, in turn, should support the pursuit of equality in society.

Marginalised groups can be supported in procurement in various ways. One can consider these different actions on a continuum. At one end are those actions that impact least on actual procurement transactions such as advice to marginalised suppliers. At the other end of the continuum are actions that reserve contracts for marginalised suppliers. In-between are schemes that give preference to marginalised suppliers in the adjudication process or that incorporate terms in the tender contract that oblige suppliers to support marginalised firms when performing under the awarded contract.

The specific option on this continuum that a procurement regime will adopt depends on the strength of the policy underlying the scheme. The stronger the policy the more exclusionary the chosen mechanism is bound to be. One thus commonly finds set-aside schemes for women owned and operated suppliers in terms of which particular contracts or percentages of contracts are reserved for women owned and operated suppliers. This is understandable given that the policies on gender equality are typically strong policies in most countries and widely supported in societies. On the other hand, policies supporting marginalised groups such as minority groups are typically more controversial (at least politically) and do not enjoy as wide support. The result is that “softer” mechanisms are typically used to promote these policies through procurement. An example may be preference schemes in terms of which suppliers from these designated groups are given a margin of preference during adjudication of bids, but without reserving contracts for the exclusive benefit of the group.

The more invasive forms of support to marginalised groups are open to criticism. It is not always clear that there are indeed links between preferencing marginalised suppliers in procurement and achieving equality. At times preferential procurement schemes come at a price premium, that is higher prices are paid, because the pool of suppliers is reduced. However, one may argue in response that the preference scheme itself may result in more suppliers entering the market with the result that competition is increased in the long term with a positive price impact. Short term price increases may also impact adversely on public programs behind the procurement, which may have (unintended and/or unforeseen) adverse implications in other areas of public service in support of marginalised groups.



The key question is perhaps not whether procurement regimes should include schemes in support of marginalised groups. This is a normative position that one would expect most societies to support. However, the mechanism to provide such support is the issue that merits close attention. The ultimate success of any scheme to support marginalised groups through procurement will depend on a carefully designed balance between the social policy objective and best value for money in procurement.

GEO QUINOT

Professor of Law and Head of Department, Department of Public Law, Stellenbosch University, South Africa; Director: African Public Procurement Regulation Research Unit gquinot@sun.ac.za



Geo will be attending Procurement Week 2015 on Day 3 (Smart Cities), Day 4 (Asleep at the Wheel) and Day 5 (Fenceless Fences) - (18th, 19th & 20th March, 2015).



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A black and white photograph of a large bridge at night, illuminated by streetlights. The bridge has multiple arches and spans across a body of water. The lights create a strong contrast against the dark sky and water.

PROCUREMENT WEEK 2015 GAME CHANGING IDEAS & INNOVATIONS

"I WAS PLEASED TO PRESENT AT PROCUREMENT WEEK AND TALK ABOUT THE SELL2WALES AND PUBLIC CONTRACTS SCOTLAND PORTALS, AS WELL AS DISCUSSING SOME INNOVATIONS WE HAVE PLANNED FOR BOTH WEBSITES TO MAKE THEM EVEN MORE POWERFUL AND SIMPLER TO USE.

"THE NATIONAL PORTALS HAVE HELPED TO STANDARDISE TENDERING PROCESSES INTO ONE ONLINE SYSTEM FOR BOTH PURCHASERS IN THE PUBLIC SECTOR AND PRIVATE SECTOR SUPPLIERS, WHICH OPENS UP OPPORTUNITIES FOR BUSINESSES WHILE SAVING BOTH TIME AND MONEY."

TIM WILLIAMS

Managing Director | Millstream, Scotland





PEOPLE | IDEAS | SOLUTIONS



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- Information Technology
- Business Change & Transformation
- SAP Global Delivery
- Advanced Engineering

The CPS Group UK Ltd is proud to be an official Sponsor of the Welsh National Procurement Week March 16 to 20th 2015.

The CPS Group UK Ltd specialises in the supply of permanent and interim Procurement Professionals across the UK from our Head Office located in the heart of Cardiff.

- 35 years of Procurement Recruitment expertise
- Extensive pre-qualified database of 22,000 candidates
- Long standing relationships with Professional bodies and Academia
- Employment Advisers to potential Inward Investors to Wales
- Dedicated Executive Search and Selection services to include bespoke campaigns
- Pioneering candidate attraction solutions utilising Analytics and Big Data

For further information or to discuss your recruitment needs in confidence as a client or candidate, please call Mair Barron, our Business Development Director on:

T : 02920 375599

E : mbarron@cpsgroupuk.com



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MEWN POBL | IN PEOPLE

PROCUREMENT WEEK 2015

THE MAP OF THE PROBLEMATIQUE IN EU PUBLIC PROCUREMENT

Dr. Pedro Telles, Bangor University

Ask someone in the private sector what they think about public procurement and more often than not their first complaint is that it is too complex, full of red tape and time consuming. Plus, the State does not know what to buy and how to buy it. From procurers you will get an answer along the lines that they do know what to buy, but if only regulation would allow it to happen!

EU rules are the first in the blame game for the current state of affairs, perceived as they of being an hindrance. Full EU rules are applicable to contracts with a value above certain financial thresholds and yes, they are indeed quite detailed and prescriptive. However, that is only half of the story as they only apply to the top 20% or 50% of contracts by value.

By agreement of EU Member States, contract value became a convenient proxy to determine if said contract was of interest to the EU's internal market and worthy to regulate with the full might of EU rules.

Anything below those rules is up for Member States to regulate.* (with the exception of contracts generating "cross-border interest" a concept the Court of Justice has been trying to explain for 15 years.)

These values are arbitrary and there is no reason why they are not higher or lower. Perhaps it is time to make do with the distinction between contracts below and above thresholds: they all belong to the single market and in theory they can all be of interest to suppliers from other Member States.

The real problem, however, lies not with the rules themselves but with the contracts they apply to.

We should be applying detailed rules to low value contracts while taking a more principles based approach to bigger contracts.

To understand this we need to know what is the logic of the current public procurement system in the EU: it does not exist to enable great procurement (for procurers or suppliers) but to put a floor on how bad procurement can get (ie, preventing corruption and violation of competition rules and associated principles).

This is not wrong in itself but is misaligned with reality. By definition, people working on a day to day basis with low value, low risk contracts have less expertise than the ones working at the other end of the scale.

The first group need a lot more help from the legal system to ensure procurement is not really bad. On the other hand, the second group could use with more flexibility. The pyramid needs to be inverted.

To re-align the interests of the system with reality we need to have detailed rules where they are needed by providing a step-by-step guide to people working with low value contracts.

More flexibility is needed at the other end of the scale too and both the Utilities Directive (Directive 2014/25) and the Concessions Directive (Directive 2014/24) show that it is possible to have more flexibility with the application of principles or a simplified set



of rules for larger, more complex contracts. Inverting the pyramid would incentivise aggregation of procurement if procurers wanted more flexibility. At the same time it would give the benefit of standardisation for both procurers and suppliers where it is needed: in smaller contracts.

