

Procurement Act Webinar for Suppliers

26th November 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

1. Welcome & Introductions
2. Introduction to BlueLight Commercial
3. Key Changes for Suppliers
4. Central Digital Platform
5. Resources for Suppliers
6. Questions and close





Introduction to BlueLight Commercial



BlueLight Commercial

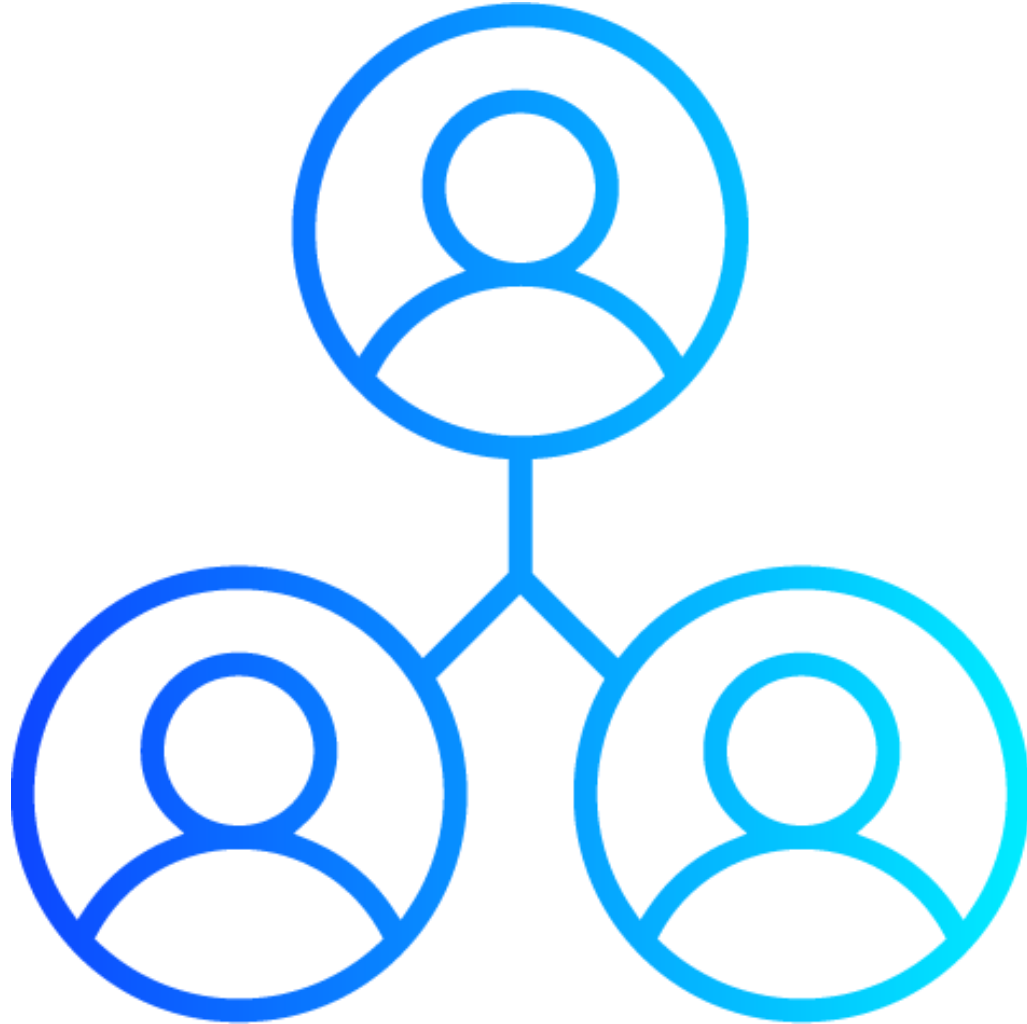
“National collaboration and direction, delivered locally”

- 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, multiple fire services, 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.

How is BlueLight Commercial Set-up?

