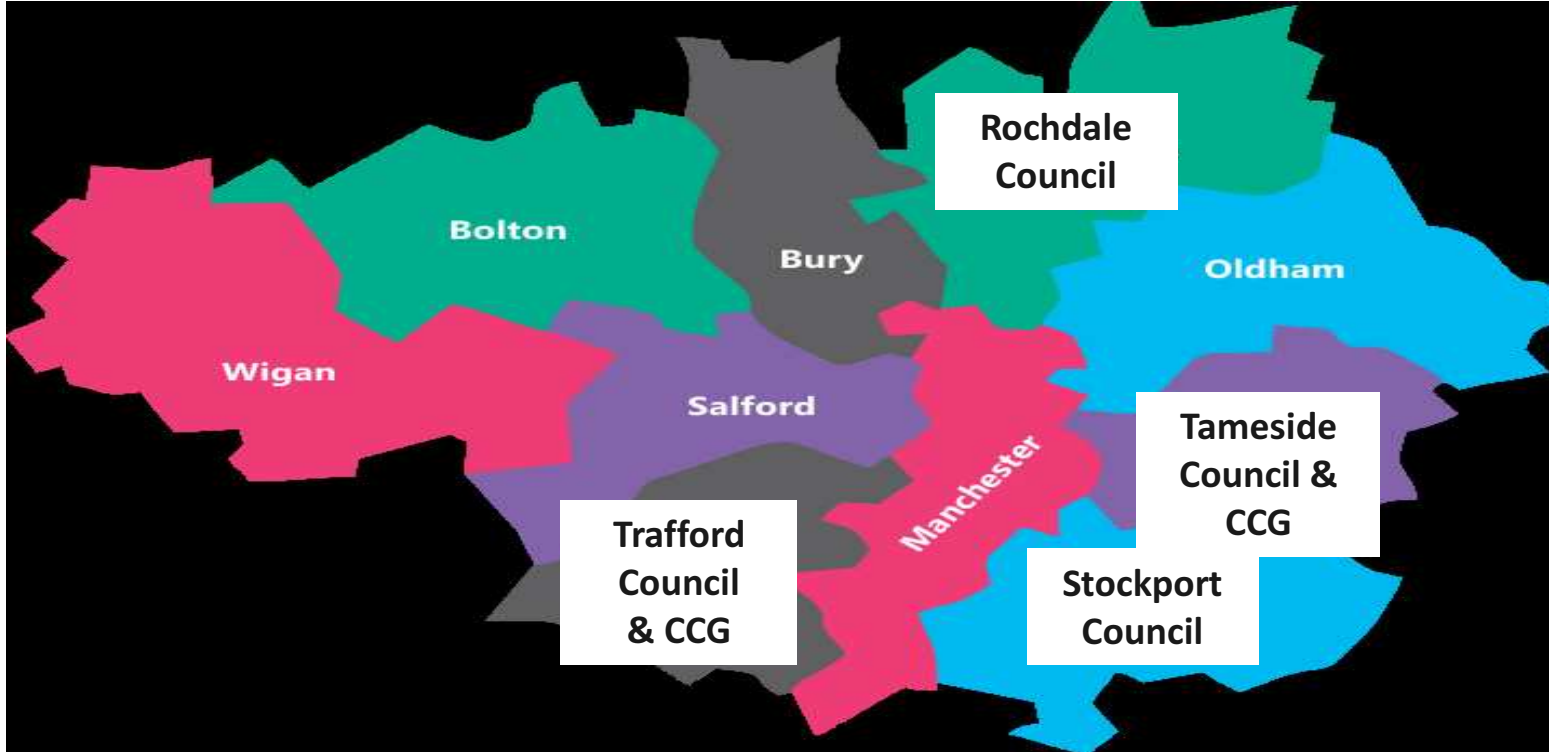




Lorraine Cox
Director

- 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

20% Average Social Value Weighting Acheived



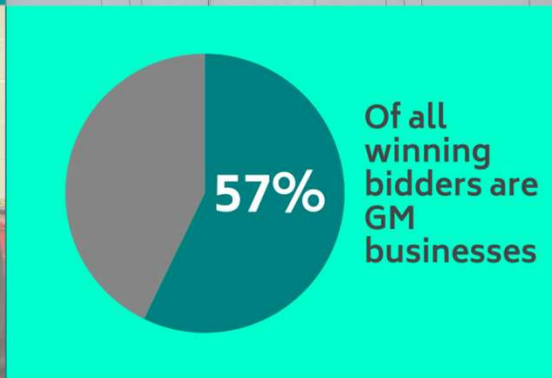
363 employment opportunities

2020 National Social Value Awards
Time To Act
HIGHLY COMMENDED

Work across 6 Partners



126 trainees and apprenticeships



57% Of all winning bidders are GM businesses



550 hours CPD for staff

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

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

Continuous Improvement

Spend analysis/Tableau implemented

New spend process

Web-based forms

New website

Virtual MTB event

Business Planning

Social Value promotion

Performance

£100k income secured @ 6 months through commissions

Over 50% contracted spend in GM @ 6 months

Over 600 bookings for the MTB event

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 22/23
6. Savings Strategy developed and agreed with partners
7. Tracking success

STAR are working collaboratively with the Stockport Spend Hub and Strategic Commissioning to integrate savings plans and delivery of those savings at pace

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