

BLC's Procurement Act Webinar for Suppliers

*What does the Procurement
Act mean for you?*

1st August 2024



Procurement Act 2023

2023 CHAPTER 54

An Act to make provision about procurement.

[26th October 2023]

BE IT ENACTED by the King's most Excellent Majesty, by and with the advice and consent of the Lords Spiritual and Temporal, and Commons, in this present Parliament assembled, and by the authority of the same, as follows:—

Agenda

- 10am Welcome & Introductions
- 10.05am Procurement Act & BLC
- 10.15am Procurement Act 2023 – Go4Growth
- 11.00am Q&A Session
- 11.30am Close



BlueLight Commercial

“National collaboration and direction, delivered locally”

- Established by the Home Office and policing sector in June 2020 – publicly funded and not-for-profit.
- Work in collaboration with blue light organisations to help transform their commercial services, providing them with commercial intelligence, market insight, and effective processes and tools.
- Also work with local and national suppliers to ensure we are meeting the specific needs of blue-light organisations in a responsible and sustainable way.

Current membership consists the 40 Police and Crime Commissioners of England and Wales, Mayor’s Office of Policing and Crime, 2 Combined Authorities, College of Policing, Royal Gibraltar Police, Sovereign Base Areas Police (Cyprus), Civil Nuclear Constabulary, British Transport Police, Police Service of Northern Ireland, Ministry of Justice and more.....

Our ambition is to be the trusted partner and ‘go to’ commercial service, working with blue light organisations to deliver value through commercial expertise and innovation, ensuring the responsible and sustainable use of public resources.

Leading role in supporting the sector to prepare for & implement the new Procurement Act, working with the Cabinet Office, forces and our suppliers.

Procurement Act

Act aims to make the UK public procurement “quicker, simpler, more transparent and better able to meet the UK’s needs while remaining compliant with [its] international obligations”. The reforms aim to ensure that the £300 billion spent a year on public procurement goes further for the UK’s communities and public services.

Replaces existing procurement regime (PCRs etc.) with single set of rules

Introduces more flexible commercial tools / procedures

Better support for SMEs, new entrants and social enterprises

Increases transparency across the full commercial lifecycle

Increased focus on the contract management phase (contracts £5m>)