* The odds of this ever happening are approximately 3,720 to 1.



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DR. PEDRO TELLES

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PROCUREMENT WEEK 2015

SERCO – TOO MUCH PROFIT? NOT ENOUGH PROFIT?

Peter Smith, Spend Matters Europe

How many public procurement people spotted the irony* in the announcements from Serco recently?

Here was one of the biggest outsourced service providers to the public sector announcing a £1.5 billion asset write-down, another profit warning, a suspended dividend, and an appeal for £550 million cash for shareholders to keep themselves afloat.

And here's the irony – on one hand, this is a firm that the Cabinet Office asked National Audit Office to look at in detail last year to see if they were making excess profits from government contracts. That was driven by the controversy over tagging contracts for the Ministry of Justice, where Serco and G4S were found to have over-charged the department.

On the other hand, when Serco called in Ernst and Young recently to go through their contracts with a fine tooth comb to identify exposure, they found things like this (as Reuters reported):

"In one problem contract, a £175 million pound, five-year deal to provide asylum seeker accommodation in Britain, Serco loses money on each person it processes, after its bid team, largely disbanded since, failed to take into account rising housing costs, increasing asylum numbers and the pace of deportations".

So the bid team, basically bid too low, took their bonuses and left the delivery team to implement a contract that could never be profitable.

That raises a fascinating question though for public procurement. How much responsibility

lies with the contracting authority, the procurement team and the senior responsible owner to ensure that the winning bid is feasible and at least is potentially profitable for the supplier? Or should this even be a concern for the buyer? After all, Serco still have to deliver this accommodation contract, even if they are losing on every person they process.

I've seen the same issue in the private sector. A Procurement Director for a large Financial Services firm was about to move their telecoms business a few years ago to a new supplier, when he received what he described as a "stupidly low" bid from the incumbent. He knew they could not possibly make money on the contract, and indeed a few years later, the firm almost collapsed under the weight of unprofitable contracts agreed by a board level individual who left rather hurriedly. But as my friend said "I can switch the business pretty easily if they do go under". So he took the offer.

And that's a clue to the answer to our contracting authority conundrum. It must be a question of risk. If a supplier is losing money on a contract, they have three options. They can pull out – with possible consequences for all parties of course. They can grin and bear it, and put up with the loss. Or they can start to look for economies – either genuine efficiency savings or simply cutting corners, or even worse; over-billing or outright fraud at the extreme.

So for many government contracts, I would argue there is a significant risk to the authority of a supplier losing money – the consequences can rebound easily on the buyer. So that is yet another thing for



the buyer to look out for and if necessary, challenge through the contracting process. Of course, we don't want the supplier to make too much money (and actually, NAO found no evidence that Serco were making excess profits from government contracts), but equally we might face issues that are just as worrying if they lose a fortune on our contract.

*I mean that in a genuine "ironic" sense, not as in Alanis Morissette's famous but somewhat tenuous descriptions of "irony".

PETER SMITH MA FCIPS

Managing Editor,
Spend Matters Europe,
psmith@spendmatters.com
www.spendmatters.com

Peter will be attending Procurement Week 2015 on Day 2: 'Game Changing' Exhibition in Public Service Innovation (17th March, 2015)

PROCUREMENT WEEK 2015

UNITING A PROFESSION VIA OUR ECLECTIC SOCIAL PROGRAMME - #PW2015FRIENDS

The ICPS Team, Bangor University.

Procurement Week is about learning and sharing local and national procurement experiences and best practices, whilst also giving speakers and attendees alike the invaluable opportunity to make new and rewarding business contacts.

NETWORKING OPPORTUNITIES

Over the last 4 years a large number of our guests and attendees have asked to be part of our eclectic social programme. So, for the first time, we have decided to open the doors on our evening events, and we cordially invite all event participants; businessmen and women, politicians, professionals and young entrepreneurs to come and join us.

The 2015 social programme:

1. Procurement Week 2015 Charity Dinner.
2. Penderyn, A Taste of Wales.
3. Procurement Week 2015, International Dinner.
4. 'Pub Talk'.
5. Welsh National Procurement Awards 2015.

A DIFFERENT ACTIVITY EVERY EVENING...

Our social programme will begin on Monday evening with a Charity Dinner at the St David's Hotel & Spa. All proceeds generated by this event will be donated to Young Welsh Entrepreneurs who truly have the ability to make a difference to the way our country works.

Next stop, guests are invited to sample a taste of Wales. Wales's premier Whisky company, Penderyn (image, below right), will showcase its wide range of products; from the single malt through to bourbon and Tennessee whiskies - you don't even need to be a whisky connoisseur to enjoy the experience!

Our International Dinner on Wednesday evening will truly be an event that is not to be missed. With a capacity crowd anticipated, we will welcome the Major of Cardiff City and procurement leaders from all over the world to enjoy a refined Dinner at one of the World's greatest heritage sites, Cardiff Castle. Following a behind the scenes tour of the Castle, Dinner will

be served in the stone-vaulted Undercroft (image, below left).

On Thursday evening, the Institute will host 'Pub Talk', an informal event designed to thank and unite our day's guests. This event is by invitation only, but if you are interested in attending and meeting some of day's speakers then please contact us for more details.

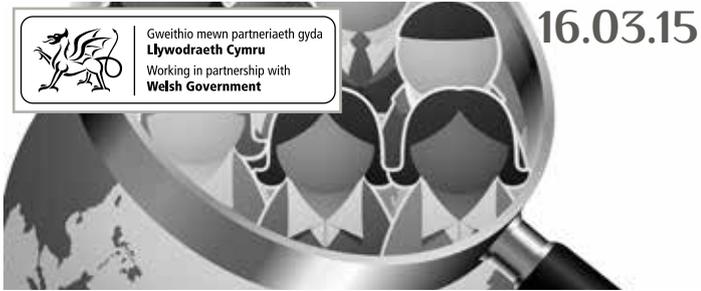
The grand finale for the social programme ends with the 2015 Welsh National Procurement Awards at the grandly decorated City Hall, Cardiff on the 20th March. Hosted by Minister for Finance and Government Business, Jane Hutt, these Awards will celebrate achievements in Wales, in Public Procurement, Public Delivery and Tendering. For more information please see: www.welshprocurementawards.org.uk

For more information about our social programme, please visit our dedicated website:

www.procurementweek.org.uk



PROCUREMENT WEEK 2015 PROGRAMME AT A GLANCE...



RECRUIT, TRAIN & RETAIN - HOSTED BY THE CREATIVE PROCUREMENT FORUM (CPF)

ABOUT THE DAY (10.30AM TO 5.00PM):

Bangor University's Institute for Competition & Procurement Studies (ICPS), Cardiff University's Business School, and the University of South Wales Best Practice Academy (BPP) host a Careers Day!



