



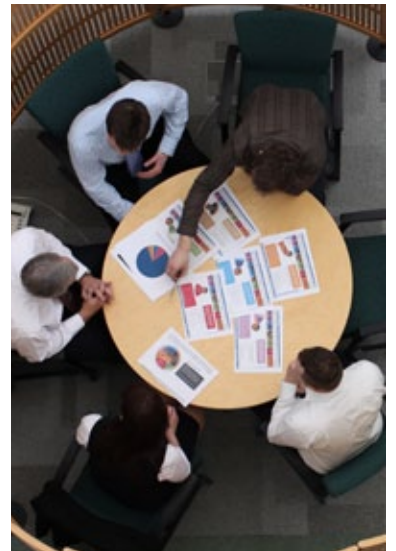
Crown
Commercial
Service

Government eMarketplace

Changing The Landscape of Public Sector Purchasing

“It’s time to act. eProcurement represents a significant untapped potential for the EU economy. It can simplify the way procurement is conducted, reduce burdens and costs, increase the participation of SMEs and deliver better quality and lower prices. The sooner the transition is initiated, the sooner we will reap the benefits offered by eProcurement.”

Michel Barnier European Commissioner for Internal Market and Services



The UK public sector has been challenged to increase savings through automating operational processes. One area firmly in the spotlight is procurement practice. Attention to the subject is growing momentum domestically and in Europe, examples including The Cabinet Office Efficiency and Reform Group's Government Procurement initiative and the EU's commitment to eProcurement transformation in governments across Europe by 2016.

Central to the success of such programmes is the Government eMarketplace, designed to provide access to centrally negotiated deals, access to a community of suppliers and transactional efficiencies related to eProcurement directly to the desktops of every public sector buyer in the UK.

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Michel Barnier, European Commissioner for Internal Market and Services.

The Philosophy

The philosophy behind the Government eMarketplace is simple - the more the public sector uses this service the more they will save. Better still, Government eMarketplace includes a full eCommerce capability so that buyers can trade with suppliers securely across the internet getting real time spend data in the process.

Crown Commercial Service (CCS) has signalled its commitment to drive the benefits of accessing its eMarketplace across the public sector by funding health, local government, education and other wider public sector organisations to use the service.



A common misconception is that Government eMarketplace is exclusive to central government. In fact any public sector organisation can use Government eMarketplace – it is all about getting better value for the public purse – a massive driver for every public sector organisation, large or small, whether its health, local government or education.

More Choice

Government eMarketplace offers users a convenient service that will give them access to a catalogue of goods and services. Currently eMarketplace offers the following categories:

- IT hardware and software
- Office solutions
- Photocopiers, printers and scanners
- Fleet
- Professional services
- Facilities management
- Catering
- Furniture

This list is constantly growing.

On top of the catalogues there is the option to raise electronic requests for quotation (eRFQs) via the Dynamic Marketplace function, designed for buyers to get quotes from pre-registered suppliers. Not only is the use of eRFQs enabling buying organisations to increase transactional efficiencies but they are also enabling SME suppliers to trade with public sector organisations who previously may have seemed out of reach.

Simple Transactions

The eMarketplace lets buyers simply search for what they need by either product/service names, codes or by using keywords. The results are presented as a list of options which can be selected and placed into a shopping basket to await approval. The experience is comparable to online shopping at home except this in a fully HMG accredited environment. Having 'favourites' and 'shopping lists' speed up the process even more. Once the shopping basket is approved an electronic purchase order is generated and sent via the internet to suppliers through a secure exchange. Suppliers can 'flip' an order into an electronic invoice so that the whole end to end transaction process can be completed in minutes. Figure 1 outlines this process:

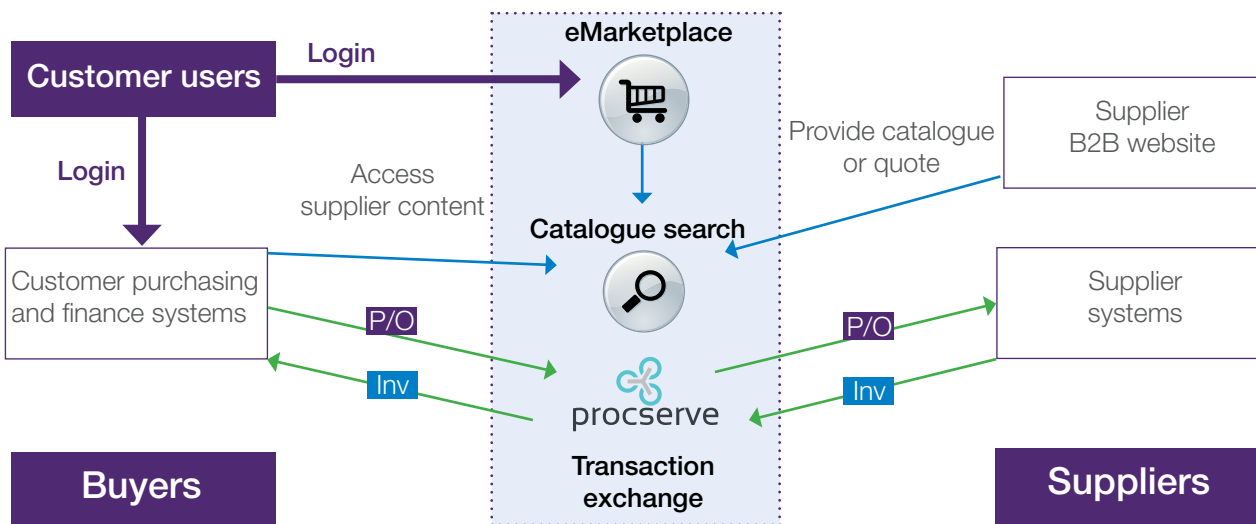


Figure 1 – Government eMarketplace – electronically bringing together the public sector and its suppliers.

