
Specialist Professional Services

Market Engagement Event



Welcome & Agenda

Agenda

- Introduction & Definition
- Current provision & issues
- New Contract outcomes
- New contractual Proposal
- Scope of contract
- Benefits to Supply Chain
- Next Steps
- *adam* technology
- Questions

Introduction & Definition

- ▶ Who are PS Procure?
- ▶ Who are *adam*?
- ▶ What are Specialist Professional Services?
- ▶ Current spend on Specialist Professional Services;
 - Approx. £4m per annum for Waltham Forest
 - Approx. £3m per annum for Redbridge
- ▶ Proposed Contract term 4 years

Current Provision & Issues

- ▶ PS Procure currently purchase Specialist Professional services via multiple National Frameworks
- ▶ Traditional frameworks;
 - lack flexibility
 - prohibit the inclusion of new providers in the market
 - can hinder the inclusion of SMEs, local businesses & niche providers
 - inhibit innovation in service delivery
- ▶ Although compliant, this approach is now failing to deliver value for money solutions and is no longer fit for purpose
- ▶ With the changes made to IR35 legislation, we have identified an opportunity to source true consultancy and specialist services which delivers better VFM for us and greater opportunities for the supply chain

New Contract Outcomes

- ▶ Demand for Professional Specialist Services across Waltham Forest and Redbridge continues in all sectors
- ▶ Need a supply chain, that can deliver services and projects across an increasingly diverse range of categories
- ▶ The outcomes required from the new contract are;
 - maximise compliance with Procurement regulations
 - deliver better VfM solutions than existing frameworks
 - improve control over Specialist Professional service need & our route to market
 - improve visibility of opportunity to a wider, more diverse supply chain, maximising competition

New Contractual Proposal

- ▶ Implementation of a new Specialist Professional Services contract, managed through a Dynamic Purchasing System (DPS).
- ▶ 4 year contract
- ▶ Launches Early April 2018

Scope of the new Contract

▶ **CORPORATE CONSULTANCY**

- Business Strategy & Transformation
- Governance and Policy
- Finance & Audit
- Procurement & Sourcing
- Human Resources & Organisational Development
- Legal Services
- Information and Communication Technology
- Project & Programme Management

▶ **SOCIAL CARE, HEALTH & EDUCATION CONSULTANCY**

- Social Care (Adults & Children)
- Education
- Public Health & Wellbeing

▶ **ENVIRONMENTAL & INFRASTRUCTURE RELATED CONSULTANCY**

- Environmental & Waste
- Sustainability & Regeneration
- Leisure, Culture & Heritage
- Highways, Transport & Infrastructure

▶ **PROMOTION & ENGAGEMENT CONSULTANCY**

- Community & Engagement
- Marketing, Media, Advertising & Research

▶ **CONSTRUCTION, PROPERTY & HOUSING RELATED CONSULTANCY**

- Property, Asset & Facilities Management
- Housing
- Construction & Capital Projects

Benefits for you, the Supply Chain

- ▶ One simple enrolment process
- ▶ Once accredited, you can see, assess and submit offers, on any of the Professional Specialist Services packages, within your chosen category fields
- ▶ Grow your business, as you will have visibility of the types of services PS Procure require
- ▶ Get paid, on time, every time. *adam's* payments approach consolidates the process resulting in faster authorisation and payment to you.
- ▶ The transparency of the system ensures you can view the status of projects and payments
- ▶ Training to use the whole system will be provided FREE by *adam*.
- ▶ Opportunity for this DPS to be offered to other Local Authorities, increasing volume and business for you, through the system, year on year

Next Steps

- ▶ Enrol and become accredited onto the system
- ▶ Wait for Go-Live, Early April!