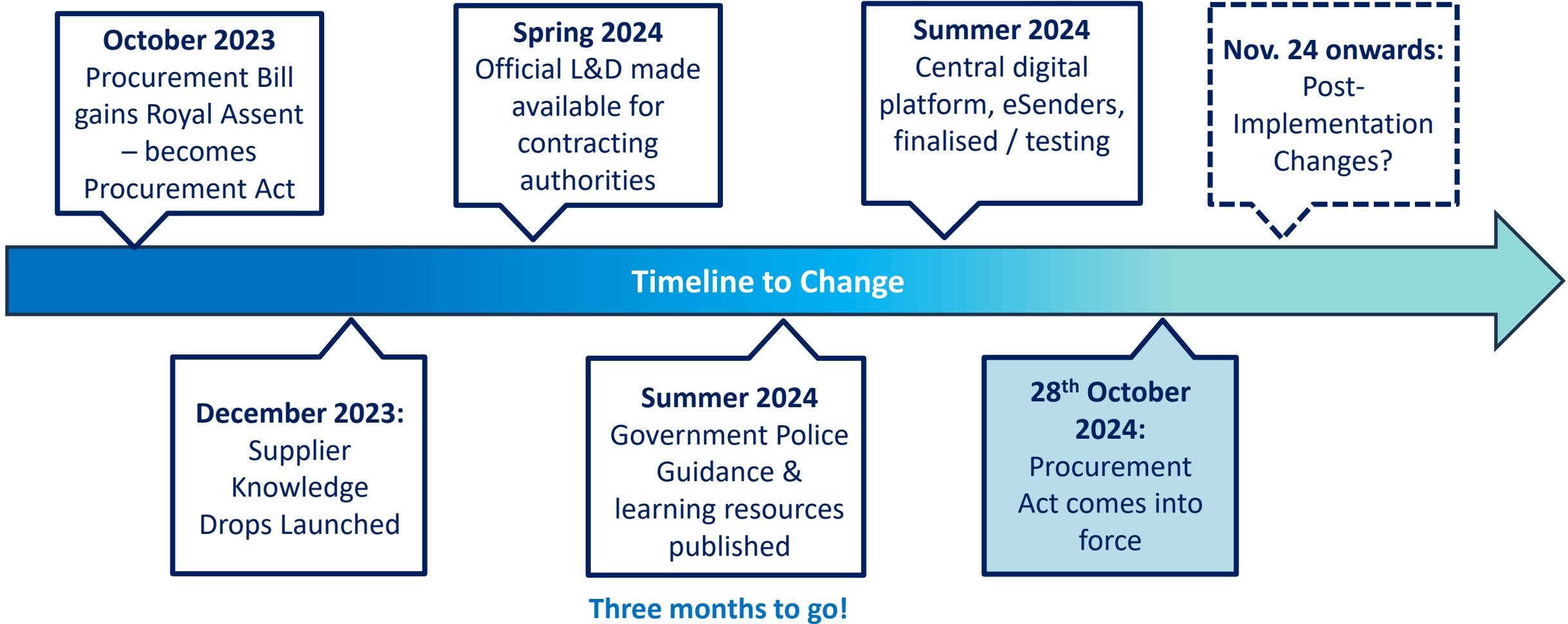
Open frameworks

Focus on pre-market engagement

Encouragement to procure “innovation”

Central Digital Platform & Supplier Registration

Procurement Act Timeline



Implementation

Bluelight Commercial: supporting the sector with implementation activities and leading on key initiatives.

Contracting Authorities currently preparing for the Act will likely be focused on the following key activities:

Key Themes

Policy & Process

Communications

Digital

Pipeline

L&D

Objectives

Identify changes & new requirements, apply these to policies, processes and commercial documents templates.

Facilitate internal and external engagement, inc. suppliers, to deliver key messages and support change

Working with eSender and the TPP digital workstream to deliver required changes

Preparing their commercial pipelines to plan for procurements under existing / new regime

Manage uptake of Government L&D, provide additional capability support to upskill teams

Updated policies and procedures, guidance and tools. Updated commercial templates compliant with the Act, e.g. ITT

Comms plans, continued stakeholder engagements, events, webinars, use of online hubs and forums to share resources

Updated digital processes and guidance, training and support with system changes

Managing internal resources to deliver urgent procurements; identifying where a new procedure, e.g. CFP, could add value

Updating existing courses, developing additional training products.