'GAME CHANGING' EXHIBITION IN PUBLIC SERVICE INNOVATION

ABOUT THE EXHIBITION (9.00AM TO 6.00PM):

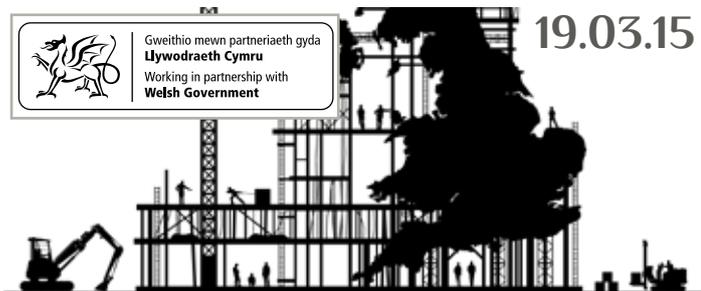
An 'Exhibition in Innovation' is the perfect platform for innovative individuals or leading companies to showcase and trade their designs, products, or services to a national and international audience.



SMART CITIES: PROCURING THE CITIES OF TOMORROW, TODAY!

ABOUT THE DAY (9.30AM TO 5.00PM):

This day will focus on public procurement (buying & supplying) practices that have been used to purchase innovative, more effective and efficient products/services for some of the world's greatest cities!



ASLEEP AT THE WHEEL? 4.3 BILLION REASONS TO REMAIN AWAKE...

ABOUT THE DAY (8.00AM TO 6.00PM):

Leading experts will assess the practicality of operation of key public procurement principles, offering novel operational strategies that align organisational objectives with the organisation's supply base.



FENCELESS FENCES: RE-DRAFTING THE BOUNDARIES OF PROCUREMENT INNOVATION

ABOUT THE DAY (9.30AM TO 4.00PM):

What's new? What's better? What's faster? Ultimately, what new public/private procurement initiatives are going to make the life of the typical citizen better!

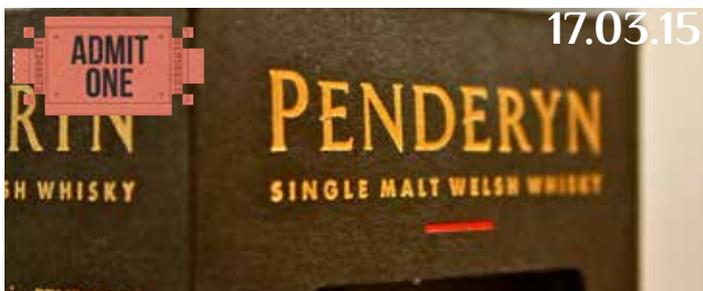
PROCUREMENT WEEK 2015 OUR SOCIAL PROGRAMME...



PROCUREMENT WEEK 2015 CHARITY DINNER

ST DAVID'S HOTEL & SPA (6.30PM TO 11.00PM):

The Annual PW Charity Dinner is held each year as a pre-event to Procurement Week. During the dinner a VIP will deliver a compelling talk on a topic of national & international interest.



PENDERYN, A TASTE OF WALES

ST DAVID'S HOTEL & SPA (6.30PM TO 8.00PM):

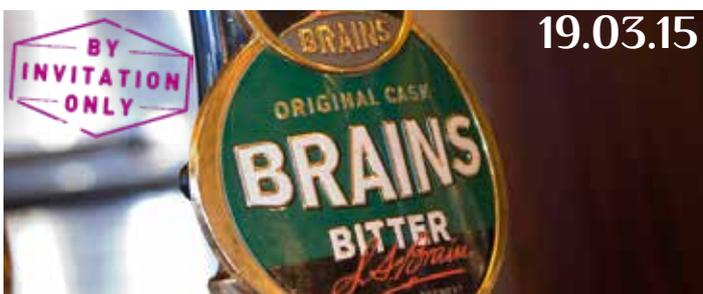
The Institute is proud to offer delegates and their guests a unique opportunity to enjoy a refined evening, exploring the superb range of tastes from Wales' premier Welsh Whisky Company.



PROCUREMENT WEEK 2015 INTERNATIONAL DINNER

CARDIFF CASTLE (7.30PM TO 11.00PM):

Leaders from 25 countries and the Mayor of Cardiff City will attend the Inaugural International Dinner. Hosted by ICPS, in partnership with China's University of Political Science & Law (CUPL).



'PUB TALK!' - CARDIFF CITY CENTRE

BILL'S RESTAURANT (7.30PM TO 11.00PM):

Originally built in the late 1800s, Wyndham Arcade, a Grade II listed building, is home to Bill's restaurant, our chosen venue for the evening!



WELSH NATIONAL PROCUREMENT AWARDS 2015

CITY HALL, CARDIFF (6.30PM TO MIDNIGHT):

Welsh Minister for Finance and Government Business, Jane Hutt AM, hosts the Welsh National Procurement Awards 2015 at Cardiff's magnificent City Hall. For more information see:

www.welshprocurementawards.org.uk

 NOTE: This is a ticketed event. Tickets are limited and can be bought online at www.procurementweek.org.uk



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PROCUREMENT WEEK 2015 CHARITY DINNER

Supporting the Start-Up Generation...

As part of the Procurement Week 2015 programme the Institute for Competition and Procurement Studies, its partners and sponsors will host the Annual Procurement Week Charity Dinner, which will be held at the stunning St David's Hotel & Spa on the 16th March 2015 at 7.30pm.

During the Dinner a VIP will deliver a compelling talk on a topic of national and international interest.

At just £49.50 per ticket, the Charity Dinner will begin with a Reception and will be followed by a 3-course dinner.

The event is intended to go some way towards providing the financial support

and networks needed to help Wales' entrepreneurs grow.

We recognise that start-up companies face many barriers that inhibit their growth and hamper their potential. The barriers that surround procurement often require a great deal of patience and perseverance.

History tells us that start-ups tend to have less opportunities to access these lucrative markets - a lack of information on existing opportunities, complicated procedures, and the bureaucratic minefield linked to bidding for opportunities are often the reasons cited.

The Annual Procurement Week Charity Dinner will attract a host of local business

leaders, politicians, professionals and young entrepreneurs all mingling to create an engaging and thought provoking atmosphere.

If you or your organisation would like to support the evening either as a participant or sponsor, we would love for you to join us and help make a huge difference to this fantastic cause - 'Supporting the Start-Up Generation'.

Further details about the evening are available on our dedicated 2015 Procurement Week website:

www.procurementweek.org.uk
icps@bangor.ac.uk

PROCUREMENT WEEK 2015

THE SKY'S THE LIMIT.....

..... SO RAISE THE BAR!

Mair Barron, CPS Group (UK) Ltd

For the last 20 years, I have recruited professionals across the corporate spectrum and in 2004, an opportunity arose to enter unknown territory, to help spearhead a dedicated recruitment service for the Procurement profession. I recall being fascinated at the time and I was eager to understand the new world I was soon to become immersed in.

