

# STAFFORDSHIRE PROCUREMENT CONFERENCE

## How can the RIEP help you?

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# How do RIEPs work?

- Act as a 'hub' for improvement activity within the region in collaboration with other regional and sub-regional improvement agencies
- Act as a mechanism for sharing best practice and for providing peer review and support within the region
- Focus resources on supporting innovation and efficiency
- Encourage collaboration between councils (don't work in silos!)
- Build capacity within the sector

*A focus for supporting sector led improvement.....*

# WM RIEP Vision and Strategic Objectives

## Vision

“A rapidly improving and high-performing Region which actively engages all partners in developing innovative, highly efficient and excellent services.”



## WM RIES objectives

### Leadership

Create a climate focused on continuous improvement underpinned by strong sectoral leadership

### Improvement

Supporting all authorities to improve and to address under-performance

### LAAs

Helping authorities to meet the challenges of locality working and CAA, and to achieve key LAA and MAA outcomes

### Efficiency

Supporting authorities to achieve their very stretching efficiency and financial targets

# Our Delivery Model - Workstreams

## 5 Cross Cutting workstreams;

- People and leadership
- Performance improvement
- LAA Support
- Efficiency and Procurement
- Process Improvement/Transformation

## 2 Key Service Focuses

- Adult Social Care
- Children's Services

Relationship management approach with Individual Councils/Partnerships



# How Do We See the Future?

- Huge pressure on public spending.....
- At a time of growing local needs
- Need to accelerate the pace of delivery change
- Greater focus on innovation and transformation
- Requiring new skills and better use of existing skills



# How the RIEP Approach is Developing

Councils	Partnerships
<b>Improvement</b> <ul style="list-style-type: none"><li>• corporate management</li><li>• leadership/performance</li><li>• adults and children</li></ul>	<b>Improvement</b> <ul style="list-style-type: none"><li>• leadership development</li><li>• partnership working</li><li>• delivery planning</li></ul>
<b>Efficiency</b> <ul style="list-style-type: none"><li>• corporate procurement</li><li>• big ticket spend</li><li>• transformation/BPI/ shared services</li></ul>	<b>Efficiency</b> <ul style="list-style-type: none"><li>• Total public spend</li><li>• strategic commissioning</li><li>• transformation in a partnership setting</li></ul>

# Our Efficiency and Procurement Approach

- Focus on big spend areas
- Focus on collaborative approaches and shared learning
- Directed towards delivering clear outcomes
- Close links with transformation/process improvement

**‘Simplify/Standardise/Share’**



# Key Elements of the Procurement Approach

- Corporate Procurement
- Big Ticket Areas
  - Highways
  - Waste
  - Construction
- Commissioning
  - Children/Adults



# Corporate Procurement

(09/10 Target – to support c£1m efficiencies per month)

## HUB

- Framework for sharing contracts 300+
- Information on best deals/ Shared knowledge

## Collaborative Procurement

- Working together to achieve savings in key categories
- eg insurance (£1.7m plus for seven districts)

## Systems and Processes

- E-auctions - Home to School Transport (£2.5m so far, £400k this month)

## Capacity Building

- Training. Projects. Procurement Reviews

## Sustainable Procurement and Climate Change

- Local supplier mapping and regional food declaration



# Major Spend Categories – Overview

## Highways

- West Midlands Highway Alliance (asset management, procurement, standardisation and sustainability)
- Initial pilot programme (patching, salt, sustainability, asset management, business transformation and frameworks)

## Construction

- Regional Construction framework (led by Worcestershire)
- Pilot Asset Management programme (led by Staffordshire)
- West Midlands Property Alliance (September 2009)

## Waste

- West Midlands Waste Alliance – 14 projects in collaborative disposal, recycling and collection
- Recycling – Mapping and renegotiating existing deals (where possible) for up to circa 1 million tonnes of materials
- Collection – Supporting District Councils share services and procure smartly

**Commissioning** Children's Placements/ Fair Cost Calculator - ALD

# Only a flavour of key areas of work and support available .....

- Moving into a world of huge pressures
- Need for radical questioning of activities towards delivering clear outcomes
- Strategic commissioning, transformation skills - linked to procurement skills – vital
- Making better use not just of individual authority spend, but all local spend will be critical



# How to Access the RIEP .....

- Our Website
- Key Contacts
  - Jonathan Jones/Carly Haswell – corporate procurement
  - Keith Gordon – RM for Staffordshire
- My Advice
  - Talk to us!
  - It's about working together – not always money
  - We'll always help where we can/signpost etc



***Thank You,***

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