GO4GROWTH

Procurement Act 2023

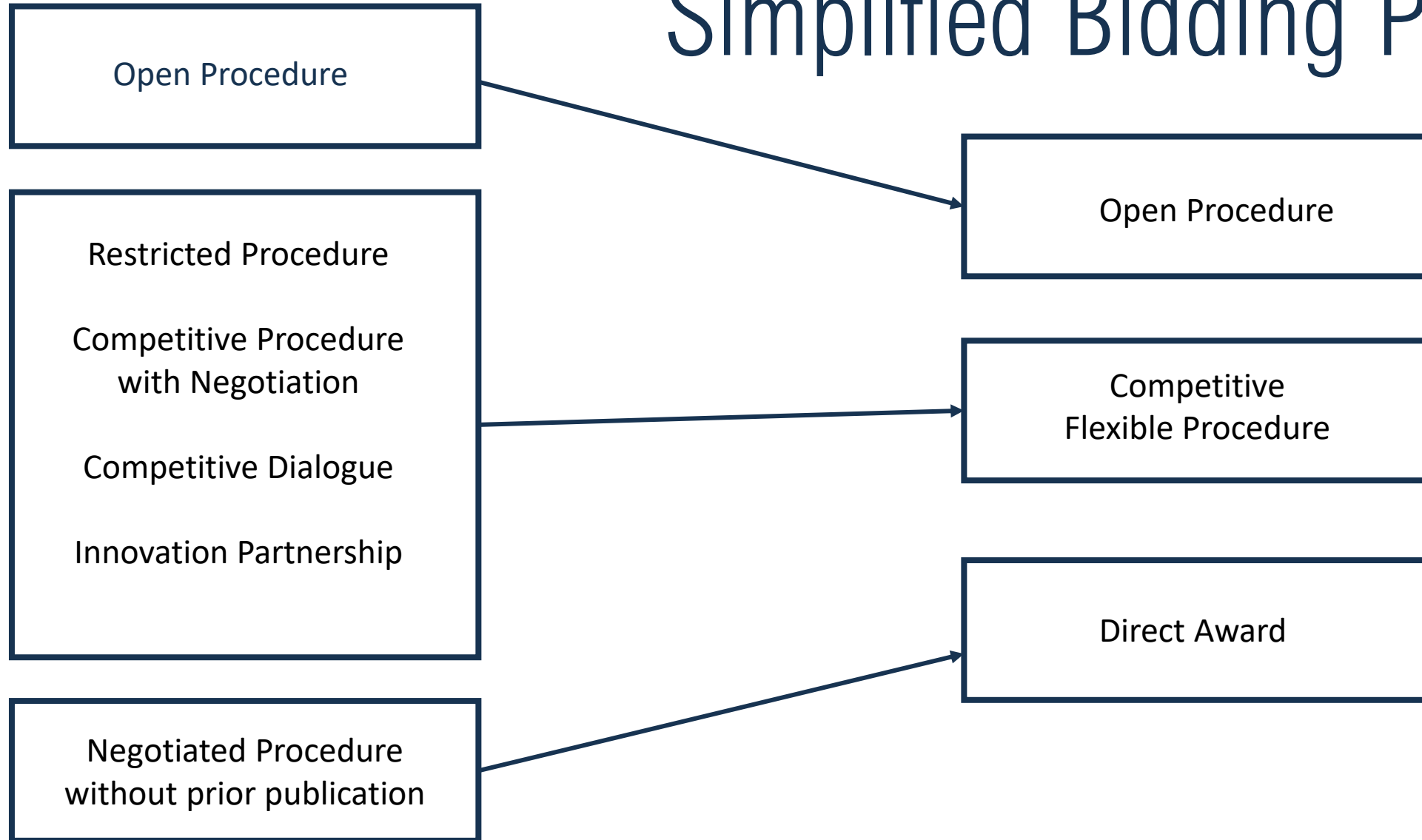




Key Changes

- ✓ Simplified bidding process
- ✓ Enhanced transparency
- ✓ MEAT vs MAT
- ✓ Supplier performance & contract management
- ✓ Central Digital Platform
- ✓ Dynamic Markets and Frameworks

Simplified Bidding Process



Transparency

Current	Procurement Act 2023	Section of the Procurement Act
PIN (Prior Information Notice)	Pipeline Notice	Section 93
Contract Notice	Planned Procurement Notice	Section 15
Contract Award Notice	Preliminary Market Engagement Notice	Section 17
VEAT (Voluntary Ex-Ante Transparency) Notice	Tender Notice	Section 21
Modification Notice (Corrigendum)	Procurement Termination Notice	Section 55
	Contract Award Notice	Section 50
	Contract Details Notice	Section 53
	Payments Compliance Notice	Section 69
	Contracts Performance Notice	Section 71
	Contracts Change Notice	Section 75
	Contract Termination Notice	Section 80
	Transparency Notice	Section 44
	Dynamic Market Notice	Section 39
	Below Threshold Notice	Section 87



MEAT 'vs' MAT

- ✓ Less pressure on selecting the lowest-cost provider
- ✓ Broader benefits to be considered, including social and environmental
- ✓ Higher weightings likely to be allocated to non economic (cost) aspects

Supplier Performance & Contract Management

- ✓ Greater emphasis on on-time payments
- ✓ Publication of supplier performance
- ✓ Debarment list (excluded and excludable suppliers)