Here I am 11 years later, Business Development Director for CPS Group, still focussing on recruiting into the Procurement Industry and sharing some of my thoughts and observations to an audience of eminent Procurement professionals. It didn't strike me at the start as being the most dynamic career but I soon realised I could not have been more wrong and now understand that this is one of the most exciting and rewarding career paths. After all, how many careers offer such a diverse pathway which can include the opportunity to affect a company's overall strategy and receive recognition from the CEO for the added value you bring?

At CPS Group we recognise that the profession has seen a shift from what was deemed to be a reactive career to what has now become a more strategic pro-active contribution.

Of course, this can also pose its own challenges as stepping up successfully from an operational role to setting strategies is not easy. Furthermore, being asked by your manager to create a category strategy provides a great opportunity to showcase your ability and elevate your value in any business.

But what comes next?

You may be asked to communicate the strategy and influence senior stakeholders to gain their buy-in. So what's the solution?

In my view, there needs to be an investment and commitment from both parties. The employer needs to invest in a robust training programme to upskill the employee and ideally to engage a short to mid term mentor and the employee needs to be pushing for more involvement with the business and embracing any training programme available. Influencing the whole value chain, not just through cost reduction but also in creating overall efficiencies, is what current day Procurement is all about. Involving yourself in complex projects will propel your career.

However, the competition for securing your next career move has never been more challenging. You will need to stand out from the crowd at interview and provide evidence of non technical competencies which include initiative, analytical skills, innovation, creativity, strategic decision making and articulate communication. Employers are looking for you to evidence commercial awareness and gravitas in equal measure too.

Career opportunities in the profession are growing, particularly in the areas of Supplier Relationship Management and Contract Award. The days of 'let and forget' following a contract award have truly gone in the wake of recent media exposure to high profile organisations not implementing robust measures to manage suppliers. Additionally, if you are an IT Category Lead, we are starting to see opportunity for your expertise in the area of Enterprise Mobility particularly if the organisation is embarking on a change



management programme.

I will leave you with a thought. I recently asked a client to tell me what he thought was the most exciting element of being a procurement professional. He responded by saying "I don't have to think about this for long, we buy anything from pencils to space ships and contribute to the company's overall vision as part of our daily tasks". I rest my case, this really is a very exciting career.



MAIR BARRON

Business Development Director
CPS Group (UK) Ltd
MBarron@cpsgroupuk.com
www.cpsgroup.com

Mair and the team will be attending Procurement Week 2015 on Day 1 (Recruit, Train and Retain) and Day 2's: 'Game Changing' Exhibition in Innovation - (16th & 17th March, 2015).

DAY 1 (16.3.15) RECRUIT, TRAIN & RETAIN - HOSTED BY THE CREATIVE PROCUREMENT FORUM



"WE WERE DELIGHTED THAT THE EVENT WAS SO SUCCESSFUL, PARTICULARLY AS IT ALLOWED US TO GAIN ACCESS TO, AND NETWORK WITH, SOME PROMINENT AND LEADING INDIVIDUALS. WE WILL CERTAINLY BE COMING BACK IN 2015".

DR. BRIAN CLARKE
Vice President | International University of
Malaya - Wales

Wales' three leading procurement research and teaching centres have come together to form the Creative Procurement Forum (CPF), the three CPF members, Bangor University's Institute for Competition & Procurement Studies (ICPS), Cardiff University's Business School, and the University of South Wales' Best Practice Academy (BPP) will host 'Recruit, Train & Retain', a Careers Day with a difference!

AGENDA

- 10.30am - Welcome to Procurement Week
- 11.10am - Welcome to 'Careers Day', an event hosted by the Creative Procurement Forum
- 5.00pm - Session Close

For more information about the day and evening programme and registration see: www.procurementweek.org.uk

FOR FURTHER ENQUIRIES CONTACT US:

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+44 (0) 1248 382907
icps@bangor.ac.uk



DAY 1 - EVENING (16.3.15)

PROCUREMENT WEEK 2015

CHARITY DINNER

"I WAS QUITE IMPRESSED AT HOW THE EVENT IS GROWING BOTH IN TERMS OF CONTENT & PARTICIPATION. WELL DONE. EVERYTHING ABOUT IT, THE VENUE, FOOD, PRESENTATIONS, WERE ABSOLUTELY FIRST CLASS. MY CONGRATULATIONS TO YOU AND YOUR TEAM!"

FRANK BRUNETTA

Procurement Ombudsman of Canada |
Canadian Government

2014's VIP was Craig Lardner, President, Chartered Institute for Purchasing and Supply (CIPS), who delivered a stunning oration on how procurement can help stem the curse of global slavery.

The Annual Procurement Week Charity Dinner is held each year at the start of the Procurement Week programme. During the dinner an invited VIP will be asked to deliver a compelling talk on a topic of national and international interest.

AGENDA

- 6.30pm - Welcome Reception
- 7.15pm - "Our Global Challenge"
- 8.15pm - Procurement Week Charity Dinner

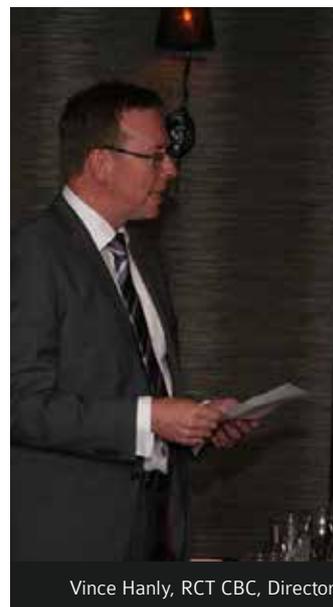
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icps@bangor.ac.uk



PROCUREMENT WEEK 2015

MICROSOFT CITYNEXT: THE ROADMAP TO A SMART FUTURE

Michael Wignall, Microsoft

A little over a year ago we launched CityNext, Microsoft's people-focused future cities initiative, here in the UK. Since then we have seen tremendous success in helping local authorities up and down the country make their communities more liveable and sustainable places in which to live.

CityNext supports a people-centric approach to tackling the growing challenges of making our cities, towns and regions more educated, modern, safer and healthier. It focuses on transforming the work of government employees, supporting better engagement of citizens, and helping to accelerate innovation for local businesses and skills to help develop a 'place' as a whole – and we are already seeing impressive results in places such as Manchester, Glasgow and Norfolk.

What's unique about CityNext is that while it builds on existing investments, it doesn't try to boil the ocean. Many government agencies around the UK are just not ready for a fully integrated, cross-agency collaborative service delivery model, but with CityNext they can deliver real impact for individual services, while having a roadmap for the future.

CityNext is designed to address the traditional government functions (council administration, health, education, public safety) while also encompassing transportation, power and utilities, buildings

and infrastructure, and tourism and culture. Microsoft has the breadth of technology and the existing footprint across all of these areas to act as the perfect platform to bring services together.

