

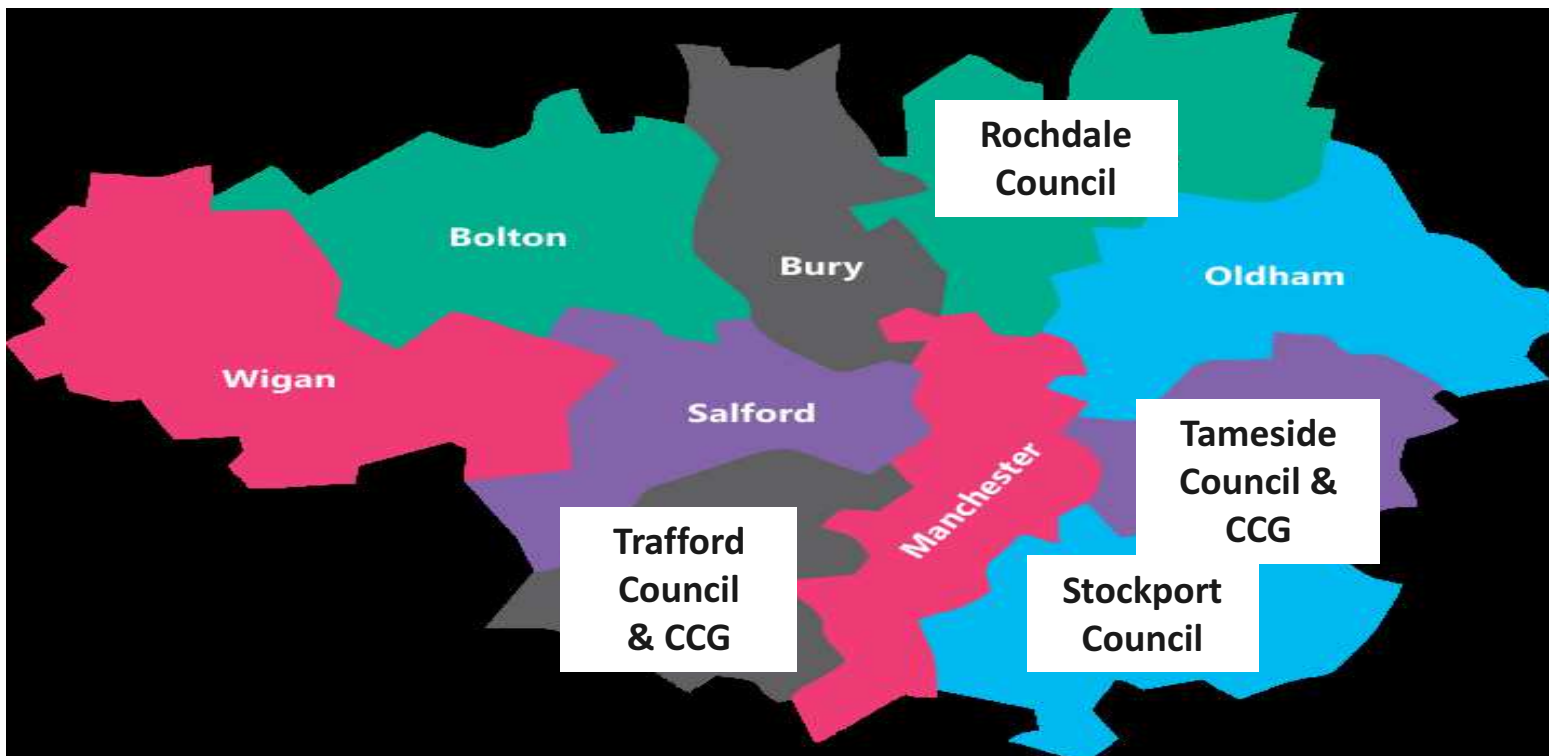


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- Introduction & STAR Overview
- Achievements for 19/20
- Our work this year including COVID response
- 10 point plan to support local businesses and SME's
- Savings work

Who are STAR Procurement?