Central Digital Platform

- ✓ All notices will be published here
- ✓ Publishing of procurement pipelines
- ✓ Supplier register, disbarment & KPI reporting
- ✓ Core data management
- ✓ Mandatory registration for suppliers



Dynamic Markets and Frameworks

- ✓ Dynamic Markets Replace DPS (Dynamic Purchasing Systems)
- ✓ Covers Goods, Services and Works (previously just common goods)
- ✓ Excluded and Excludable suppliers can now be removed
- ✓ Frameworks can be open or closed:

Open is up to 8 years (provided they are reopened for competition in years 3 and 5)

Closed (as per current) term is usually for 4 years (with some exceptions)

NB: Light Touch Regime continues to be in place

Intelligence

We want to understand how we demonstrate our value to public sector procurers	79%
We would be keen to develop our bid writing skills	79%
We are not sure where to find the most appropriate public sector opportunities	63%
We could market our business more effectively	61%
We are keen to improve our network to help us win new work	59%



Impact on Suppliers

- ✓ Increased Competition
- ✓ Longer relationship terms
- ✓ Performance Tracking
- ✓ Growth & Scale
- ✓ Assessment Summaries
- ✓ Removing barriers to entry and growth

Procurement Act 2023 – SMEs

- ✓ Concurrent regulatory frameworks from 28/10/24
- ✓ Guidance & support
- ✓ Costs to access resources/knowledge (Procurement Act Expo)
- ✓ Competitive Flexible Procedure
- ✓ Debarment – Supplier measurement and contract management
- ✓ Central Digital Platform

Procurement & SMEs

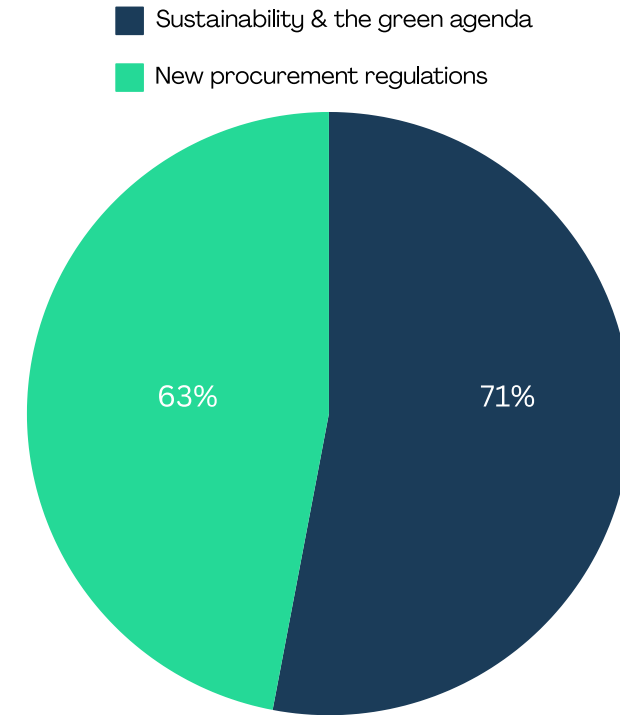
Bid/competition capability: 64% of survey participants cited 'bid/competition capability' as a potential barrier to SME adoption. This subject was particularly significant for Local Government respondents, with 43 out of 88 participants stating that they found this to be a barrier.



<https://www.ypo.co.uk/public-sector/go4growth>

Procurement & SMEs

Greatest impact on procurement strategy: 71% said sustainability and the green agenda, whilst 63% said the new procurement regulations.