Microsoft developed CityNext to help government agencies to leverage the existing Microsoft software and services that most such organisations already have, and to then utilise them with local SME partners to deliver real impact to both their citizens and the local economy.

In the year since launch 80 Microsoft partners have registered with the program delivering over 300 unique solutions to meet future city needs today. I've had the privilege of working with many of these partners in the past year and seen the impact they can have on their communities. Shaping Cloud is a great example of a small Manchester based company who built an application called "SmartAir" which acts as a City Dashboard and Open Data solution for Manchester City Council, taking an "Internet of Things" approach and collating sensor data on emissions from across the city. This helps citizens better understand the environment they live in.

In every conversation I have with local authority leaders, the need to do both more with less is of pressing concern. I believe that technology has the transformational power to meet these challenges, and that CityNext



will both underpin that transformation and open up new opportunities for cities and businesses alike. In short, it has been an exciting first year for CityNext in the UK and the momentum is building – and I look forward to sharing future success stories with you.



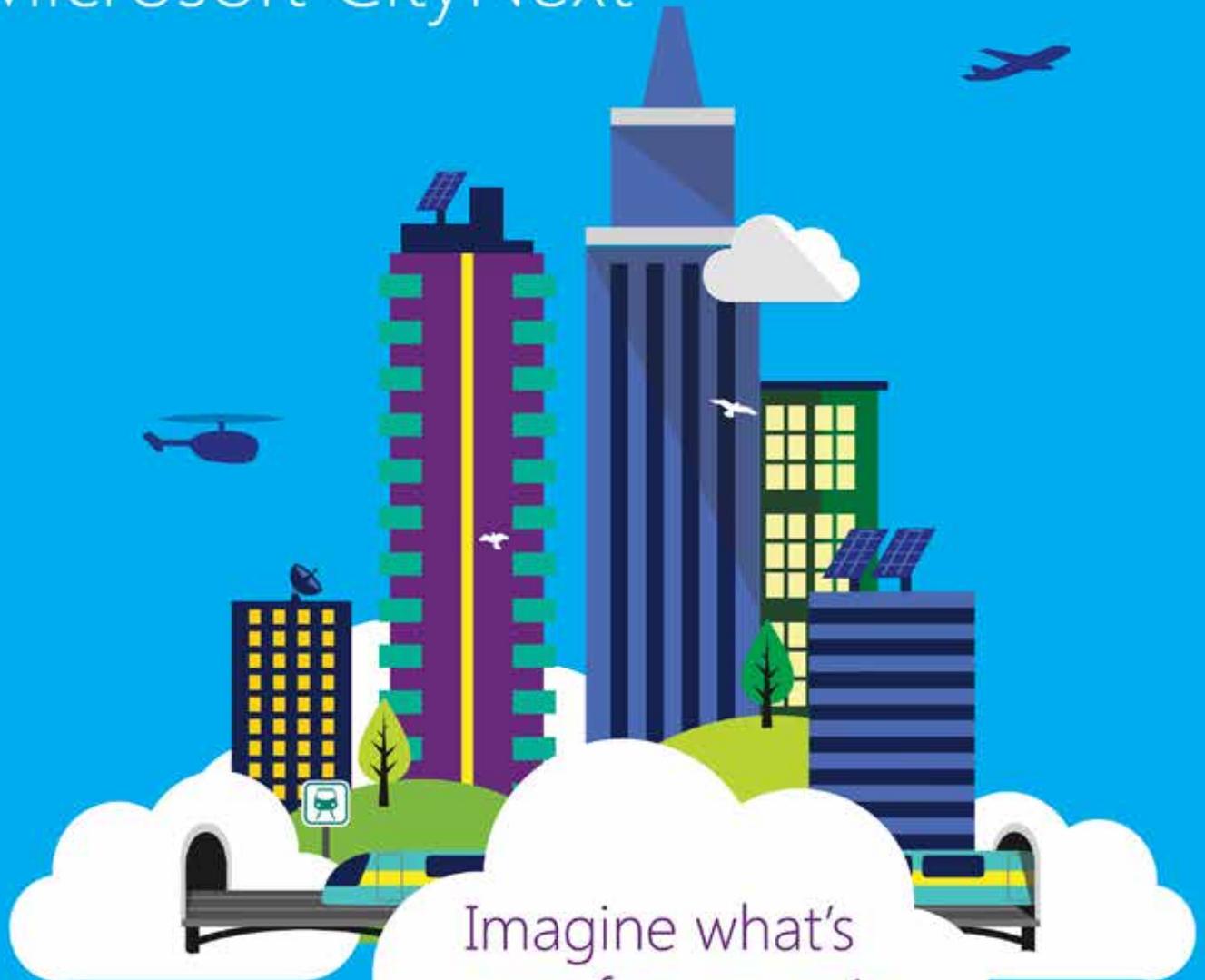
MICHAEL WIGNALL

Microsoft,
UK Government Industry Manager and Cities Lead,
Michael.Wignall@microsoft.com
www.microsoft.com/citynext

Michael and the team will be attending Procurement Week 2015 on Day 2 ('Game Changing' Exhibition in Public Service Innovation) and Day 3's Smart Cities - (17th & 18th March, 2015).

"Microsoft is pleased to be a Supporting Partner for Procurement Week 2015. We are looking forward to discussing Smart Cities with broad audience of procurement professionals and will be presenting some innovative ideas and case studies with Microsoft CityNext." **Michael Wignall, Government Industry Manager and Cities Lead, Microsoft UK**

Microsoft CityNext



Imagine what's
next for your city.

Today's cities look to do "NEW with less" by creating more sustainable, prosperous, and economically competitive places to live with Microsoft CityNext solutions.



DAY 2 (17.3.15) 'GAME CHANGING' EXHIBITION IN PUBLIC SERVICE INNOVATION



Sell2Wales, Wales' Public Procurement Portal, www.sell2wales.gov.uk

The 'Game Changing Exhibition In Public Service Innovation' is the perfect platform for innovative individuals or leading companies to showcase and trade their designs/products/services to a national and international 'buying' audience.

WOULD YOU LIKE TO EXHIBIT? CONTACT US:

BECKY HUGHES
HEAD OF ADMINISTRATION

+44 (0) 1248 382907
icps@bangor.ac.uk

AGENDA

- 9.00am - The Exhibition in Innovation zone will open. Come and meet our national and international innovators as they showcase their new public service ideas, services and products.
- 6.00pm - The Exhibition in Innovation zone will close.
- 6.30pm - Join us at St Davids Hotel for our evening event, 'Penderyn, A Taste of Wales'.

For more information about the day and evening programme and registration see: www.procurementweek.org.uk



Penderyn, A Taste of Wales at St David's Hotel & Spa (see page 13)



Executive Training: Wales' High Performance Start-ups

DAY 3 (18.3.15)

SMART CITIES - PROCURING THE CITIES OF TOMORROW, TODAY!