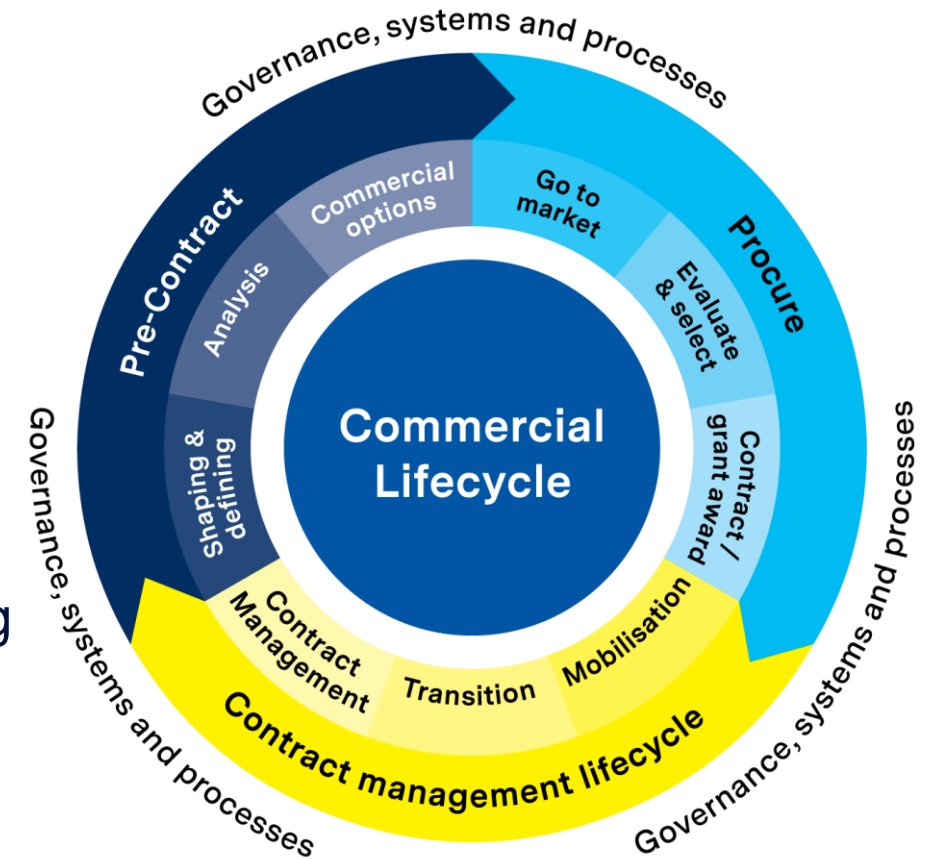


- BlueLight Commercial was set up by the Home Office in 2020.
- We are **owned** by **Police and Crime Commissioners** and **governed** by a **Board** consisting of **PCCs, Chief Officers** and an **Independent Non-Executive Director**.
- All activity undertaken by BlueLight Commercial is **overseen by the Board** to ensure **PCCs and Chief Officers retain control** of BlueLight Commercial activities, ensuring that it is at all times aligned and responsive to the requirements of policing.

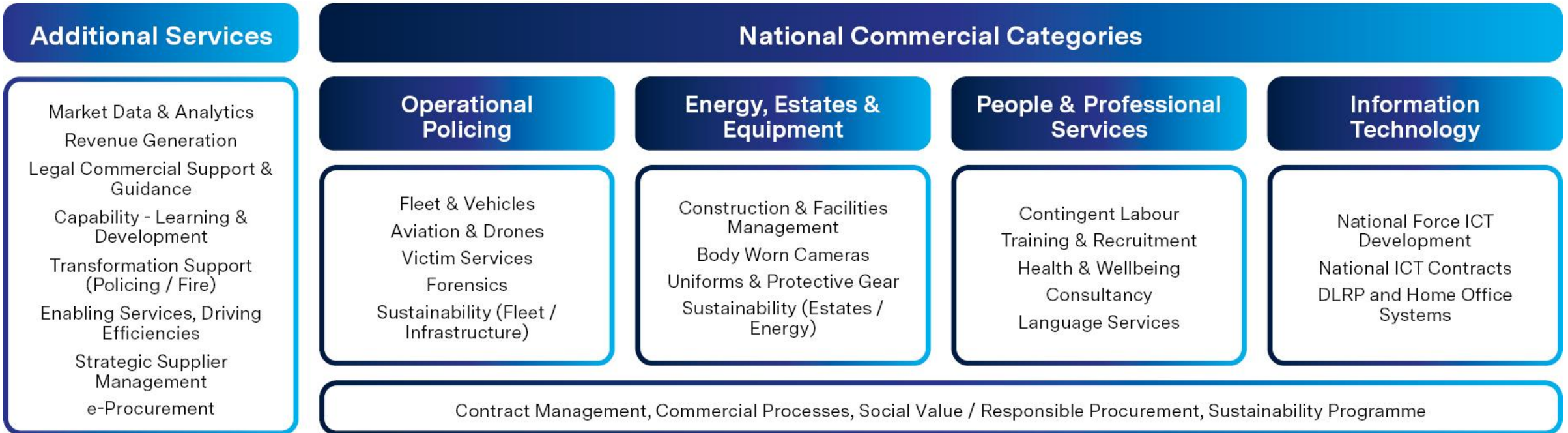
At BlueLight Commercial, we work together with blue light organisations to help deliver cost and efficiency savings back to the front line.

Focus is on the:

- Full commercial life-cycle
- Capability to manage the growth in the complexity of deals and markets
- Give members a common and stronger voice to both the market and government, evidencing that policing is reforming
- **Our Vision – To be the trusted partner and 'go to' commercial service.**

