

We're better off together

John Lang
Development Director

**buying
solutions**



Who we are

Cabinet Office



Efficiency Reform Group



OGC



Buying Solutions



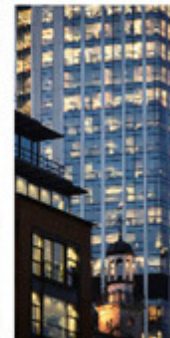
Our role

To consistently deliver best value by making it easier for our customers to procure *more* for *less* through world class aggregated procurement.



What we do

- Framework agreements
- Managed Services
- MOUs
- Tailored Procurement Services





Some key facts

- **£900** million savings for customers in 2009/10
- The UK's biggest public sector energy buyer
- New IT framework will continue track record for savings
- The largest group of mobile phone customers in the world
- Recent eAuctions savings of up to **45%**
- At the heart of critical national infrastructure
- Helping to cut CO² emissions by 1 million tonnes per year



Benefits of aggregation

- **Save money** – average saving of **10%**
- **Fast access** – pre-tendered frameworks
- **Trusted** – CIPS accredited, excellent track record
- **Reduced risk** – from legal challenges, non-compliance
- **Choice** – over **1,500** suppliers, different levels of service
- **Sustainable** – over **1,000** products ‘green ticked’



Pre-tendered framework agreements

Average tender exercise takes **77**days

Robust terms and conditions specified

Suppliers evaluated on economically advantageous tenders including:

- **Price**
- **Quality**
- **Capacity**
- **Track record**

Aggregation of demand means competitive prices

Compliant with EU legislation

Supplier management

Prices monitored and benchmarked



our categories

ICT



property services



office solutions



professional services



payment systems



travel & fleet



eCommerce



energy



buying solutions



New and developing frameworks

- Fleet services
- Vehicle hire
- Insurance
- Telecare

Aggregated eAuctions

Using eAuctions and framework agreements for major savings

- **12** organisations joining forces for a Mobile voice and data eAuction
- **36%** savings - **£965,000**
- North Yorkshire County Council, district councils and National Parks joining forces for a mobile phone eAuction
- **30%** savings - **£240,000**





Accelerated eAuction programme for 2010-11

Responding to the immediate need for greater aggregation

- Mobiles 26 July 2010
- IT hardware 28 July 2010
- Stationery 29 July 2010



Working together works

together we can deliver
more for less

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www.buyingsolutions.gov.uk