This day will focus on public procurement (buying and supplying) practices that have been used to purchase innovative, more effective and efficient products/ services for some of the world's greatest cities!

FOR FURTHER ENQUIRIES CONTACT US:

BECKY HUGHES
HEAD OF ADMINISTRATION
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icps@bangor.ac.uk

AGENDA

- 9.30am - 'Civic Welcome', delivered by the Lord Mayor of Cardiff City, Councillor Margaret Jones
- 9.45am - Experts from around the world will spend the day addressing the session topic, 'Smart Cities - Procuring the Cities of Tomorrow, Today!'
- 5.00pm - Session Close
- 7.30pm - Join the Mayor at Cardiff Castle for our evening event, '2015 Procurement Week International Dinner'.

For more information about the day and evening programme and registration see: www.procurementweek.org.uk



Lord Mayor of Cardiff, Councillor Margaret Jones



Anders C. Jessen, European Commission



International Dinner at Cardiff Castle (see page 13)



Prof. Steven Schooner, USA

4th FAPPE Meeting

Sharing Experiences in Public Procurement. 18th March 2015, Cardiff (UK) in collaboration with Bangor University's Institute for Competition & Procurement Studies



FAPPE (Faster Adoption of Public e-Procurement in Europe) is a European network of leading experts who focus on best practice dissemination, awareness, training and coaching of key users.



Who Should Attend?

This event is aimed at Public Organisations (contracting authorities like local and central government bodies, public procurement agencies and public sector training organizations) as well as SME interface Organisations (Chambers of Commerce, SME Associations, Development Agencies) and Economic Operators.

The goal of the session is to share experiences and identify partners for potential public procurement projects and related initiatives.



Meeting and Conference Organisers

The 4th FAPPE Meeting will be held on the 18th March, during Procurement Week 2015, in parallel to an event called 'Smart Cities – Procuring the Cities of Tomorrow, Today!'

The meeting will be held at the breathtaking St David's Hotel & Spa in Cardiff, a leading global event venue right on Cardiff Bay. For more information about Procurement Week please visit www.procurementweek.org.uk.

ICPS Bangor University (UK): The Institute for Competition and Procurement Studies (ICPS) aims: To produce evidence-based world class research, in order to influence the uptake of innovative public procurement policies which remove the barriers to small indigenous suppliers (SISs) engaging efficiently and effectively in the public procurement process'

Digitalflow: Is a Portuguese boutique consulting firm that offers a full range of services to support the implementation of business-to-government processes making use of Electronic Platforms. Digitalflow possesses valuable experience in Public e-Procurement which can be extended and scaled to all European Union member states which are committed to carrying out their procurement and tendering electronically. Digitalflow launched the first FAPPE initiative in Jan 2013.

(Preliminary) Program

09h00/12H00 – (OPEN SESSION) Breakthrough session: How to procure in a smarter way? And, key issues to address when designing a roadmap for Smart Procurement!

13h00/17h30 - Round table topics to be presented (15 min) and discussed by FAPPE participants (only).

How the new Procurement directives will change Public Procurement:

1. Procedures and award criteria
2. Electronic platforms
3. Life Cycle Cost
4. Readiness and awareness

Registration

The FAPPE meeting on Wednesday 18th March 2015 is free of charge. The session includes a lunch buffet and the perfect networking opportunity for participants to network with other international attendees from the Procurement Week 2015 Programme. FAPPE participants are invited to join Procurement Week at the Charity Dinner on the Monday evening (a small fee will apply) and attend/exhibit at an Exhibition in Public Service Innovation on the Tuesday (free of charge).

If you would like to attend the 4th FAPPE Meeting, please fill out the online form here: <http://goo.gl/z30Gv>.

Be sure to REGISTER EARLY AS CAPACITY IS LIMITED!

Event Location: Cardiff, UK (Only 2 hours from London). For more information please visit: <http://www.procurementweek.org.uk/conference.html>

www.digitalflow.pt | digitalflow@digitalflow.pt | +351 225 322 015

PROCUREMENT WEEK 2015

INNOVATION THROUGH PROCUREMENT: ANOTHER MAGIC FORMULA?

Colin M Cram, Marc1 Ltd

Is innovation through procurement just another magic formula that politicians love to have and which civil servants like to feed them? The importance of using public procurement to support economic growth is increasingly asserted by the European Union and the UK government. The new EU Procurement Directive puts emphasis on innovation through procurement. Also, there is an assumption that letting contracts with small to medium enterprises is more likely to deliver innovation than contracts with large companies. So, what is the truth?

Public sector procurement tends to be reactive, reacting to demands on it rather than promoting solutions to problems. For instance, public sector outsourcing tends to be driven by priorities of chief executives, senior officials and ministers. The initiative rarely comes from procurement.

Another issue is that innovations, even if made on the initiative of a procurement organisation, rarely travel well. The former leader of Tameside Council, Roy Oldham, devised a solution to replace street lamp posts, which meant that costs could be reduced by 50% and time from start to finish reduced to 40 minutes – from several weeks. At the time, about £50million a year was spent on street lamps by local government nationally. Oldham's initiative could have saved possibly £20-25million a year nationally. However, the not invented here syndrome kicked in and the excuse of one engineer in another borough was 'wrong type of rock'. Procurement's influence was zero.

The NHS has some wonderful innovations, but transferring them from one hospital to others happens infrequently. A cynic might say that this is because the NHS always knows that if it shouts loud enough it will get more money. However, another reason may be that many

hospitals do not have the capability to take on and implement innovation.

So, what can drive innovation in procurement? The water industry has a target to reduce its total cost of ownership by 18% in 5 years. To achieve this it needs and actively seeks out new suppliers with innovative solutions. Railtrack issues some first rate tender documents with great emphases on safety and innovation. For instance, it will ask bidders to tender against its own solution and then ask them to come up with three alternative and better solutions. This is driven by its business needs.

The Second World War gave a huge boost to innovation in the United States of America. However, the companies that benefited most tended to be the bigger ones, the ones that had the resources to switch to new products or innovate. This illustrates a problem for small to medium sized enterprises. Recent UK governments have advocated that suppliers should be asked to innovate in the tendering phase of the procurement. SMEs mostly do not have the capability to do this. Only the bigger companies can normally do so. So, the relationship between buying through SMEs and securing innovation can be quite tenuous. Even worse, there are many SMEs which do have innovative solutions to procurement requirements, but the procurement documentation is too complex for them and the specifications too restrictive. So, potentially great solutions can be eliminated from the outset. This can sometimes be the fault of procurement, but more often of the budget holder.

Arguably, the greatest innovations in public procurement stem from outsourcing and Private Finance Initiatives, which changed the way certain industries operate, requiring a constructor, financier and service provider to



work together. There has been criticism recently of some of PFIs, but a major problem in letting them was that contracting authorities tended to let them independently, so knowledge on letting them wasn't transferred.