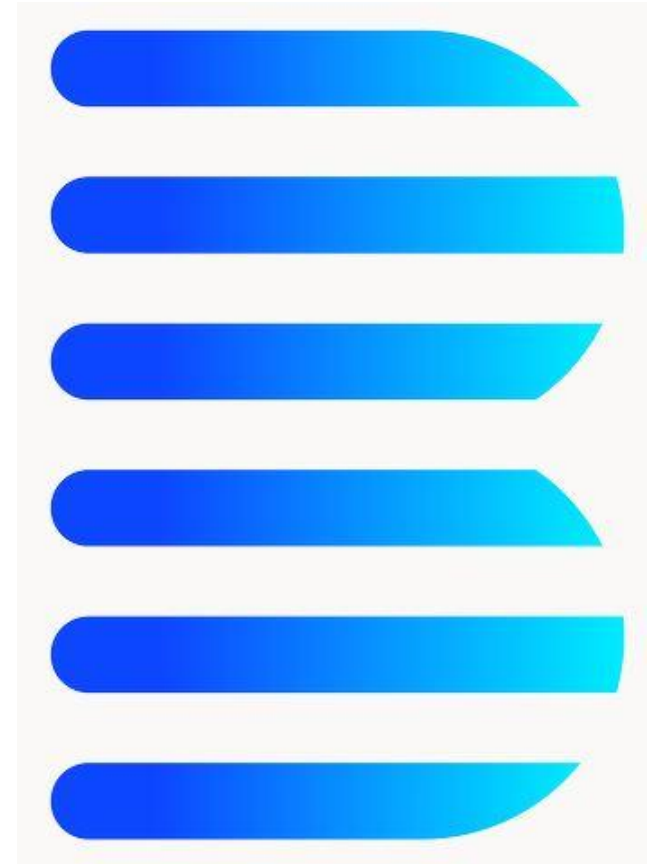


Service Model



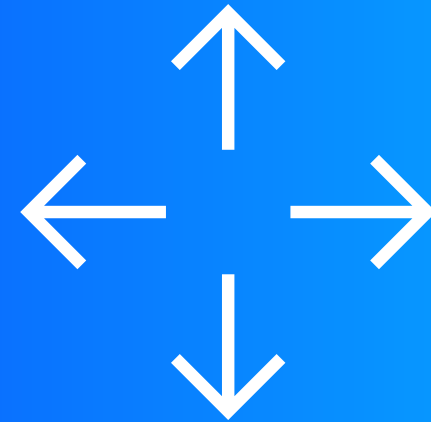
How BlueLight Commercial are supporting the Sector with the Procurement Act

- Acting as single point of contact for Police and Fire with the Cabinet Office for the Procurement Act implementation
- Recruited nearly 200 superusers across the fire and policing sectors to champion change.
- Sharing knowledge and resources through regular webinars and communications.
- Creating commercial resources such as tools, templates and guidance, to ensure consistency and minimise duplication.
- Leading on engagement with the sector's strategic suppliers, to help them prepare for the new regime (that's why we're here today!)
- Liaising with primary e-Sender, In-tend, to ensure digital readiness.
- Creating resources for commercial teams and non-specialists to help them prepare for the change.



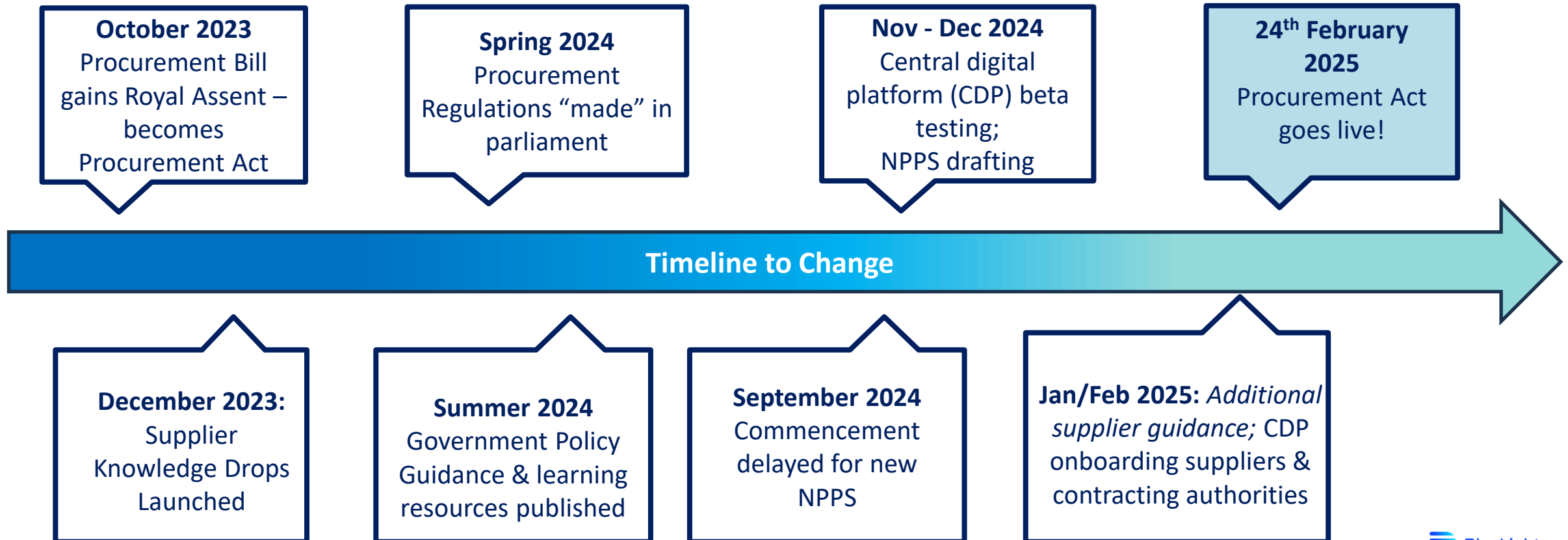
Procurement Act:

Key Changes (and what they mean for 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 £400 billion spent a year on public procurement goes further for the UK’s communities and public services.



