

OUR PROCUREMENT PLEDGE

1. Give potential providers greater certainty of our future demand.
2. Work with potential providers to identify and address strategic capabilities in supply chains to ensure providers are prepared to meet this future demand.
3. Operate an open door policy for business so that we can develop a more strategic relationship with current and future providers.
4. Give all types of potential providers, including smaller providers, simpler, more streamlined procurement processes.
5. Back UK business when bidding for contracts overseas.

To meet these commitments, Central Government and public sector signatories will:

1. Give potential providers greater certainty of our future demand

- Publish pipelines of planned future procurements together with an indication of the likelihood of the procurement taking place to give potential providers greater confidence to invest for future business.
- Work with potential providers and their representative bodies in developing these pipelines to ensure that they contain meaningful information that is of use to potential providers, and is presented in a coherent way.

2. Work with potential providers to identify and address strategic capabilities in supply chains to ensure providers are prepared to meet this future demand

- Work with potential providers and their representative bodies to address the strategic capabilities (key skills, technologies and knowledge) needed to ensure the market is prepared for future needs.

3. Operate an open door policy for business so that we can develop a more strategic relationship with current and future providers

- Develop a more strategic relationship with current and future providers which includes more effective supply chain management and greater strategic dialogue with the supply market on forward procurements and the capabilities needed to deliver them.
- Engage in effective pre-procurement dialogue with the supply market before starting the formal procurement process. This will be supported by the use of outcome based specifications wherever possible, giving potential providers the opportunity to shape procurements and the flexibility to offer innovative solutions, thus opening up the market to a more diverse range of suppliers, including smaller providers.
- Engage potential providers and their representative bodies where appropriate, when establishing which contracts or programmes will be broken into smaller contracts, thereby increasing access to public procurement opportunities for smaller providers.

4. Give all types of potential providers, including smaller providers, simpler, more streamlined procurement processes

- Implement a more streamlined procurement process that will ensure that all but the most complex procurements are completed within 120 working days (from OJEU to contract award), making it easier, quicker and less costly for potential providers, especially smaller providers, to access public procurement.
- Eliminate unnecessary use of lengthy and costly procurement processes, such as the Competitive Dialogue process, except for the most complex procurements¹.

5. Back UK business when bidding for contracts overseas

- Consider how best it can optimise the export potential of the goods it intends to procure, for example, through the way in which requirements are specified and the use of internationally recognised product standards.
- In addition to this, UKTI will identify large scale overseas procurement projects offering the best opportunities for the UK, provide intelligence and information, identify UK capability and capacity to deliver and work with UK companies to develop and implement strategies to win contracts in and around these opportunities.

To ensure successful delivery of these commitments, Central Government will make sure that staff are equipped with the right skills to deliver these commitments through the creation of a better procurement profession that fully develops and trains its staff. This will include improved leadership and mentoring as well as systematic career development. Government will also leverage existing skills across Government.

What Government expects from potential providers and their representative bodies:

- To actively engage in the development of forward procurement pipelines, recognising that some pipelines may change following publication.
- To work with Government (and other public sector bodies) and their supply chains to identify capabilities needed to deliver future demand; to pinpoint any capability gaps and plan strategically to meet these needs where there is an intention to do business with Government and the wider public sector.
- To actively engage with Government and the wider public sector in pre-procurement dialogue.

¹ For examples of potential complex central government procurements, see [Procurement Policy Note Ref. 04/12](#).

- To work with their supply chains to provide more sub-contracting opportunities to smaller providers where possible; and advertise these opportunities on Contracts Finder.
- To highlight good practice across Government and the wider public sector and challenge other departments or public bodies to adopt similar approaches.
- To report, using the 'Mystery Shopper' service, non-compliance or deviation of the commitments by Government and public body signatories.
- To promote and encourage the use of Government initiatives (such as the 'Mystery Shopper' service) in support of this agenda amongst their members and/or supply chains.

Signatories

To sign up to this Pledge please contact the Cabinet Office at: procurementconcordat@cabinet-office.gsi.gov.uk.

All approved signatories to this Pledge are listed below

Central Government Departments and their Agencies and Non-Departmental Public Bodies

Association of Chief Executives of Voluntary Organisations (ACEVO)

BAE Systems (UK operations)

British Chambers of Commerce (BCC)

BT Global Services

Business Services Association (BSA)

Capgemini - UK Business

Confederation of British Industry (CBI)

Engineering Employers Federation (EEF)

Forum for Private Business (FPB)

HP Enterprise Services Ltd

Institute of Directors (IoD)

Intellect

National Grid

Network Rail

Serco UK & Europe

Telereal Trillium

UK Contractors Group

@UK Plc

Balfour Beatty Group Ltd

Burges Salmon LLP

Business Application Software Developers Association (BASDA)

LLW Repository Ltd

Magnox Ltd

Neopost Ltd

Nuclear Decommissioning Authority (NDA)

Research Sites Restoration Ltd
SciSys UK Ltd
Sellafield Ltd
Skyscape Cloud Services Ltd
i2N
KBM Consultants
UNIT4 Business Software Limited
3SC
Compact Voice
Reflect Catering Consultancy Ltd
Your Consortium Ltd

CONTEXT

Procurement Pledge - Improving public procurement to better support growth

The Government's economic policy objective is to achieve strong, sustainable and balanced growth. The way in which the UK conducts its public procurement activities has a role to play in helping to create conditions that can stimulate growth.

In autumn 2011 the Government committed to take a more strategic approach in the way that it does business, focussing more on longer-term needs so that it can better develop and manage its supply markets. This will not only ensure that Government gets the best value for money through more efficient and effective public procurement, but will also help the market to prepare better and cater for future demand by ensuring that the right capabilities are in place. The measures represent a long-term reform of public procurement that will also help to ensure a level playing field and improve access to public procurement for potential providers of all types and sizes.

The Procurement Pledge formalises this commitment and sets out a long-term agreement between central Government and potential providers and their representative bodies. The Pledge is also open to wider public sector organisations, including local government) and regulated industries who wish to adopt these principles. It provides a framework for central Government, public sector signatories, regulated industries, potential providers and their representative bodies to work together in achieving these long-term goals; and a mechanism by which these groups can hold Government to account.

How the Pledge will work

The Cabinet Office and Department for Business, Innovation and Skills will take the lead in embedding the Pledge commitments across central Government and encourage further adoption across the wider public sector and provider groups.

Implementation of the Pledge commitments will be determined by the sector in which signatories operate. The Pledge does not replace any existing code of practice or charter held between Government and provider groups.

Government is committed to this agenda; non-compliance with the Pledge commitments by any public body signatory can be reported through the Cabinet Office's 'Mystery Shopper' scheme by contacting: supplierfeedbackservice@cabinet-office.gsi.gov.uk.

What the Procurement Pledge means for civil society organisations

Government is strongly committed to the principles of the [Compact](#) between the Coalition and civil society organisations, drawn up in December 2010. The Compact sets out undertakings for both on a range of topics, including procurement and every government body is expected to continue to maintain these undertakings.

Government recognises the potential possible contribution of a wide range of providers, including the voluntary and community sector and social enterprises, to meaningfully contribute to improving the design and delivery of services, and provide social as well as economic value.

The commitments set out in the Procurement Pledge will make public procurement more accessible to civil society organisations looking to be involved in the design and/or delivery of public goods and services and will help to successfully implement the procurement related principles of the [Compact](#).