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Introduction to the National Procurement Service

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Introduction to the National Procurement Service (NPS)

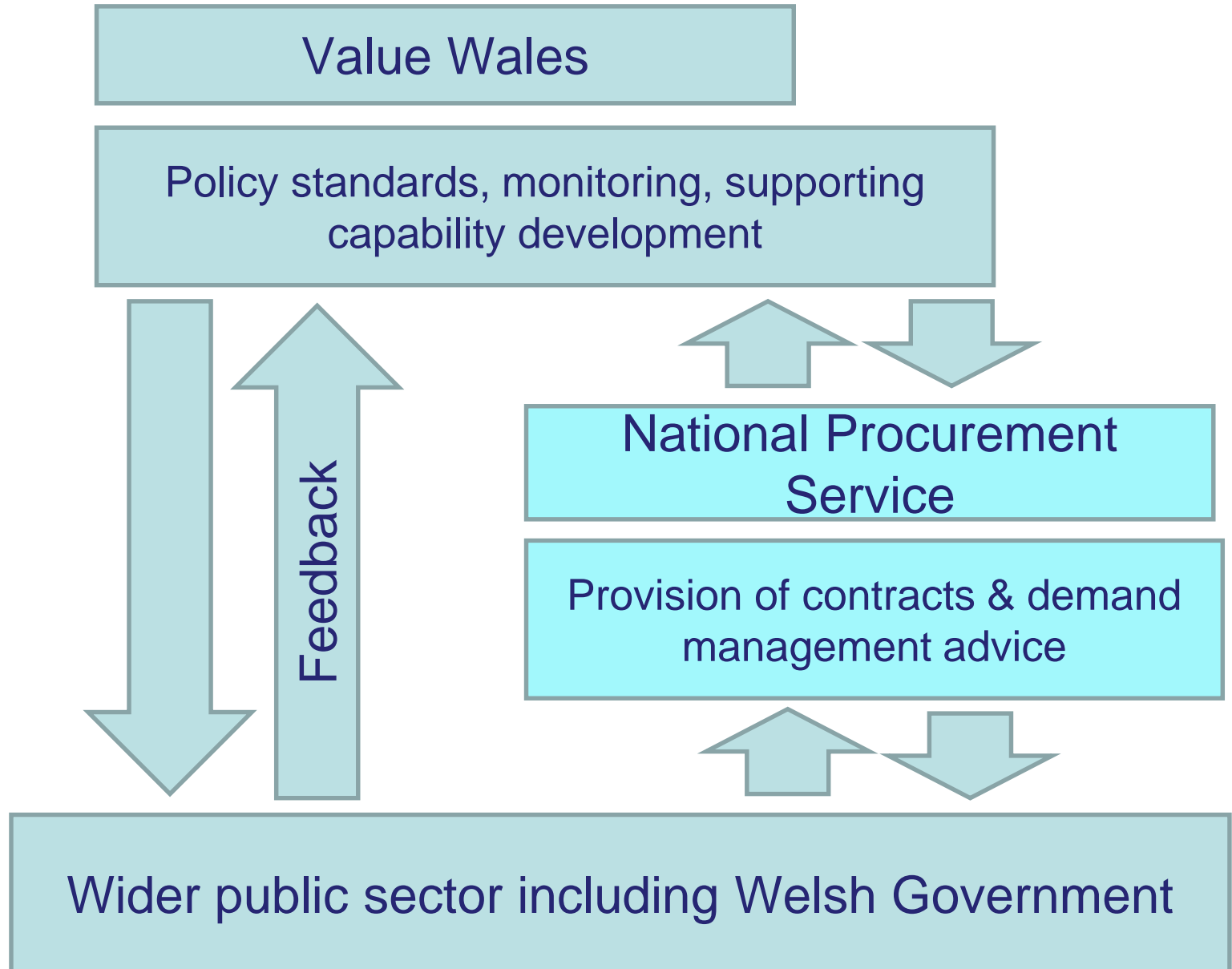
- NPS is a major public service innovation, which aims to reduce expenditure, eliminate duplication and increase efficiency.
- NPS arose following the McClelland Review into Public Sector Procurement in Wales, and has significant Ministerial backing (launched by Jane Hutt and Lesley Griffiths).
- NPS will deliver All Wales contracts and frameworks for Common and Repetitive Spend (CaRS), and make these available to Welsh public sector organisations.
- NPS will enable the Welsh public sector to collaborate more closely in procuring goods and services.
- 73 organisations have signed up – Local Authorities, National Health Service, Welsh Government, Police, Fire, Higher and Further Education.
- Whilst savings are a priority for the NPS overall, promoting local economic regeneration, driving sustainable procurement, improving food safety and nutrition, creating community benefits, and supporting local SME's and supply chains are all key areas for the Food Category.



