

Lincolnshire County Council Procurement

Megan Rice, Senior Procurement
and Commercial Officer



What will I be covering

- What is procurement and why do we do it
- Frameworks
- Where to find opportunities
- Supporting SMEs
- Reforms

What is procurement?

*“...process of acquiring supplies, works and services, covering acquisition from both third parties and in-house providers. The process spans the **whole cycle** from identification of needs, through to the end of a service contract or the end of the useful life of an asset.”*

Sir Ian Byatt

Why do we procure?

- We must comply with national legislation
- We have internal rules and procedures that we need to follow
- Aim is to ensure equal treatment, transparency, non-discrimination and proportionality.
- Helps prevent fraud and corruption
- Helps demonstrate Value for money

How do we procure?

- Request for Quotations – Sent to a select number of suppliers, provisions for local suppliers. These can be found in the Council's Contract Procurement and Procedure Rules
- Invitations to Tender – Advertised nationally
- Frameworks

Which route we follow is determined by the nature and value of the requirement

What are Frameworks?

- A 'framework agreement' is 'an agreement between one or more contracting authorities (Council) and one or more economic operators (Suppliers), the purpose of which is to establish the terms governing contracts to be awarded during a given period, in particular with regard to price and, where appropriate, the quantity envisaged.'
- There are central purchasing bodies who put in place frameworks these include ESPO, CCS, Fusion21, Scape, Bloom and many many more
- Councils may also put in place their own frameworks.

Why do we use Frameworks?

- Can be quicker
- Offers economies of scale
- Terms and conditions are pre-determined making them more straight forward to use
- Performance management systems are often in place
- Reduced procurement costs

Frameworks and the local supply market

- Once a framework has been awarded generally they are closed. There are some exceptions to this for example in the health and social care sector.
- Frameworks can present challenges for local supply markets. Steps are being taken to try and make frameworks more accessible.
- Some frameworks are broken down into “lots” so you can bid just for the Lincolnshire Lot.
- There are also systems called dynamic purchasing systems that are open to be joined all the time.

Where to find advertised opportunities

- We use Pro-Contract as our E-tendering system. This is also used by most local Councils.
- If you register for Pro-Contract you can set it to receive alerts for opportunities in the field in which you work
- Contracts Finder and Find a Tender Service which are national advertising portals. Alerts can also be set up for these. Framework opportunities will also be advertised here.

How to know about up coming requirements

- Contracts Register All contracts warded over £5k should be on the Council' s Contracts Register. This can be found on Proactis Procontract



[Home](#) > Contracts register

All data

Go

Contracts register - Search results

[Advanced search](#)
[National awarded contract](#)

Narrow your results

▼ Portals

EastMidsTenders

▼ Organisations

Lincolnshire County Council

▼ Categories

There are 0 categories selected

- [Add UNSPSC categories](#)
- [Add NHS eClass Version 2014 categories](#)
- [Add CPV categories](#)
- [Add ProClass categories](#)
- [Add Proc HF categories](#)

