



Crown
Commercial
Service

Newsletter

November 2014

Buying Goods and Services for Colleges and Universities

Welcome to the first edition of our quarterly newsletter for colleges and universities

In this issue you will find:

- A special feature on Insurance Services
- Energy solutions
- HR and payroll solutions
- Update on new ICT deals
- G-Cloud customer webinars
- Case study - mobile voice and data services
- How to get in touch

With the new academic year just started, compliant, money saving deals that save you time and allow you to focus as much as possible on the frontline might be just what you're looking for. If they are, this newsletter will be of interest to you.



Did you know?

We are the largest public buying organisation in the UK .

Special Feature: Insurance Services

Our Insurance Services team, in collaboration with YPO, ESPO and NEPO (on behalf of Pro5), recently won the Best Public Procurement Project award at the CIPS Supply Management Awards for their work on the Insurance Services agreement.

This accolade is fantastic recognition of the team's commitment to constantly innovating to meet customers' needs, and the agreement has saved our customers in excess of £4.6 million so far this year.

Product coverage can be tailored to your specific needs and access to the deal can be done either through direct award or by further competition depending on which of the three available Lots best meets your requirements.

If you have any queries, please feel free to contact insurance@ccs.gsi.gov.uk. You can also find out more about the agreement in general [here](#)



Did you know?

We are an Executive Agency of the Cabinet Office and we are responsible for centralising Government's procurement in order to maximise government and public sector buying power and save money for the tax payer.

Energy solutions

We offer a number of energy deals covering electricity, gas and liquid fuels. Our award winning team is the largest buyer of gas and electricity in the UK with skilled, in-house market analysts, risk management specialists and robust independent governance.

A brief introduction to our trading function and what the team does on a day to day basis is available in this [short video](#). A longer and more detailed version of the video can also be viewed on their [YouTube channel](#).

An example of one of our current energy deals is the [Provision of electricity supply and ancillary services](#) agreement which is a single supplier contract for non-half hourly electricity. It offers a range of energy procurement services covering management, conservation and renewable services. Through this deal, customers are currently saving in excess of 24% on the management fee when compared to the standard British Gas contract costs (based on 09/10 baseline costs).

To find out more about the benefits of this agreement and how to access it, please contact the energy team at the following address: cgenenergy@ccs.gsi.gov.uk



HR and Payroll solutions

Payroll, Human Resources (HR) and Finance Services provides a number of different solutions including full transactional outsourcing.

Charges are scaled to the number of organisations using the deal – therefore the more organisations using the deal, the cheaper the charges are for all customers, both new and existing. A competitor analysis is carried out every 12 months to ensure that the rates remain competitive and the services offer best value for money.

Access is straightforward: simply place an order directly with CGI IT UK Ltd (formerly Logica) and they will offer you a choice of software platforms to meet your needs.

A full list of all of our solutions is available [here](#)



Did you know?

An electronic auction (eAuction) is a procurement tool using web-based software that allows potential suppliers to compete online and in 'real time', providing prices for the goods/services under auction.

Upcoming solutions

New ICT Deals

We are currently developing a deal specifically for the education sector - ICT Services for Education - which will be launched in spring 2015.

The deal will cover a wide range of ICT infrastructure solutions and services including design, specification, supply, integration, implementation and testing, training, support and maintenance. The flexible arrangement will enable you to buy services either together as a packaged solution or in any combination you require.

We are also developing new deals for commodity IT hardware and software requirements which will be available to colleges and universities, providing a clearer landscape for the purchase of commodity IT requirements:

- **Technology Products** - will help you address more complex or higher value requirements.
- **Corporate Software Solutions** - designed to meet common software business application solutions through specialist providers.

These new agreements are expected to go live in autumn 2014.

Further information on these new deals and all others that we are currently working on can be found here:

<http://ccs-agreements.cabinetoffice.gov.uk/procurement-pipeline>

A full list of all of our current live solutions is available [here](#)

Did you know?

All of our solutions comply with procurement laws, giving you assurance not just that you are getting value for money but also that you are compliant with the regulations

Monthly update

Every month we publish a round-up of the latest news, events and training opportunities and you can view the latest issue [here](#)

If you would like to receive a copy of this regular update please email your contact details including email address to education@ccs.gsi.gov.uk

G-Cloud Customer Webinars

G-Cloud is a deal which helps the public sector, including college and universities, to buy commodity based Cloud Services (hosted solutions accessible through the internet) covering infrastructure, platform, software and specialist cloud services.

We are holding a series of webinars to help both new and existing G-Cloud customers gain a clear understanding of the G-Cloud procurement process and how to efficiently and effectively use the new Digital Marketplace. For further details, contact ICT_services@ccs.gsi.gov.uk.



Case Study

Mobile voice and data services

A number of colleges and universities took part in an eAuction which saved them and other CCS customers a total of £3.1 million on their on their tariffs for mobile voice and data services.

If you have upcoming technology requirements we have a number of opportunities that will be of interest to you:

- **Technology Hardware:** if you are intending to buy technology hardware products (e.g. desktops, tablets, laptops, monitors, printers, mobile devices) over the next 3-6 months and would be interested in participating in an eAuction in November/ December 2014 please get in touch. We would also like to hear from you if you are interested in participating in an aggregated further competition in the next 12 months.
- **Mobile Voice and Data Services:** following the success of our last aggregated further competition we are now developing the next aggregated further competition for mobile voice and data services.

If you would like find out more about taking part in any of these opportunities please email TechnologyAggregation@ccs.gsi.gov.uk

Get in touch

We will help you manage your organisation's buying smoothly and efficiently; helping you achieve value for money and reduce the risk of complications. For advice and support please get in touch with our dedicated education team at education@ccs.gsi.gov.uk

We welcome your feedback and ideas on how we can develop this newsletter to ensure we provide the information, advice and news that helps you. Please email us at education@ccs.gsi.gov.uk with your thoughts, suggestions and questions.