Introduction to the National Procurement Service (NPS)

- Initial NPS Work Plan has been finalised, in consultation with sector organisations, and will ensure priorities are captured (via NPS Delivery Board).
- NPS will be managed on a category basis, with teams responsible for engaging with the public sector organisations and suppliers.
- Public sector expenditure has been rationalised into the following category teams:
 - ICT
 - Fleet
 - Professional Services
 - Corporate Services
 - People Services
 - Construction & Facilities Management
 - **Food**

NPS and Welsh Public Sector Interaction





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NPS Food Category Scope & Objectives



SCOPE & OBJECTIVES

Provide a comprehensive range of Food, accessible to all sectors

Deliver a Strategy that encompasses all areas of Food and is open to SMEs with the capability and capacity

Align Food Safety & Nutritional Requirements across the whole public sector incorporating the Government's future health strategies and priorities

Capture spend, savings and KPI data, including Welsh tiered supplier spend, thus maximising benefit potential

Consider future Food strategies and align procurement to deliver automation and improved supply chain infrastructure



Increased spend, savings and levy channelled through a flexible framework

Frameworks influence health, the environment and the economy of Wales

Ensure framework performance aligned to WPPS

Ensure framework aligns to WPPS and moves in line with technological advances and industry standards



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NPS Food Category Frameworks & Spend





New approach to delivering the Frameworks

The initial approach divided the requirement for food into 11 categories. The new approach recommends that these are consolidated in to the following 3 frameworks.

Framework 1: Fresh Food and Drink Products	
Fresh Meat (Including Poultry & Eggs)	£ 11,000,000
Bread, Rolls, Cakes & Associated Products	£ 4,000,000
Fresh Fruit & Vegetables	£ 7,300,000
Fresh Milk	£ 7,300,000
Total Value	£ 29,600,000
Framework 2: Packaged Food and Drink Products	
Provisions (Groceries, Provisions and Frozen Foods)	£ 25,500,000
Soft Drinks (Including Water), Crisps Snacks & Confectionary.	£ 13,000,000
Alcoholic Beverages	£ 1,000,000
Total Value	£ 39,500,000
Framework 3: Food and Drink Related Products	
Catering Disposables	£ 800,000
Heavy Canteen Equipment	£ 900,000
Water Coolers and Accessories	£ 150,000
Vending Machines and Stock	£ 400,000
Total Value	£ 2,250,000



New approach to delivering the Frameworks

Advantages

- Standardisation of approach: Buying once for Wales.
- Aligns to the Well Being of Future Generations Act.
- Increased Food Safety through one way of working.
- Optimum opportunity for:
 - Nutritional compliance.
 - Rationalisation of products.
 - Sustainability and product development.
 - Leveraging market interest.
 - Promoting SME/Local suppliers through zoning and joint bidding.
- Economies of scale should drive down prices.
- Efficiencies in running less procurements.
- Faster route to market than running procurements consecutively.
- Less agreements to contract manage.
- A dynamic purchasing system could allow suppliers to join during the term.

Considerations

- A different way of working could lead to resistance to change.
- The level of input needed on evaluation etc. must be managed.

Next Steps

- Incorporate feedback from this document for discussion and produce an options appraisal document.
- Publish a new PIN notice to inform the market.
- Review the lotting structure.
- Undertake a programme of market testing that includes:
 - Three to four supplier engagement days in locations that reflect the zones.
 - Encourage opportunities for joint bidding.



