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Two Teams, One Goal

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Background

- Procurement is becoming increasingly complex
- EU Procurement is increasingly litigious
- Getting it wrong can be costly, both financially and reputationally

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Background

- Smaller Authorities cannot always afford to employ specialist procurement staff
- However, they need to procure goods, works and services compliantly, whilst achieving value for money
- We all need to find new ways of working in order to afford the future

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The Game Plan

- Both parties want to collaborate
- We recognise the benefits to both of us
- The County Council has a specialist, award-winning procurement team
- Collaboration does not only mean joint contracting

We agreed the game plan

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The Game Plan

- We agreed a “three pronged” attack:
 - A Procurement health check of South Staffordshire’s procurement processes
 - Ongoing training, in conjunction with Staffordshire’s procurement team for South Staffordshire’s managers and staff involved in Procurement

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The Game Plan

- Access to our contracts, procurement documentation and Staffordshire Procurement becoming South Staffordshire's procurement team for all EU Procurements
- We agreed an initial period of 12 months from June 2010, followed by a review
- Staffordshire is charging staff time at a marginal cost – its about us both profiting – not making a profit!

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The Match

- We have only just begun!
- We have held a training event for Service Managers at South Staffordshire
- Next steps are:
 - the Procurement health check
 - ongoing training

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The Match

- Timetabling of South Staffordshire's EU Tenders into Staffordshire Procurement's work programme

We are collaborating and sharing, to the benefit of both parties

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Two Teams, One Goal

- What is the goal?
- It is to share our expertise in order to keep South Staffordshire EU compliant, whilst helping them achieve value for money and cash savings
- Staffordshire Procurement staff will get valuable experience of negotiating “new contracts” e.g. refuse disposal

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Two Teams, One Goal

- We can both learn from each other
- The match continues
- We all work for the citizens of Staffordshire
- Who else wants to join us on our exciting journey?

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Summary

- Collaboration takes many forms
- It's a partnership not a takeover
- What's so bad about sharing?
- We are not in competition with each other
- To survive we need to be innovative and creative

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Summary

- We cannot be precious about form and function
- We all face the same difficult challenges
- We're all in this together
- Let's talk!
- Because.....

United Strength is Stronger

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Questions?

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