Government eMarketplace combines the electronic order and invoice process with the ability to send out electronic requests for quotation (eRFQs) to registered suppliers. This feature, called Dynamic Marketplace, offers a fully transparent easy-to-use competition tool for lower value, non-contentious purchases. There are many suppliers already registered who can provide quotations across all sorts of goods and services. On sign up, you can invite as many suppliers as you wish – these may be your local suppliers. The choice is up to you. Registration is quick, very straightforward and free. The whole process is electronic, fully transparent and designed for optimal efficiency. Figure 2 outlines this function:

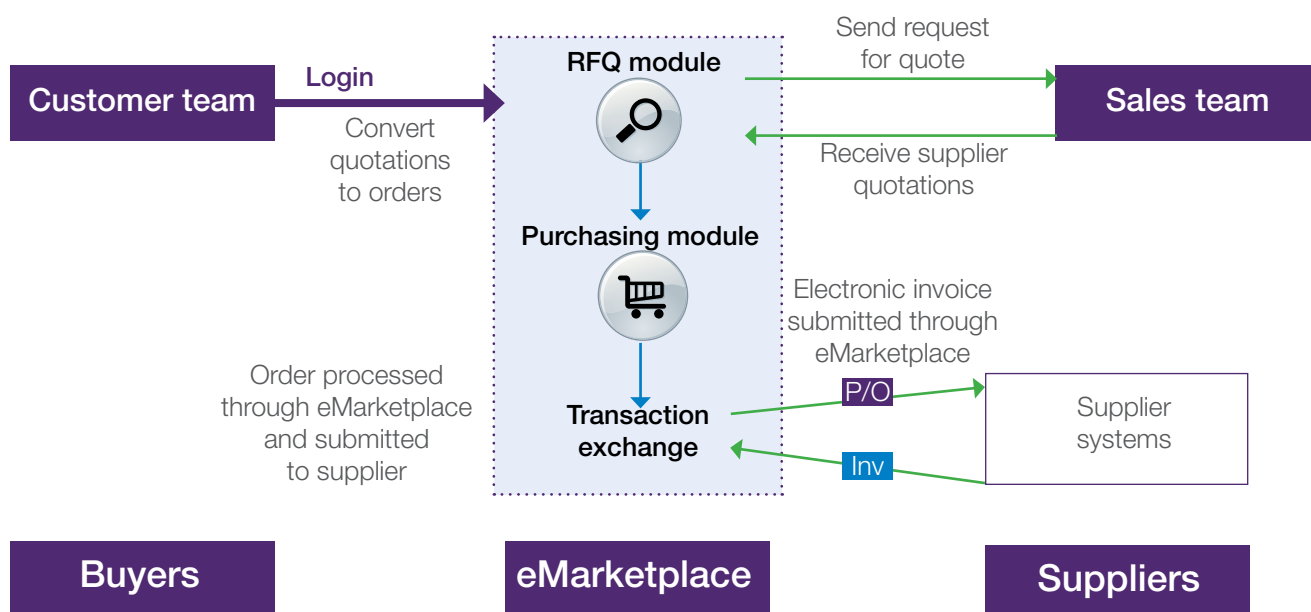


Figure 2 – Using eRFQs make more public sector opportunities available to a broader base of suppliers – including SMEs.

eMarketplace Customers

Government eMarketplace has proved its ability to deliver massive benefits over the last 5 years in many different situations and programmes. You may have heard of it in a number of guises – as xchangewales, the procurement portal for the public sector in Wales (used by local authorities, housing associations, schools, universities) and all of the Welsh NHS, or as the National Police Procurement Hub which is in full roll out to all 43 police services in England and Wales - helping to keep 'Bobbies' on the beat - or simply as itself, being used in the biggest government departments such as DWP. In any event the public sector has entrusted almost £1 billion pounds worth of public money to the system with the result that every penny of it can be accounted for. Government eMarketplace captures all transaction details making all spend through the system totally transparent and auditable.

Vital as that is - it's not only about value for money but about helping Government deliver its policies on the biggest issues of the day. For example eRFQs via the Dynamic Marketplace function is based upon a capability developed especially to help Job Centre Plus staff slash the time it takes to deliver training to its customers from 60 days to 8 days.

By eliminating the processing of literally hundreds of thousands of paper RFQs, quotes, orders and invoices per annum, back office processes are effectively automated, reducing the resources needed to administer the process by 80 percent. This has dramatically improved their ability to deliver training where and when it is needed – and helped hundreds of Jobseekers back to work faster.

Sign Up Today

Wider public sector organisations should simply contact us at emarketplace@ccs.gsi.gov.uk or telephone on **0345 410 2222**. We will give you everything you need to start using the service. You just need to sign a standard user agreement, providing contact details and you will be set up onto the system in a matter of days.

Government eMarketplace is not just another website. By signing up you are joining a wide group of UK public sector organisations who are driving greater value from procurement – raising efficiency and driving down costs.

By providing your feedback, you will also have a real say in how the service can develop and change the landscape of procurement across the public sector.



Further information

For advice and support please get in touch with our eMarketplace team:

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