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NPS Food Category Lotting & Zoning





Proposed Lotting & Zoning Structure

Framework 1: Fresh Food and Drink Products

NPS-Food-0068-16: Fresh Food and Beverages Products			
Lot No	Proposed Products in Lot	Zones	Suppliers
1	Supply and distribution of Bread, Rolls, Cakes, Morning Goods	4	3
2	Supply and distribution of Bread and Rolls	4	3
3	Supply and distribution of Cakes and Morning Goods	4	3
4	Supply and distribution of Fresh Meat, Poultry, Fish and Eggs	4	3
5	Supply and distribution of Fresh Meat	4	3
6	Supply and distribution of Fresh Poultry	4	3
7	Supply and distribution of Fresh Fish	4	3
8	Supply and distribution of Eggs	4	3-5
9	Supply and distribution of Fresh and Prepared Fruit, Vegetables and Salad	4	3-5
10	Supply and distribution of Fresh Fruit Vegetables and Salad	4	3-5
11	Supply and distribution of Prepared Fruit Vegetables and Salad	4	3-5
12	Supply and distribution of Fresh Milk and Dairy Products	4	3-5
13	Supply and distribution of Fresh Milk	4	3-5
14	Supply and distribution of Fresh Dairy Products	4	3-5
15	Supply and distribution of Chilled Ready to Eat Foods	4	3-5



Proposed Lotting & Zoning Structure

Framework 2: Packaged Food and Drink Products

NPS-Food-0069-16: Packaged Food and Beverages Products			
Lot No	Proposed Products in Lot	Zones	Suppliers
1	Supply and Distribution of Groceries, Provisions and Frozen Foods	4	3
2	Supply and Distribution of Groceries and Provisions	4	3
3	Supply and Distribution of Frozen Foods	4	3
4	Supply of Soft Drinks, Crisps, Snacks and Confectionery	4	3
5	Supply of Soft and Non-Alcoholic Drinks	4	3
6	Supply of Crisps, Snacks and Confectionery	4	3
7	Supply of Bottled Water	4	3-5
8	Supply of Individual Drinks	4	3
9	Supply of Alcoholic Beverages	4	3-5

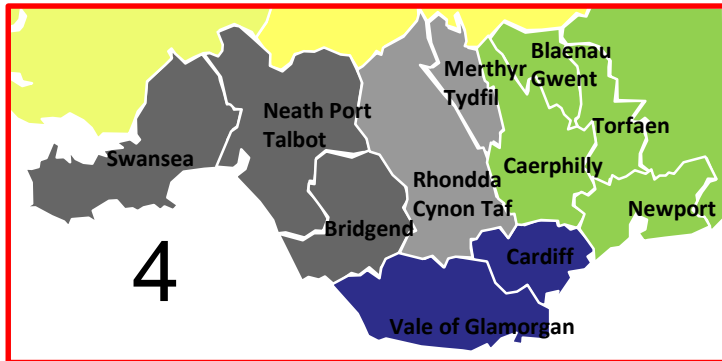
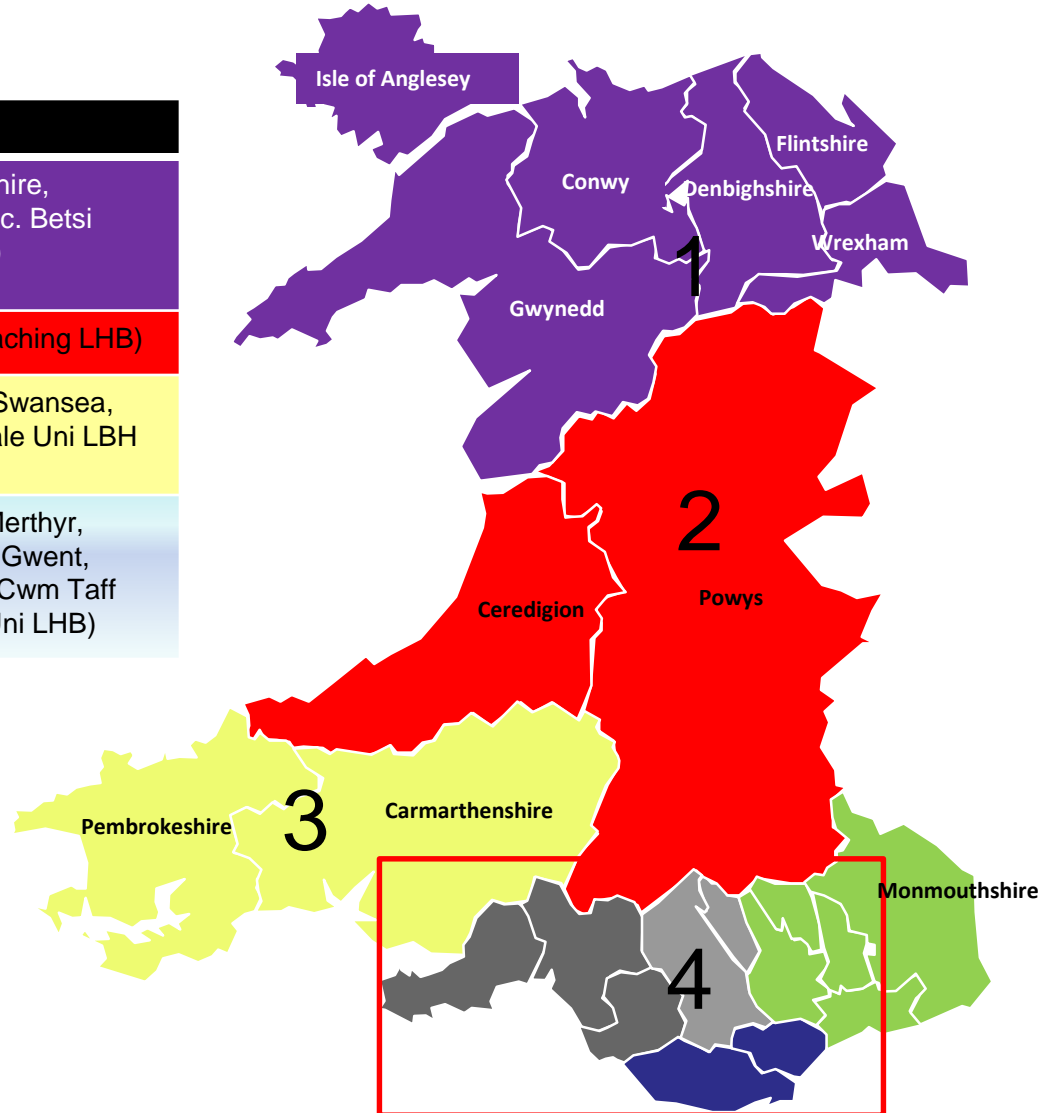
Framework 3: Food and Drink Related Products