▼ Contract start date

From To

▼ Contract end date

From To

Reset

Update

Awarded contracts

1 2 3 4 5 ... 54 Next >

Title	Awarded supplier	Buyer	Start date	End date	Awarded date	Value (est.)	Value (Award)
Topographical and Ground Penetrating Radar Surveys	Tower Survey Associates Ltd	Lincolnshire County Council	29/11/2021	24/12/2021	12/11/2021	£15,600	£15,600
LCC Countryside Services - Replacement Footbridge	Lattenbury Services Ltd	Lincolnshire County Council	03/11/2021	31/03/2022	03/11/2021	£18,700	£18,700
Transport Services Tender Batch 1106	Multiple award (3)	Lincolnshire County Council	01/11/2021	31/07/2026	26/10/2021	£111,246	£111,246
Lot 9, 10 & 11 - Soil, Rubble & Hardcore, & Soil Rubble and Hardcore	Multiple award (2)	Lincolnshire County Council	01/11/2021	31/05/2022	01/10/2021	£74,099	£74,099
2254 B1178 Tower Lane, Harmston	Tarmac Trading Limited	Lincolnshire County Council	01/11/2021	06/12/2021	31/08/2021	£850,000	£690,082
2022-23 Health and Safety program provision	Dynamic First Aid Ltd	Lincolnshire County Council	19/10/2021	31/03/2022	19/10/2021	£15,000	£15,000
2022-23 RIP Subscription (Adult Care)	Dartington Hall Trust	Lincolnshire County Council	19/10/2021	31/03/2022	19/10/2021	£14,260	£14,260
Lease and Maintenance of Franking Machines	FRANCOTYP POSTALIA LIMITED	Lincolnshire County Council	18/10/2021	17/10/2025	30/09/2021	£30,000	£27,444
RFQ Lincolnshire County Council Tourism Toolkit	Considerate Group	Lincolnshire County Council	11/10/2021	10/01/2022	01/10/2021	£24,338	£24,337
Lincolnshire Property Flood Resilience Measures - Surveys, Supply and Works	Flood Technologies Ltd	Lincolnshire County Council	11/10/2021	13/10/2023	29/09/2021	£665,000	£665,000

1 2 3 4 5 ... 54 Next >

Export

Each entry on the Contract Register should have details of the contract length, contract value, extension options, awarded supplier and the contact details for the contract manager.

Contract details

Contract: Topographical and Ground Penetrating Radar Surveys	
Details	
Buyer: Lincolnshire County Council	Start date: 29/11/2021
Department: Highways Infrastructure	End date: 24/12/2021
Title: Topographical and Ground Penetrating Radar Surveys	Awarded date: 12/11/2021
Description: Provision of Topographical and Ground Penetrating Radar Surveys as part of Lincolnshire County Council's programme of highway maintenance schemes, a section of the B1191, between Woodhall Spa and Martin, has been identified as requiring reconstruction.	Awarded value: £15,600.00
	Appraisal date: Not provided
	Review date: 24/12/2021
Description of the geographical coverage:	Initial contract period: 1 month
Reference no: DN570207	Total option to extend:
Estimated total value: £15,600.00	Total contract period: 1 month
Estimated annual value: £15,600.00	Available extensions: 0 with 0 taken
VAT not recovered: £0.00	Central purchasing body: Lincolnshire County Council
Participating organisations: N/A	Framework: N/A
	OJEU: No
Keywords: Topographical, Suverys, Buried Services	Process used: RFQ

Primary contact	
Title: Ms	First name: Lucy
	Surname: Reed
Email address:	LucyJ.Reed@lincolnshire.gov.uk

Procurement Pipelines

- From April 2022 we will publish procurement pipelines which will be published at least annually and will have an 18 month look forward of known procurement activities
- Still finalising the details on where this will be published but it is likely to be our website.

Supply Chain Opportunities

- The Contracts register and Contract award notices can be used to identify suppliers who might have subcontracting opportunities
- Sub-Contracts from a public sector contract should have the same 30 day payment provisions within them that the main contract benefits from. If it does not then this can be reported to the Council's contract manager.
- This is also the case with frameworks.

What are we doing to support SMEs?

- We have streamlined our RFQ documentation to hopefully make it easier to complete
- We have videos that walk through completing an ITT. These are being reviewed
- We have provisions on inviting local suppliers to opportunities where we are able to do so.
- Where appropriate we include lots in our opportunities
- We are reviewing practices to help make our opportunities more accessible. This will also be done in conjunction with procurement reforms

Procurement Reforms

- Significant procurement reforms are in the process of being drafted
- We are currently awaiting the outcome of a public consultation to see the direction of the reforms.
- Some changes such as procurement pipelines, benchmarking and social value changes are being introduced from April 2022.
- As part of the wider reforms frameworks and Dynamic Purchasing systems are likely to remain.
- Likely to come into force in full in 2023.

Any Questions?



Useful Links

- ProContract - <https://procontract.due-north.com/Opportunities/Index?tabName=opportunities&resetFilter=True>
- Contracts register - <https://procontract.due-north.com/ContractsRegister/Index?resetFilter=True>
- Contracts Finder - <https://www.gov.uk/contracts-finder>
- Find a Tender Service (high value opportunities) - <https://www.gov.uk/find-tender>