Summary: Key Changes

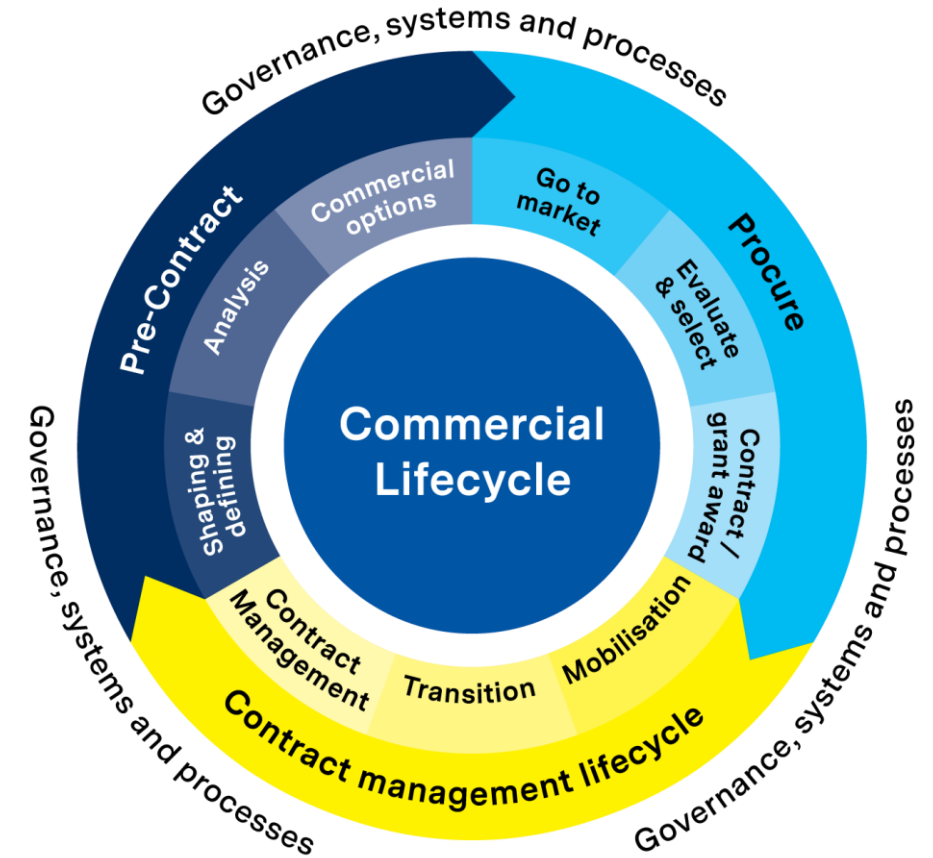
- Increased transparency: new notices published across the full commercial lifecycle.
- Encouraging and enabling pre-market engagement.
- Single multi-stage tender process: “competitive flexible procedure”
- Increased focus on social value (delivering local & national goals)
- SME considerations
- Supplier performance and contract management
- Open frameworks
- Updates to Find a Tender (the “central digital platform”) and new supplier information functionality

Increased Transparency

More notices published across the full procurement lifecycle

- Pipeline notices: forward planning and resource management
- Pipeline, Planned Procurement and Pre-market engagement notices: increased potential to engage with opportunities
- Contract Termination notices: visibility of contracts ending
- Greater visibility of contract awards, direct awards and modifications
- Assurance that processes being followed / objectives upheld

- Examine Pipeline opportunities April - May
- Amend processes / procedures about identifying opportunities
- Consider how platform data could benefit your business



Pre-Market Engagement

Act encourages pre-market engagement prior to tendering

- Designed to reach a broader supplier base
- CAs encouraged to share objectives / requirements to improve supplier understanding
- Reduced risk of failed procurements / unsuitable bids.
- “Future proofing” procurements.
- Explain procurement process, e.g. multi-stage competitive flexible procedure
- Essential when using the Competitive Flexible Procedure, to understand how best to assess bids

- Get involved where you can (notices)
- Opportunity to ask questions
- Share information and feedback with CAs

Competitive Flexible Procedure

What to Expect?

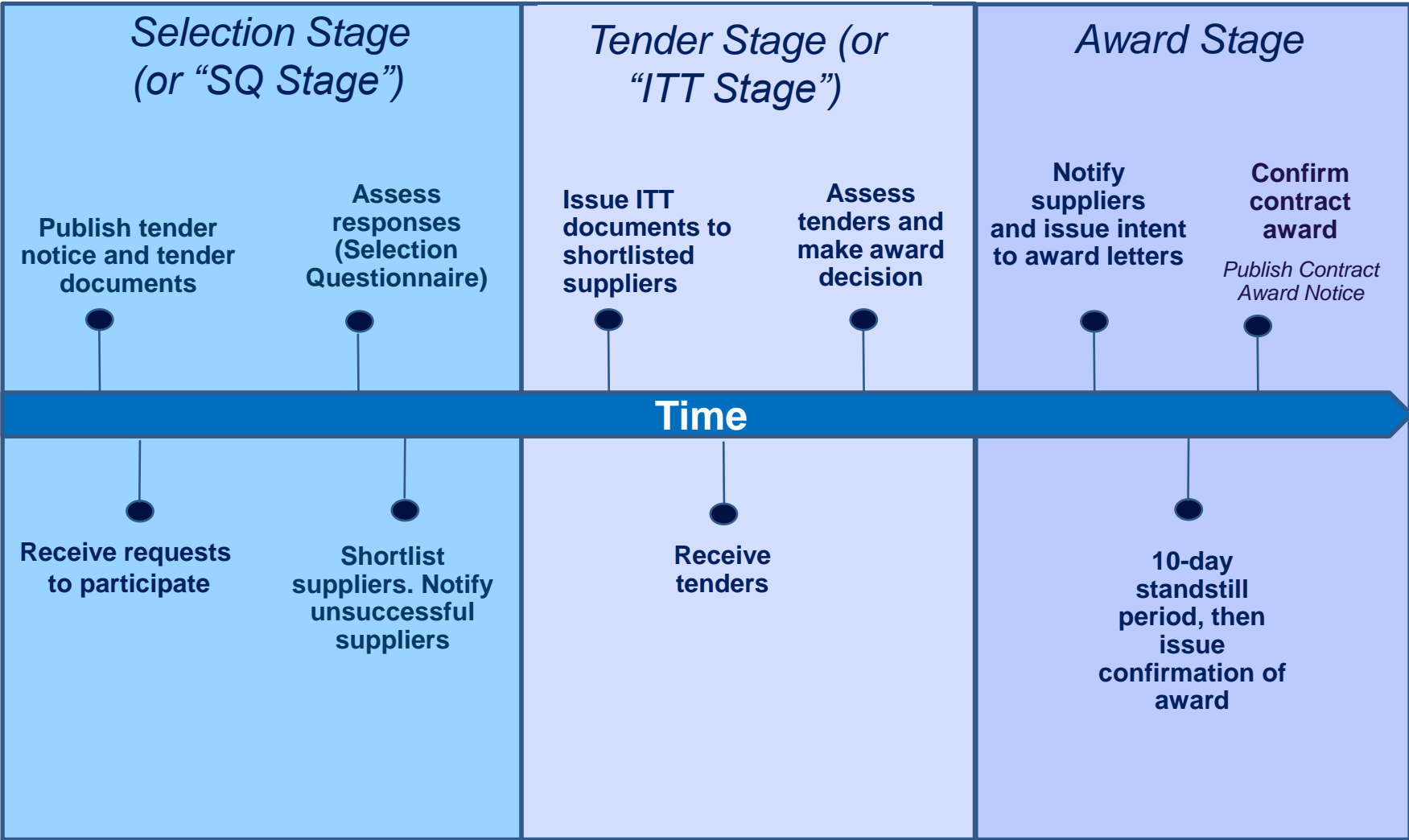
Competitive flexible is a new procedure under the Procurement Act 2023, designed to deliver procurements that are “quicker, simpler, more transparent and better able to meet local and national needs”.