<https://www.ypo.co.uk/public-sector/go4growth>

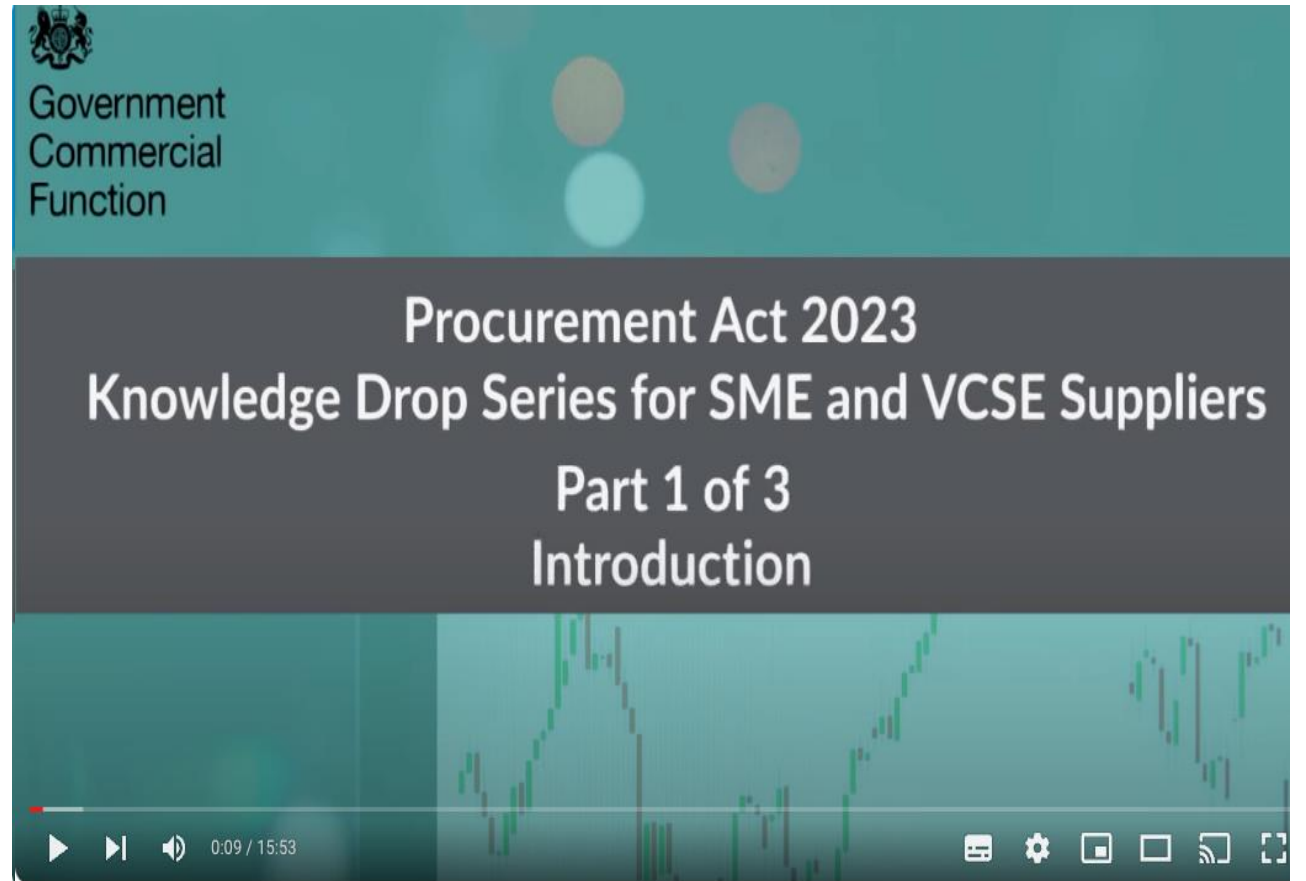
Getting prepared for the Regulations

1. Attend workshops/webinars etc where you can
2. Prepare early to take part in competitions
3. Assess whether you have everything in your toolkit to take part
4. Invest in your bid process knowledge and skills
5. Understand and develop your social value and environmental narratives and impact
6. Keep an eye on the Government knowledge drops - <https://www.gov.uk/government/publications/procurement-act-2023-short-guides/animations-and-videos>
7. Invest in your digital capability
8. Monitor market opportunities

Knowledge Drops

- ✓ [Part 1](#) - Suppliers
- ✓ [Part 2](#) - Suppliers
- ✓ [Part 3](#) – Suppliers