A deterrent to innovation in the UK public sector is the fragmentation of its procurement management – 2000plus procurement operations. Few have the capability for procurement innovation, often struggling to 'get by'. A coherent structure for public sector procurement will be necessary to overcome this, but which politician will have the courage to try to implement one?

So, in conclusion, innovation through procurement does occur and there are some wonderful examples. However, what really drives innovation is the business need. Given the Cabinet Office's role in boosting the commercial capability of senior public sector staff, we can assume that there will be increased expectations on procurement, which will have to react accordingly. However, a real innovation driver would be for politicians to impose the sort of cuts the regulators are imposing on the utility companies? A further 18% by 2019 would concentrate minds.

COLIN M CRAM FCIPS
Managing Director,
Marc1 Ltd,
www.marc1ltd.com

DAY 4 (19.3.15)

ASLEEP AT THE WHEEL? 4.3 BILLION REASONS TO REMAIN AWAKE...



Leading experts will be invited to test the principles of procurement, offering novel operational strategies that align organisational objectives with the organisation's supply base!

AGENDA

- 8.00am - Business Breakfast: 'Complying with the 'E' in the new EU Directives'
- 9.30am - 'Ministerial Welcome', delivered by Jane Hutt, The Welsh Government's Minister for Finance and Government Business.
- 9.45am - Global experts will spend the day addressing the session topic, 'Asleep at the Wheel? 4.3 Billion Reasons to Stay Awake...'
- 6.00pm - Session Close
- 7.30pm - Join us at Bill's Restaurant for our evening event, 'Pub Talk!'.

For more information about the day and evening programme and registration see: www.procurementweek.org.uk

FOR FURTHER ENQUIRIES CONTACT US:

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icps@bangor.ac.uk



DAY 5 (20.3.15)

FENCELESS FENCES: RE-DRAFTING THE BOUNDARIES OF PROCUREMENT INNOVATION



Gweithio mewn partneriaeth gyda
Llywodraeth Cymru
Working in partnership with
Welsh Government

"PROCUREMENT WEEK 2014 WAS FANTASTIC FROM OUR POINT OF VIEW. A GREAT PLACE TO NETWORK AND DO BUSINESS".

STEVEN MASON
Director | BCC IT

Dr. Albert Sanchez Graells, Spain (left) & Prof. Steven Schooner, USA (right)

What's new? What's better? What's faster? Ultimately, what new public/private procurement initiative is going to make the life of a typical citizen better!

FOR FURTHER ENQUIRIES CONTACT US:

BECKY HUGHES
HEAD OF ADMINISTRATION
+44 (0) 1248 382907
icps@bangor.ac.uk

AGENDA

- 9.30am - Welcome
- 9.45am - Global experts will spend the day addressing the session topic, 'Fenceless Fences: Re-drafting the Boundaries of Procurement Innovation'
- 4.00pm - Session Close
- 6.30pm - Join us at City Hall, for our evening event, 'Welsh National Procurement Awards 2015'. See overleaf.

For more information about the day and evening programme and registration see: www.procurementweek.org.uk.



Prof. Geo Quinot, South Africa



Delegates attending Procurement Week 2014

PROCUREMENT WEEK 2015

DEVELOPING COUNTRIES, INNOVATIVE PROCUREMENT STRATEGIES & CHALLENGES

Caroline Nicholas, UNCITRAL

At a recent lecture at the LSE called “Formality Bias: the habits holding Africa back”, Dayo Olopade, Nigerian-American journalist and author, explored some ingenious workarounds that are driving regional progress in Africa.

They included: a data mapping application called Ushahidi (Swahili for witness) that allowed Kenyans that witnessed violence to report its location, to allow for order to be restored and relief services to be provided; informal public transport provision using mutatus and other small vehicles; Dahabshill money transfer services to Somalia (and the better-known M-Pesa); the construction of toilet and showering facilities using a biodigester in Gatwekera (Kenya), to replace the traditional “flying toilet” (– description available for the robust on Google).

Olopade noted that many of these schemes had grown out of (often justified) distrust in formal institutions and governments, and necessity had indeed been the mother of invention.

These examples show that the potential for enormous innovation is present. The toilet facility example involved a charge of a few pennies per use, and the biogas it provides powers a community centre as well as shower facilities for 400 residents.

A community of practice under the World Bank’s Global Forum on Law, Justice and Development exchanges information on harnessing these services. The essence is that public authorities take over, organize and regulate essential public services or access to infrastructure that have hitherto been provided, at their own initiative, by small private operators, and can operate

them as PPPs or using traditional public sector procurement techniques. Examples include providing waste water in Lome and transport services in Brazil. The key is to maximise the quality and efficiency of the services for the benefit of the users, without losing the entrepreneurship and innovation that the initial operators demonstrate.

One potential answer to this question may be found in the Brazilian Social Organizations model that was analyzed by Justice Alfredo Attié in his presentation.

Indeed, Brazil, as he underlined, has two different kinds of statutory laws on PPPs.

- The first is dedicated to “classical” PPPs used to build and manage important public infrastructures.
- The second intends to favour the participation of civil society in the administration of public services through the creation of social organizations of public interest.

Thousands of such organizations have been created since the adoption of the federal and local statutes that constitute the ground for this model and, as Justice Attié pointed out, their creation went along with investments in alternative means of transportation, school buses for poor communities and public transportation for persons with disabilities. In other words, one way to develop and to adequately manage PPPs with SPOs in a development perspective may be, in contexts such as the Brazilian one, the creation of an appropriate legal enabling environment.

One solution is the PPP, which effectively contracts out the design to meet an identified need to the private sector. However, rules on these are very heavy. Allowing output



specifications can achieve similar results in traditional procurement.

The World Bank’s Doing Business indicators are predicated on the notion that economic activity requires good rules and regulations that are efficient, accessible to all who need to use them and simple to implement” (World Bank, 2014). Hence some indicators give a higher score for more regulation (eg transparency measures) and others for simplified regulations (such as a one-stop shop for business start-up formalities) (ibid).

This is, in fact, a reflection of a main challenge that many procurement policy-makers are grappling with in the West: how can we innovate in procurement (provision of public services is what procurement is for) while still requiring competition, objectivity, transparency etc in our procurement systems? What can we learn from these developing country experiences? How can we (the procurement community) share our experience of policy-making so that we don’t strangle innovation with procurement red tape?

The EU requires the use of its Common Procurement Vocabulary (CPV, adopted by Regulation (EC) No. 213/2008), to standardise specifications and other elements of descriptions of what is to be procured. The UN operates a similar scheme – the

United Nations Standard Products and Services Code ("UNSPSC"). These tools are designed to establish "a shared and common understanding of a product domain" (Leukel and Maniatopoulos, 2005)

There is scope for the Bank to move further toward using country systems, on an incremental basis, in line with the approach adopted by global partners, taking into account its own risk assessments, country counterpart views, agency capabilities, and the views of the private sector.