NPS-Food-0070-16: Food and Beverages Related Products			
Lot No	Proposed Products in Lot	Zones	Suppliers
1	Catering disposables	4	3
2	Heavy canteen equipment	4	3
3	Water coolers and accessories	4	3
4	Vending Machines and Stock	4	3

Proposed Lotting & Zoning Structure

Proposed four geographical zones

Zone	Location	County Boundaries
Zone 1	North Wales	Conwy, Isle of Anglesey, Denbighshire, Flintshire, Wrexham, Gwynedd (Inc. Betsi Cadwaladr Uni Local Health Board)
Zone 2	Mid Wales	Ceredigion, Powys (Inc. Powys Teaching LHB)
Zone 3	South West Wales	Carmarthenshire, Pembrokeshire, Swansea, Neath-Port Talbot (Inc. Cardiff & Vale Uni LBH & Aneurin Bevan LBH)
Zone 4	South East Wales	Cardiff, Vale of Glamorgan, RCT, Merthyr, Newport, Monmouthshire, Blaenau Gwent, Torfaen, Caerphilly, Bridgend (Inc. Cwm Taff LHB & Abertawe Bro Morgannwg Uni LHB)





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NPS Food Category Timescales & Process





Timescales & Process

Nov 16 – Jan 17	• Market Engagement
Nov 16 – Jan 17	• Stakeholder Engagement
Oct 16 – Dec 16	• Governance
Nov 16 – Jan 17	• Drafting of OJEU Notice and Tender Documents
Feb 17 – Mar 17	• Publish OJEU and Tender Documents
Mar 17 – Apr 17	• Evaluation
May 17	• Notification and Award
June 17	• Framework Implementation and Go Live



Sell2Wales

Selling to the public sector

Sell2Wales is a free online service to help suppliers find information about contracts and opportunities within the Welsh public sector.

- When registered, you can use Sell2Wales to:
 - search for current opportunities
 - receive alerts for new opportunities and RFQ's (requests for quotes)
 - link to other portals as well as Sell2Wales to conduct your tenders
 - use the online post box to submit responses
 - view PIN's (Prior information notices) and future opportunities
 - look up details of previous tenders and contracts
 - seek and respond to sub-contract opportunities
 - find contact information and profiles of public sector bodies
 - search latest procurement news and events
- Register online for free and start using Sell2Wales
 - It's important to get your profile right in order for you to receive the correct notice opportunities and for buyers to know exactly what services you provide and where you are willing to provide these.



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