- ✓ [Part 1](#) – SME/VCSE
- ✓ [Part 2](#) – SME/VCSE
- ✓ [Part 3](#) – SME/VCSE





Go4Growth Support for Providers - What

- Understanding the public sector process and how to take part
- Finding relevant opportunities
- Portal support
- Process and policy guidance
- Understanding the basic needs for any funding application (grants & contracts)
- Reducing carbon & protecting the environment
- Delivering social value
- Support for unsuccessful bidders



Go4Growth Support for Providers - How

- Providing personalised support
- 1-2-1 coaching
- Events, training & guidance
- Online courses
- Self service platform (gap analysis)
- Complete the Standard Selection Questionnaire
- Develop & demonstrate capability/readiness to supply (Public Sector Supply Ready status)



All support is offered free of charge to providers

Public Sector Supply Ready (PSSR)

- ✓ Helps understand the basics involved in a public procurement process
- ✓ Guides you through the Standard Selection Questionnaire
- ✓ Lots of embedded help and resources plus wrap around support from Go4Growth
- ✓ No fees involved
- ✓ A way of showing your customer that you are invested, prepared and ready to take part
- ✓ Certificate, logo (as shown) and social media banners (and re-promotion by Go4Growth)



Help is on hand:

gill@go4growth.co.uk or 07534 114271

lauren@go4growth.co.uk or 07557 773837

Bookable Calendar: <https://bit.ly/G4GCalendar>