* Leads 65%+ of GM/AGMA Collaborative Procurement

* Regional Commissions (GMCA/HSCP)



* National Commissions (Procurement and Shared Services)

* Shared Service and Collaboration Accreditation Reviewers

Our Achievements 2019/20



£7m+ of in-year savings



25%
return secured on total contract value awarded

That's £31m to be delivered back to local communities through Social Value



37 training events with Partners and business communities



360+ contracts awarded

Work across 6 Partners



HIGHLY COMMENDED



363 employment opportunities



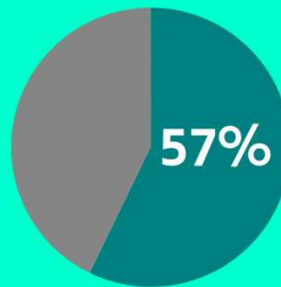
550 hours CPD for staff



Employer of Choice through our 'Grow Your Own' Policy and training opportunities



126 trainees and apprenticeships



57%
Of all winning bidders are GM businesses

Implemented our new data management tool



Secured 12 SLAs / Commissions



COVID Response

Communications Plan

Supplier relief support

PPE T&F Group

Proactive procurement planning

Vendor approvals

Flexible approaches

Re-mobilisation framework

Business as Usual

Tableau implemented

New spend process

Web-based forms

New website

Virtual MTB event

Business Planning

Social Value promotion

Performance

£110k income through 6 commissions

£1.6m Savings

Over 600 bookings for the MTB event

Local Spend increasing

25% Social Value return on contract value

Improved compliance position

1

Risk-Based Sourcing

Continue with simplified quotes targeted at local businesses, SME's & VCSE's (Below OJEU)

2

Market Engagement

Use technology to continue to engage with the market 'virtually' before procurement begins

3

Communications

Useful information for suppliers provided via our website. Tender opportunities advertised via The Chest & Twitter

4

'Meet the Buyer' Event

Virtual event held in November 2020, with over 25 workshops and briefings

5

Flexible Approach

New procurement approaches to allow for cost fluctuations and extended timescales

6

Forward 'Pipeline' Planning

Continue to advertise upcoming activity to provide opportunities & support stability for the market

7

Social Value in Current Contracts

Opportunity for existing suppliers to adopt new COVID-related Social Value measures

8

Social Value in New Contracts

Suppliers can select to deliver COVID-related Social Value measures and/or current TOMs measures

9

Showcase Suppliers

Showcase suppliers who have supported the public sector with COVID-related requirements

10

Post-COVID Requirements

Planning for what the public sector will need now and once restrictions begin to be lifted and how these can be sourced locally

For more information visit www.star-procurement.gov.uk

Register for opportunities at:
www.the-chest.org.uk



@STARProcurement

STAR Business Plan – Commerciality :- *There is no one way to deliver savings or reduce costs; we will deploy a wide range of approaches to ensure we get the maximum possible results for our Partners. Savings will be delivered through a robust category management approach and working collaboratively across all of our partners, driving economies of scale and increasing efficiencies*

Approach:

1. Generating ideas through the team and wider colleagues
2. Agreed on a joint Procurement and Finance approach
3. Focus on Revenue Savings
4. Review Data – Tableau as source
5. Forecast Procurement Savings 22/22
6. Savings Strategy developed and agreed with partners
7. Tracking success

Monthly Spend Meeting

STAR and finance to discuss work plan, savings, opportunities

Scrutiny

Enhanced scrutiny pre-procurement, challenge, savings categorisation agreed

Negotiation

Best And Final Offer (BAFO), contract extensions, direct awards, same supply base across STAR

Current Contracts and Suppliers

Review of current suppliers applying 3 questions:- cease / change / negotiate

Benchmarking

Similar supplies or suppliers across STAR prime for negotiation and/or collaboration

Collaboration

Come together, explore opportunities

Savings Reporting