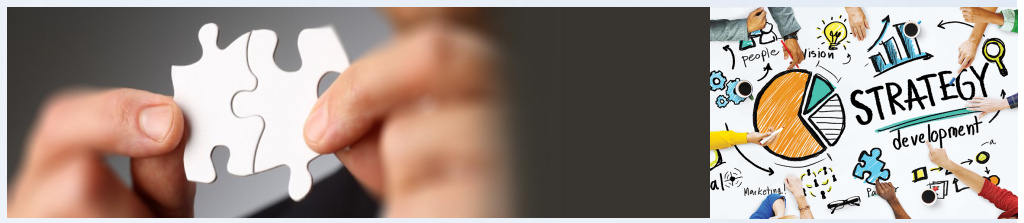


Team Name: Sourcing PaLS Ballymena
Team Members:
 Mrs Caroline Wallace, Procurement Manager
 Mrs Jill McGinley, Procurement Team Leader
 Mr Martin Hutchinson, Procurement Officer

Nominating Manager:
 Sandra Armstrong, Senior Procurement Manager

REGIONAL TRANSPORT FOR NIHSC



SITUATION:-

- ◆ **10 Contracts and Framework Agreements**
- ◆ **Multiple different Specifications**
- ◆ **Numerous renewal dates**
- ◆ **Tight Tender timeline with reduced margin for contingency and risk of lapse.**

TASK:-

- ◆ **3 Framework Agreements Taxis, Minibuses/Coaches, Specimens**
- ◆ **1 Streamlined Specification**
- ◆ **1 Contract Renewal date**



PROFESSIONALISM

PARTNERSHIP

The Team were challenged not only by the sheer size of the Marketplace but the complexities of Standardising the Clients' Specifications and requirements whilst still allowing each Client flexibility and choice in their own individual Resultant Contracts.

Positive dialogue with Clients formed a PARTNERSHIP where no challenges proved insurmountable.

"The Professionalism and approach of the PaLS team is second to none!"
Mr Gary Miskelly, Managing Director, MTS

"The professionalism and knowledge of our local PaLS team greatly assists the CAG in working through all aspects of the Tendering process "
Mrs Frances Freestone, Transport Manager—NHSCT



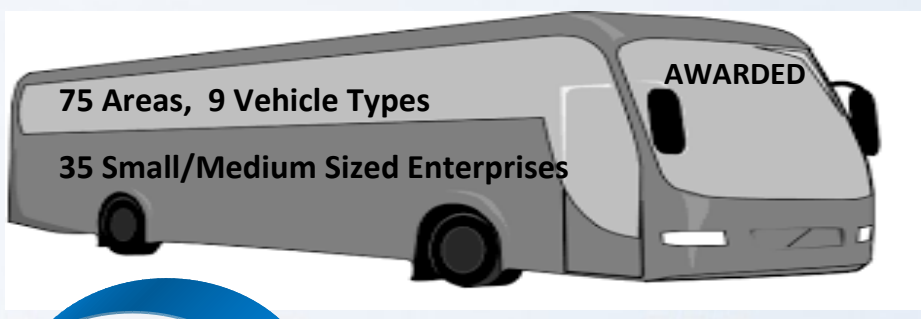
ACTIONS:-

- ◆ **MARKET ALERTED** Prior Information Notice issued
- ◆ **MEETINGS** Scoping and Pre Tender Meetings held
- ◆ **SPECIFICATION** 'One Size fits all' Specification
- ◆ **ADVERTISED** 3 Framework Agreements

RESULTS:-

- ◆ **Frameworks Awarded**
- ◆ **Savings Achieved**
- ◆ **Renewal Dates co-ordinated for all of NIHSC**
- ◆ **Sustainability and Social Value achieved, fair wages, community benefits, supporting local economy, fuel efficiencies**

ACCOUNTABILITY



The Team ensured that all 3 Projects would be inclusive for all bidders to meet ACCOUNTABILITY requirements as a Centre of Procurement Expertise.

- ◆ **EVALUATED 62 Bids**

The Team aimed to ensure inclusiveness and parity to all bidders in the market place whilst never losing sight of the eventual impact on the lives of the end users of the Service.

SAVINGS OF
£200K
 IN YEAR 1

TRUST

RESPECT

The Team saw many of the BSO values in their planning and thinking towards the inclusion of Sustainability and Social Value encouraging Tenderers that Social Value is 'good for their business profile' and the real ethos of Social Value is 'everyone's a winner' - TRUST and RESPECT.



"The new Framework has allowed our Trusts to have options, benefitting patients, Clients and Stakeholders whilst ensuring costs are competitive meaning savings can go back into crucial health care provision"
Mr Richard Walker, Patient Experience (Transport) - SEHSC

"The recent tender process has been very beneficial in terms of learning and benefit to our company"
Mr Martin Etherson, Owner, Etherson Travel

