

Newham Council Procurement Overview

Heather Cutler
Head of Sourcing

How

- Below £10,000 – demonstrate value for money
- Between £10,000 and £100,000 formal Requests for Quote or Tender
- Over £100,000 formal tender
- Over £156,442, (£3.9m for construction) follow EU process

- **ALL RFQ and tenders are on NECTR – the council's e-tendering system**

Procurement Plan

- Annual plan created early each year
- Augmented during the year for new services
- Includes reminders for renewal of contract
- Current plan has approximately 300 different tender projects
- Published plan only shows those projects most likely to proceed
- Does not necessarily include the low value projects

Category management

- Small teams of buyers deal with particular knowledge of types of goods and services;
- They address;
 - Current best practices in each market
 - Searching for new suppliers
 - Ensuring we understand existing suppliers full capabilities
 - Driving down costs
 - Improving services

Pre Qualification

- Reducing risk to the council and suppliers
- Ensuring those that go forward to formal tender are able to provide the contract needs
- 2 years accounts required but start ups may be addressed
- Looking at risk management methods to help remove PQQ general questions where not adding value

How can you get to work with Newham?

- Make sure you register (for free) on NECTR
- Include as many relevant categories as possible for work, services or goods you are able to supply
- See the guidance on the councils website “Information for Businesses” under “Selling to the council”
- Carefully answer the questions in PQQ and ITT documents
- Please ask questions if something is not clear

EU and Council Regulations

We are bound by regulations not imposed on private industry.

We have to consider at all times:

- Free Trade
- Transparency
- Small Lots
- Community benefits

Our Balancing Act

- We really want to do business with local providers wherever possible – but the process must be transparent and legal
- We must consider the costs of managing contracts – many contracts for the same services increases those costs
- We must try to reduce the costs -yet improve the services provided
- We must work with other boroughs to share good practice and reduce procurement and operational costs
- We want to use innovative ideas from business to reduce costs and improve services – but we must be able to truly compare different forms of innovation and delivery

Any Questions?