There is a need to consider how assurance could be provided that there would be no change to the Bank's legal remedies and no change in existing rights and obligations concerning fraud and corruption.

Disconnect in two surveys – health care and protective textiles. They both cite procurement procedures as barriers to innovation - One of the main barriers to

innovation in procurement is that there is a "disconnect" between what is required by the end-users of a product and what is being developed by research organisations and suppliers in relation to such products. No-one sitting behind a desk in Nairobi would have been able to design the specifications for the massive cylindrical biodigester that composts the output of a fleet of built-in toilets.

Another barrier to procuring innovation that has been identified by procurers is that public sector organisations have an aversion to risk.

A lack of knowledge about how to procure innovative solutions within the EU legal framework, coupled with an increasingly litigious marketplace means that procurers are tempted to stick with products and processes that they know and understand.

So should we be looking more at the social partnerships model?

CAROLINE NICHOLAS

Senior Legal Officer
International Trade Law Division,

United Nations Office of Legal Affairs
- the Secretariat of the United Nations
Commission on International Trade Law
(UNCITRAL)

caroline.nicholas@uncitral.org

Caroline will be attending Procurement Week 2015 on Day 4 (Asleep at the Wheel) and Day 5's (Fenceless Fences) - (19th & 20th March, 2015).

"BCC IT are thrilled to be part of Procurement Week 2015. As a leading supporter and exhibitor, we are looking forward to meeting other national and international exhibitors"

Steven Mason, Director, BCC IT

Why Worry About Your IT?

If you're running or managing a business in Wales, your time should not be spent worrying about your IT network or infrastructure.

Your valuable time is often torn between growing your business, managing employees, accounting, as well as the other day-to-day stresses. You shouldn't be worrying about downtime and other IT related concerns.

Funding and resourcing your own IT department can be extremely time-consuming and costly and you're unlikely to find all the expertise to cover your requirements.

This is where we often step in, acting as an entire outsourced IT department at a fraction of the cost. Plus you get all the benefits of ongoing, pro-active support from a leading Wales based IT services company.

If you're looking to outsource some or all of your IT functions to a trusted partner then please get in touch.

☎ 01239 710823
✉ enquiries@bccit.co.uk
🐦 @bccit



WELSH NATIONAL (20.3.15) PROCUREMENT AWARDS 2015 CITY HALL, CARDIFF, UK



ICPS

INSTITUTE FOR
COMPETITION AND
PROCUREMENT
STUDIES



Gweithio mewn partneriaeth gyda
Llywodraeth Cymru
Working in partnership with
Welsh Government

“THE VENUE, THE FOOD, THE
PRESENTATIONS & THE COMPANY
WAS ABSOLUTELY FIRST CLASS”.

GARETH COLES

Public Service Delivery Officer | WCVA



The Welsh National Procurement Awards 2014, City Hall, Cardiff, UK

On the 20th March 2015 the Welsh National Procurement Awards will take place at the magnificent City Hall, Cardiff.

SCHEDULE

- 6th February 2015 - Online Submission Deadline
- 20th March 2015 - Welsh National Procurement Awards 2015 Ceremony, City Hall, Cardiff, UK

FOR FURTHER INFORMATION RELATING TO THE 2015
WELSH NATIONAL PROCUREMENT AWARDS PLEASE
VISIT:

WWW.WELSHPROCUREMENTAWARDS.ORG.UK



2014 Award Winner, Gemma Ellis,
Rhondda Cynon Taff CBC

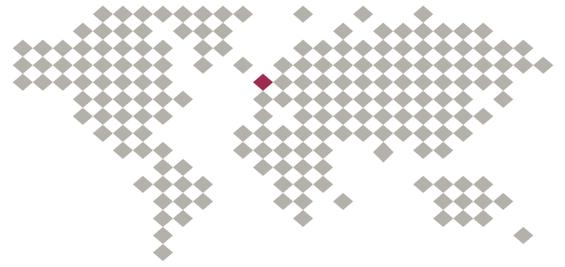


Wynne Evans, Welsh Icon (left)
Jane Hutt AM, Welsh Government (right)



Stephen Clear, Wales (left)
Martha Andreka, Denmark (right)

PROCUREMENT WEEK COME & VISIT WALES...



GETTING TO WALES & CARDIFF IS EASY!

Wales and Cardiff are closer than you think. We're just a few hours by road, rail or air from most of the UK's main business centres. From London, for example, you can be driving across the Severn Bridge (between England & Wales) in less than three hours – and it's even quicker by train. From the rest of Britain and beyond, there's an excellent choice of roads, flights and ferries.

TRAVELLING TO WALES FROM OUTSIDE THE UK?

Wales is well connected by air and sea. It's easy to get here from overseas, either direct or via one of the UK's major hubs. You can fly to Cardiff from several European cities or cross to North or West Wales by ferry from Ireland. And we're not far from the main London airports.

London Heathrow Airport and London Gatwick Airport are less than three hours from Wales by car, coach or train. Liverpool John Lennon Airport, Manchester Airport and Birmingham Airport are between 3 and 1 hours respectively. Bristol Airport is around an hour and a half from Cardiff by bus and train or 1 hour by car. Cardiff Airport is only 30 mins from the conference venue!

FOR FURTHER INFORMATION ABOUT GETTING TO WALES, PLEASE VISIT: WWW.VISITWALES.COM



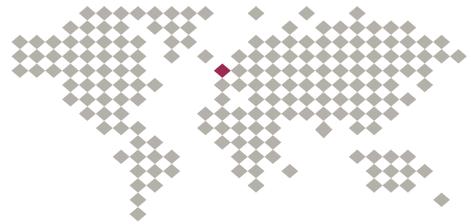
PROCUREMENT WEEK CONFERENCE VENUE

St David's Hotel & Spa, Cardiff, UK

Visit us online at | WWW.THESTDAVIDSHOTEL.COM

ST DAVIDS HOTEL
+44 (0) 29 2045 4045

HAVANNAH ST,
CARDIFF, CF10 5SD
WWW.THESTDAVIDSHOTEL.COM



IMPORTANT

Whether travelling by air, rail or car, the St. David's Hotel & Spa located in Cardiff Bay is easy to reach. The hotel overlooks Cardiff Bay, and many local attractions such as Cardiff Castle and the impressive Millennium Stadium are all within close walking distance.



SOMETHING ELSE? CONTACT US...

DO YOU HAVE AN IDEA YOU
WOULD LIKE TO SHARE WITH
US TO MAKE OUR PROGRAMME
EVEN BETTER?

CONTACT US TODAY...

TWITTER: @ICPS_BANGOR

YOUTUBE: WWW.YOUTUBE.COM/WININTENDING

**LINKEDIN: INSTITUTE-COMPETITION-PROCUREMENT-
STUDIES-4720277**

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