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ICT
Procurement



What is Buying Solutions?

- **Buying Solutions is the national procurement partner for UK public services**
- **We are an Executive Agency in HM Treasury**
- **We enable organisations to deliver improved value for money in their commercial activities, and provide expertise and professional support to our customers**

Our approach to procurement

- **category management** - a proven approach to effective Purchasing which provides a structured, objective method to analysing and meeting the needs of the organisation
- **Buying Solutions has seven categories:**

ICT

Energy

Property and Office Solutions

Professional Services

Payment Solutions

Travel

eCommerce

Saving you time and money

- **From pre-tendered, EU-compliant framework agreements to outsourcing services**
- **Easy access to over 1000 approved suppliers**
- **Benchmarked products and services**
- **Highly-skilled and experienced support provided**
- **eProcurement Solutions – Zanzibar, eSourcing, payment cards**
- **CIPs certification**

Collaborative procurement

- **Closely aligned with OGC to support the delivery of the Transforming Government Procurement strategy and the OEP review**
- **Sponsoring and supporting collaborative pilots in central government**
- **Delivering some of the best OGC endorsed pan-government deals**
- **Developing and delivering our products and services in consultation with colleagues across the public sector**
- **Working collaboratively with other PBOs**



Collaborative Procurement

Working with customers achieved savings of:

£732 million in 2008/09

Taking collaborative procurement further

- **Transfer of NHS PASA commodity framework agreements**
£1 billion value
more than 600 additional suppliers
- **Working in different ways to:**
provide flexible, tailored solutions
deliver increased savings
support government's sustainability agenda

How collaboration leads to savings

- **Sharing ideas and information helps innovation**
- **Aggregating spend helps to get the best deals**
- **Sharing expertise and knowledge ensures fitness for purpose and compliance**
- **Pooling resource cuts the time and effort needed to conduct OJEU procurements**
- **Supplier management is more focussed**
- **Terms and conditions standardised**

Collaborative successes

Lancashire County Council

- Radical transformation of print procurement
- Estimated efficiency savings of £4.8 million
- Reduction in paper usage
- Reduction in energy

“...Buying Solutions provided us with ongoing support, working closely with my team to ensure the solutions met all our requirements.”

Mike Wood, LCC

Collaborative successes

Ministry of Defence

Groundbreaking furniture service

- **Cut costs - estimated £70 - £80 million annually**
- **Improved efficiency – easier access, MOD staff reassigned**
- **Improved satisfaction**
- **Sustainability criteria met**

“...the new end to end processes are driving the right behaviours, reducing costs and eliminating waste within the supply chain.”

Tom Logan, MoD

Collaborative successes

Denbighshire County Council

Telecom Networks Procurement

- **All Wales collaboration - Value Wales - combined with Buying Solutions framework**
- **Voice rental and calls cost reduction of 30%**
- **Full compliance with Next Generation Networks**

“Value Wales organised the further competition for us then the Buying Solutions comparison model provided high quality information which we used to draw up a ranking.”

Tim Heys, Denbighshire County Council



Working together makes a **BIG** difference

To discuss your needs:

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