Key Features:

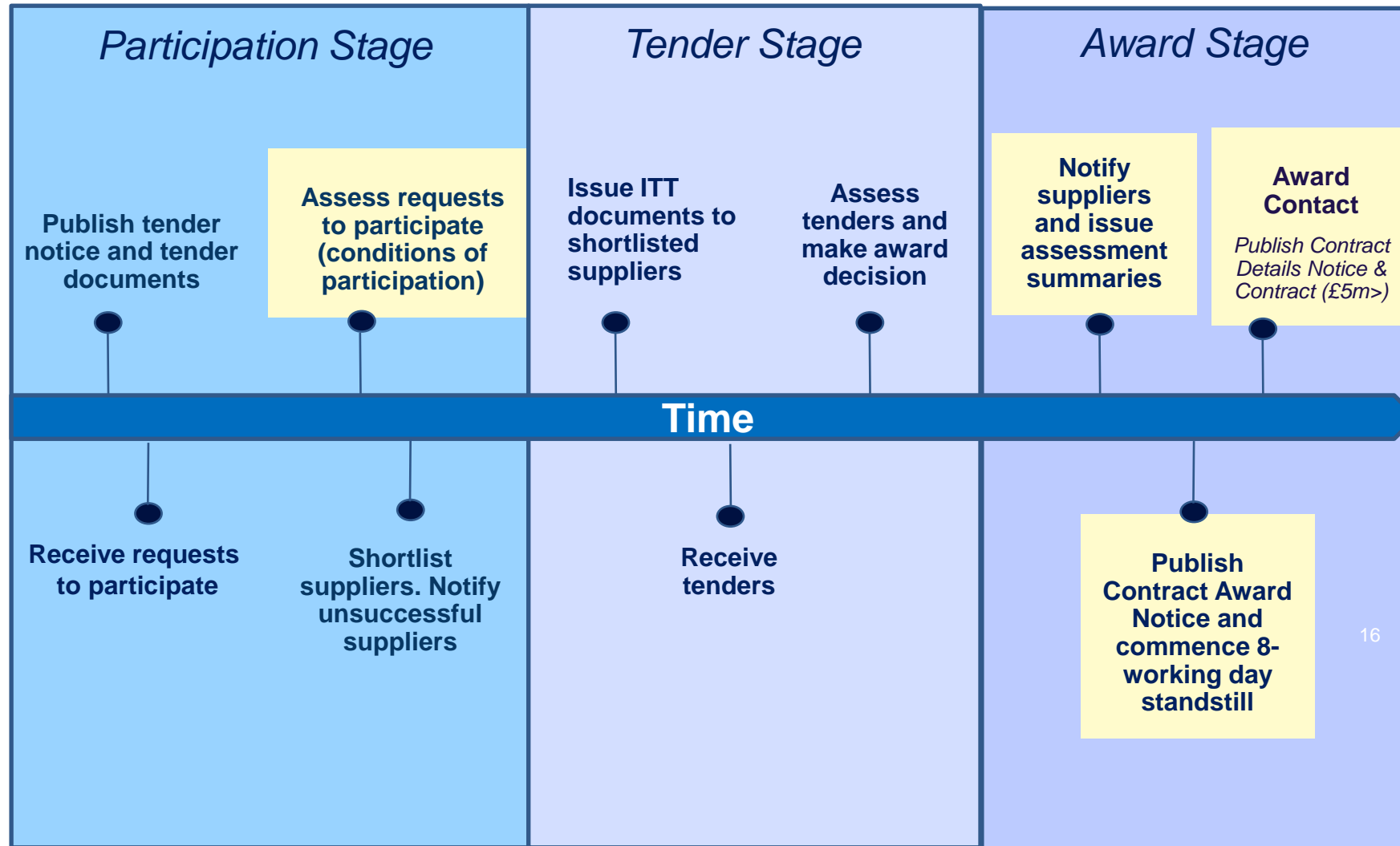
- Replaces the four multi-stage procedures available under PCR 2015 (restricted, competitive dialogue, etc.)
- Allows for assessments to include different “supplementary processes” at different stages, to be conducted and scored alongside written tender responses.
- These enable assessment of different aspects of a supplier’s offering, in a way that best suits the subject matter of the contract, examples:

- Participation (“selection”) stage - for **large markets** where it would be beneficial to manage bidder numbers
- Negotiation - to **drive additional value** in competitive markets
- Demonstrations - **provide for in-depth technical assessments** e.g. for equipment or IT etc.
- **Dialogue** - for **niche, specialist and / or complex** requirements where engagement between CAs and suppliers would help develop and clarify specifications and solutions.
- Design & prototyping - for **novel or innovative** requirements, where elements of research and development are required.

PCR 2015 – Restricted Procedure



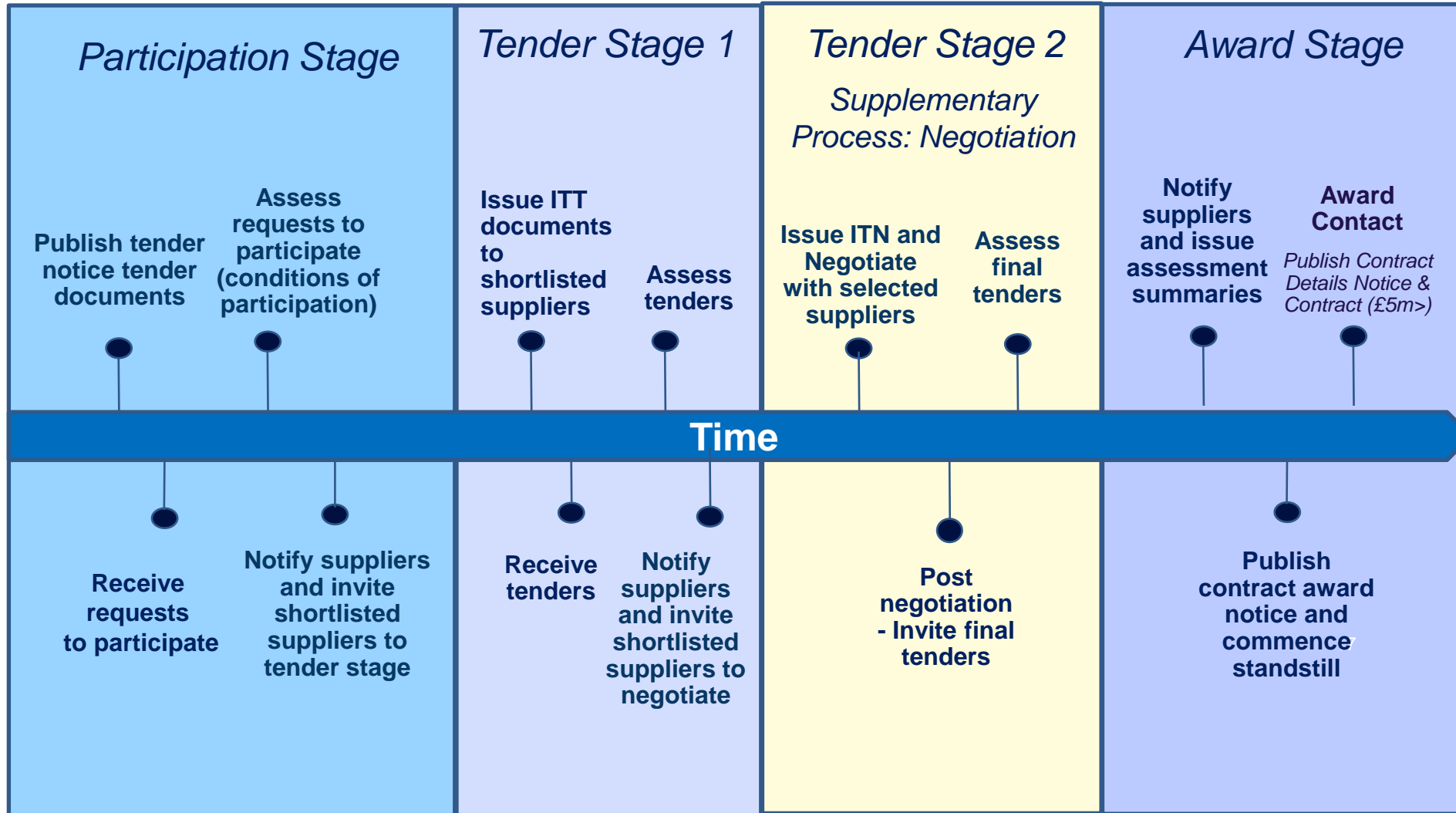
Competitive Flexible: Two-Stage Process



Key Differences:

- Notices
- Timescales
- Terminology

Competitive Flexible: Multi-Stage Process



Based on what is being procured, the “negotiation” stage could be replaced with e.g. demonstrations, presentations, or e-reverse auctions

Competitive Flexible Procedure

Single multi-stage procurement procedure, replacing four processes under PCR 2015

- Dialogue can increase understanding in complex procurements
- Reduces time and resources invested in tender
- Less costly, especially for SMEs
- Additional assessment methodologies alongside tenders
- Opportunities to demonstrate value (cost / non-cost)
- Easier to procure innovation (end to end)
- Chance to show contract / product capabilities

- Understand changes (practical, legal, language etc.)
- Update and train relevant staff
- If in doubt, clarify

Social Value & SMEs

NPPS: strategic national priorities for procurements. Additional measures in the Act to support suppliers, including prompt payment terms, and specifically SMEs.

