



## Smart buy

Access to pre-approved suppliers and contract terms will enable organisations to procure ICT services in half the time and get better value for money.

Lean procurement initiatives could help government organisations halve the time it takes to agree a new ICT contract saving up to £400,000 per competitive dialogue.<sup>1</sup>

The Efficiency and Reform Group will play a key role in helping organisations realise these benefits, which will be dependent on the government fulfilling its pledges on lean procurement.<sup>2</sup> These include:

- Setting a 100-day completion target for the majority of procurement projects
- Focusing more on outcomes rather than inputs
- Publishing both estimated and actual procurement timescales for new ICT purchases over £10,000.

Chris Price, Computacenter's Public Sector Director, comments: "The faster organisations can agree and initiate an ICT contract, the faster they can tap into the associated financial and efficiency benefits."

One of the key factors that augments both procurement timelines and costs is the need to comply with a raft of UK and EU regulations. As Chris explains: "Although robust legislation is needed to ensure a fair and competitive market, the rules have become so onerous that it can take up to a year for a local council to select a new ICT services supplier."

### A consistent and centralised approach

To help accelerate ICT procurement, the government has established a number of centralised frameworks and agreements featuring pre-approved suppliers. This means buyers no longer have to request expressions of interest from potential vendors or publish a notice via Official Journal of the European Union for individual requirements, which saves considerable time and effort.

Centralised frameworks feature pre-agreed terms and conditions for suppliers, which not only ensures value for money and service excellence but also eliminates the need for extensive contract negotiations.

Part of the government's Efficiency and Reform Group, the Government Procurement Service is the largest public sector buying organisation in the UK and oversees the only 'broad spectrum' framework for procuring IT managed services (ITMS).

Computacenter is a pre-approved supplier for ICT services covered by the framework, including managed ICT devices, managed data hosting and hardware and software maintenance

“Ensuring that public organisations get a good deal is one of the key priorities of the ITMS framework. At the same time it also eliminates a number of the steps that have to be followed in a OJEU-based buying process,” comments Chris.

### Faster and smarter procurement

Thanks to this streamlined approach, public sector organisations can have a new contract agreed just six months after starting their procurement cycle. As well as halving the effort associated with procuring ICT managed services, centralised frameworks help organisations:

- Free up internal resources so they can focus on service improvement initiatives rather than administration
- Reduce the need for external consultants resulting in substantial cost savings
- Safeguard compliance with procurement legislation while ensuring value for money for UK taxpayers
- Improve governance and reduce risk through the use of standard terms and conditions for ICT service contracts.

“The ITMS framework removes cost and complexity, which means government organisations can focus more resources on delivering quality and cost-effective public services rather than procurement administration,” comments Chris.

### Further Information

Read more about how centralised frameworks could simplify procurement for your organisation, visit:

[http://www.computacenter.com/vision/PDF/Jump\\_Start\\_IT\\_Procurement.pdf](http://www.computacenter.com/vision/PDF/Jump_Start_IT_Procurement.pdf)

1 Energy and Reform Group, March 2011

2 Cabinet Office, March 2011