Webinars/Events/Workshops
<https://bit.ly/G4GEvents>

www.twitter.com/Go4Growth_UK

www.linkedin.com/company/go4growth

www.facebook.com/Go4GrowthUK

<https://pssr.net-positive.org/>

Questions





Thank you

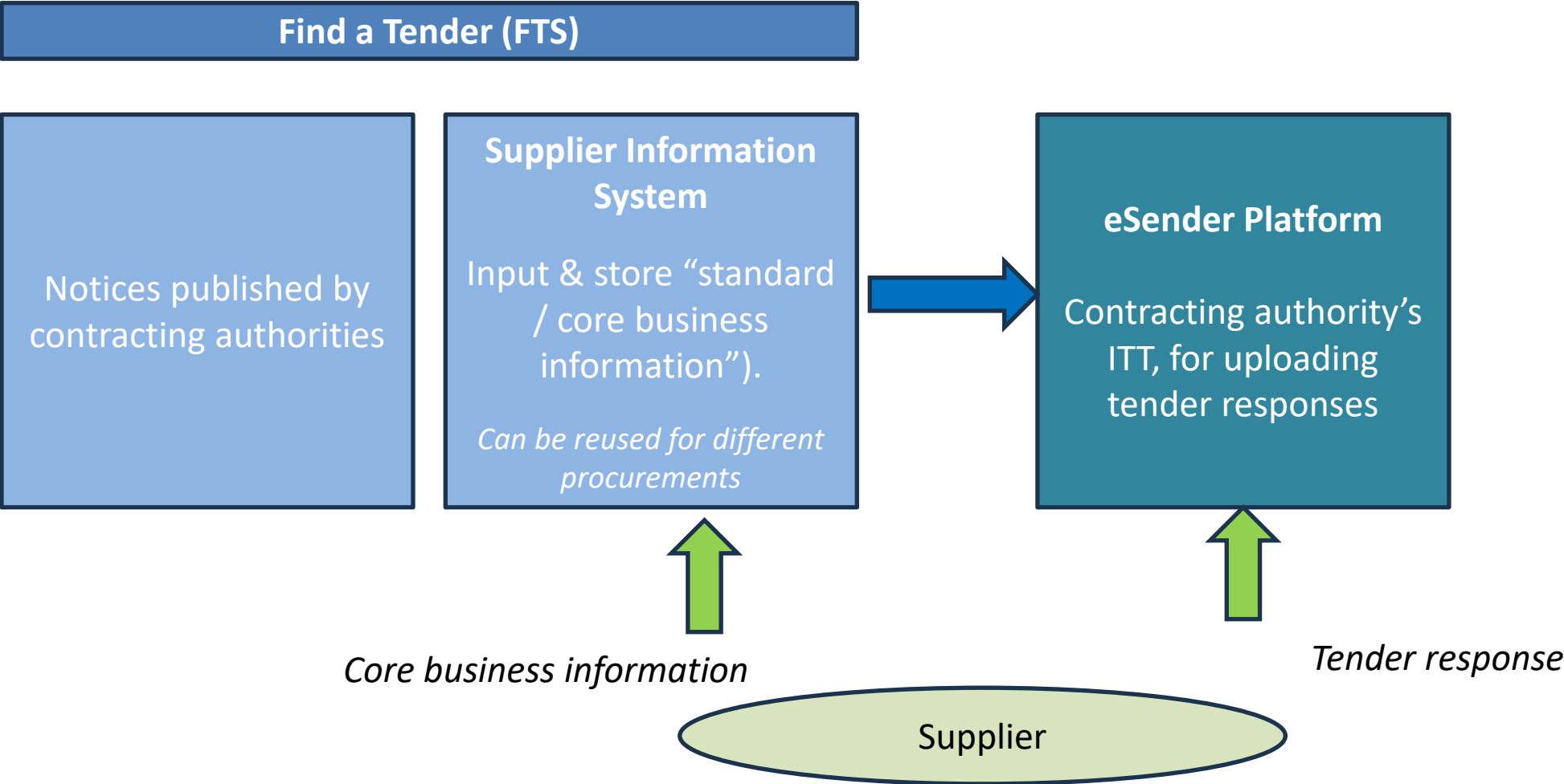


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Central Digital Platform

The CDP is **Find a Tender Service (FTS)**, accessible through the same URL currently used.

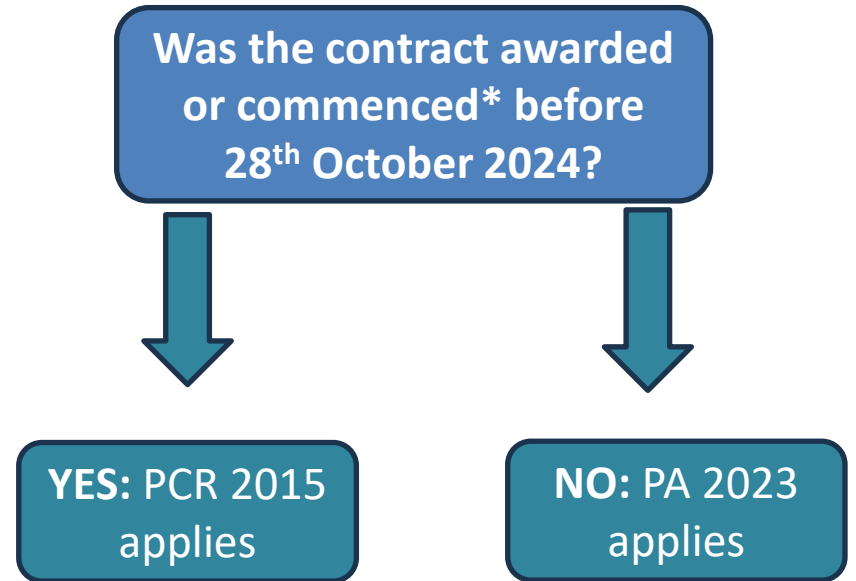


Transition – Dual Regimes

Contracting authorities will temporarily operate under both the Procurement Act and PCR 2015 (contracts awarded before 28th October 2024)

- **Contracts** awarded under PCR 2015 will continue to be managed under those regulations until expiry / termination
- **Frameworks** and **call-off contracts** both operate under PCR 2015, until each individually expires / terminates
- Contracts procured using a **Dynamic Purchasing Systems (DPS)** operate under PCR 2015, until each individually expires / terminates, However:
 - Regardless of agreement, any DPS established under the current regulations must end **no later than 27th October 2028**.
 - A DPS may be extended (up to 27th October 2028), **but only in the first year** of the new Act - extensions are not permitted after 27th October 2025.

Which legislation applies?



* "Commenced" means that a contract notice must have been published, or an RFQ issued from authority to supplier.