- MEAT to MAT – focus on value over cost
- Updated conditions of participation (insurance / accounts / below-threshold)
- Implied terms on prompt payment for all suppliers in public sector supply chains
- Payment compliance notices (improved accountability)
- Requirement to “have regard to” the barriers SMEs may face in a procurement and “consider whether such barriers can be removed or reduced” e.g. additional time to prepare tender responses, proportionate questions & criteria etc. Applies to above and below-threshold
- [“Supplementary Guidance – Defining Small and Medium Sized Enterprises”](#)

- Understand national priorities and what will be required from suppliers (PPN)
- Optimise performance on sustainability (e.g. carbon reduction)
- Shape and articulate social value offering
- Review invoice procedures to ensure compliance with the Act

Summary

- Earlier information on upcoming tenders
- Transparency - Greater visibility
- Reduced barriers to bidding for contracts
- Additional opportunities to demonstrate your value
- Processes tailored to markets

Plus

- Open frameworks – longer terms, longer relationships
- KPIs & performance reporting – driving up standards, protecting public contracts

Majority of current and future opportunities available to view on In-Tend: <https://sell2.in-tend.co.uk/blpd/home>

Transition to the New Regime

- Frameworks procured under PCR 2015
- Call-off contracts using the above
- Dynamic purchasing systems
- Notices for the above on Find a Tender Service (FTS)



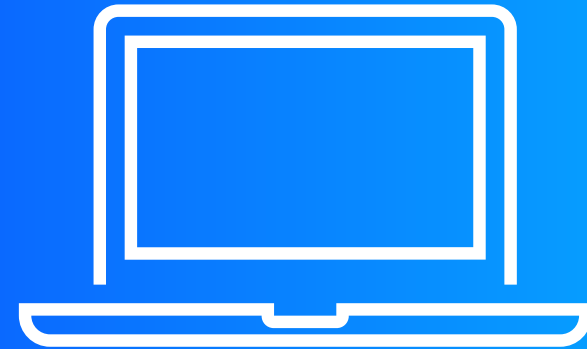
- Contracted under PCRs, managed under PCRs •
e.g. contract modifications, KPI publication, etc.
- Started under the PCRs, finished under the PCRS •
i.e. in-flight procurements
- Pre-market engagement can start now •
- Working with dual regimes •





Central Digital Platform

Find a Tender Service



Central Digital Platform – Find a Tender Service

Log in information:

Everyone will need to register their organisation on the Find a Tender Site

From When?

February 2024

You will need to use a GOV.UK One Login to access the portal

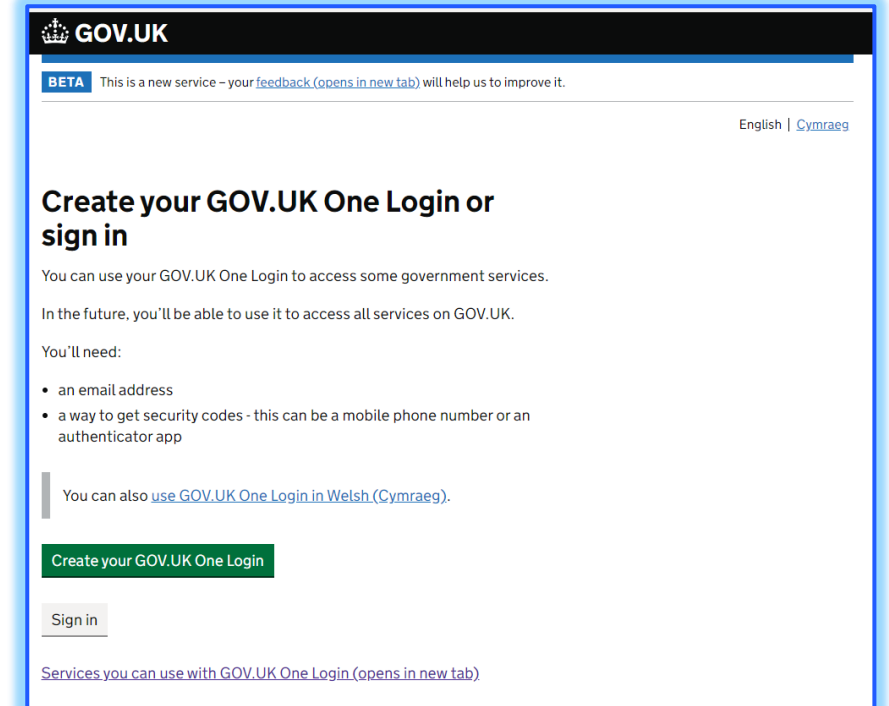
Set one up here if you don't have one:

<https://www.gov.uk/using-your-gov-uk-one-login>



Requires a personal email (not a generic department/company email)

Two Factor Authentication (Text, email, authenticator app are options)



As we understand, the Cabinet Office will be providing more guidance in the future to support with these changes

Central Digital Platform – Find a Tender Service

Registering on Find a Tender Service – Things to Know:

- You can only register your organisation once
- Identify who within your organisation will take responsibility for this – **ONE PERSON**
- This person will become the main admin and can create additional users after creation of the organisation
(in the future there will be the ability for users to register and attach themselves to an organisation to avoid burden on admins adding users – admins then verify the users)
- Ensure you have all relevant information for registration when you sign up
- Use an organisation generic email when registering your organisation i.e. Tenders@Businessname.co.uk

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What do you want to register your organisation as?

Buyer
A contracting authority who publishes notices to buy goods, works, services or utilities

Supplier
An organisation or sole trader who searches for tenders and submits bids to supply goods, works, services or utilities

[Continue](#)

Central Digital Platform – Find a Tender Service

Test Company 1

Organisation details

Organisation name	Test Company 1	Change
Organisation identifier	<ul style="list-style-type: none">Ppon 8e257e224c0440138fdf69c9f2cc9ae1	Add
Organisation email	testtestest@test.com	Change
Organisation address	123 Test Lane Test Town T3 EST United Kingdom	Change

[Complete supplier information](#)

Complete and share your supplier information to bid for procurements.

[Manage users](#)

View, add or remove users.

Once you have completed your basic company information you can then:

1. Complete Supplier Information

2. Manage users

1. Complete Supplier Information (mandatory)

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Test Company 1

Supplier information

Basic information		Completed
Connected persons	No connected persons	Completed
Qualifications	1 record	Completed
Trade assurances		Not started
Exclusions	Not Applicable	Completed
Financial information		Not started
Share my information		

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2. Manage users

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Organisation has 2 users

Charlotte Daynes Admin Editor	charlotte.daynes@bluelight.police.uk	
Joe Bloggs Editor Invite sent	Testtest@test.co.uk	Change Remove

Add another user?

Yes No

[Continue](#)

Central Digital Platform – Find a Tender Service

Supplier Information and sharing with buyers:

Once you have completed all your information within the system you can share the information with buying organisations as part of your tender submissions:

Supplier information

Basic information		Completed
Connected persons	1 Connected person	Completed
Qualifications	Not Applicable	Completed
Trade assurances	Not Applicable	Completed
Exclusions	Not Applicable	Completed
Financial information	1 record	Completed
Share my information		

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Share your supplier information

[How it works](#)

Create a share code once you've completed all sections. You'll be asked for this share code if you apply for a tender.

[Create a share code](#)

Your share codes and supplier information files

Share codes	Created on	Files
██████████	06/11/2024	Download
██████████	05/11/2024	Download
██████████	05/11/2024	Download

Central Digital Platform – Find a Tender Service

Supplier Information and how to share as part of your tender:

Before you can share, you will be asked to sign a declaration confirming the information is correct, **THIS IS YOUR RESPONSIBILITY** - the platform **DOES NOT** verify this information.

Declaration

- I am authorised to make this declaration on behalf of the supplier and declare that to the best of my knowledge the answers submitted and information contained is correct and accurate at the time of declaration.
- I declare that, upon request from the Contracting Authority and without delay I will provide the certificates or documentary evidence referred to in this information.
- I understand that the information is required as per the regulations of the Procurement Act 2023 and may be used in the selection process to assess my suitability to participate further in this procurement.
- I understand that a contracting authority with whom this information is shared may request further clarity or detail on information provided in this submission.

I understand and agree to the above statements

[Continue](#)

Check your answers

Declaration	Yes, I understand and agree to the above statements	Change
Declared by	[REDACTED]	Change
Job title	[REDACTED]	Change
Email address	[REDACTED]	Change
Postal address	[REDACTED] London [REDACTED] United Kingdom	Change

[Confirm and get share code](#)

[Back](#)

Share code created

Your share code
[REDACTED]

You can save your share code and [download your supplier information file](#) or come back and get them when needed.

If your supplier information changes, you can update it and create a new share code and file to share the new information.

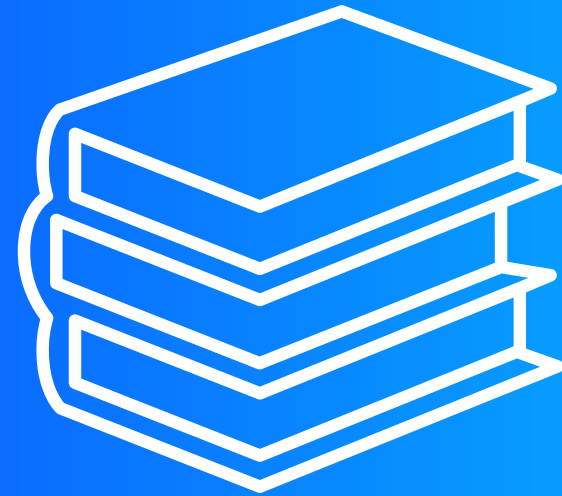
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Two Ways to Share

1. Share Code
2. Download to be Submitted with Tender



Resources for Suppliers



Additional Resources

[The Procurement Act 2023](#)

[The Procurement Regulations 2024](#)

[BLC's Supplier Website](#)

Cabinet Office [Knowledge Drops](#) (for Contracting Authorities, Suppliers and SMEs)

[Procurement Act Short Guide for Suppliers](#)

Government [Policy Guidance Documents](#)

Government overview of the Procurement Review Unit - '[Raising standards: our ambition](#)'

Government overview of Transparency changes - '[Transforming Public Procurement - Our Transparency Ambition](#)'

Government's '[Our Innovation Ambition](#)' guide

Government Guidance on '[Benefits for Prospective Suppliers to the Public Sector](#)'

Other Cabinet Office [videos and animations](#).

**Accounts required*



Q & A