



## Colleges and universities newsletter

Buying goods and services

This update provides you with the latest news on buying goods and services from the Crown Commercial Service (CCS).

In this issue you will find:

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## Temporary staff: what's in a name?

Don't be misled by the name, [Non Medical Non Clinical Resource \(RM971\)](#) isn't just for NHS trusts! This framework can be used by all government and public sector organisations needing to fill temporary staff, interim and contractor roles. So if [Contingent LabourONE \(RM960\)](#) does not meet your needs, why not take a closer look?

You can use the framework to fill any office, clerical, IT, corporate, legal or manual role from the most junior to the most senior, including board level roles and those of a specialist nature. Temporary staff can be sourced on an hourly or daily rate or as a fixed term assignment and suppliers can engage with you directly.

To find out more please visit the [web page](#) or email [nmnc@crowcommercial.gov.uk](mailto:nmnc@crowcommercial.gov.uk).



If you need advice on which agreement will best meet your needs please email

**E:** [info@crowcommercial.gov.uk](mailto:info@crowcommercial.gov.uk)

or call

**T:** 0345 410 2222



## Would you like to save up to 40% on your fleet requirements?

If you need new cars or light commercial vehicles, join one of our regular fleet eAuctions and we will help you make fantastic savings.

By combining your requirements with those of other public sector organisations we can help you make great savings on the whole life costs of your vehicles - whether you need 1 or 1,000. We do this by using standardised vehicle specifications and using our bulk buying power to make your requirements more attractive to suppliers.

### Why get involved?

Joining one of our eAuctions will save you both time and money:

- we run the eAuction for you so there is very little administration to deal with
- flexible payment and delivery terms
- save as much as 40% on manufacturer's retail price (MRP)

The [Vehicle Purchase \(RM1070\)](#) agreement already has attractive standard discounts of an average of 32%, and we have found our eAuctions have added an average 8% additional discount, giving customers a total saving of 40% on MRP.

Our next planned eAuctions will be in February and July 2017, with customer commitment required by mid-January and mid-June respectively.

[Download a leaflet to share with colleagues](#)

To discuss your requirements and register your interest please email

**E:** [fleet@crowcommercial.gov.uk](mailto:fleet@crowcommercial.gov.uk)

quoting Feb 2017 or July 2017.





## Energy

### How we buy energy

As the biggest supplier of energy solutions to the public sector - and the largest independent energy buyer (outside of the big six) - we're able to bring together our customers' needs and use our bulk buying power to buy directly on the wholesale market, providing you with sustainable savings and innovative solutions. Last year we saved our customers £75 million on their energy costs.

[Find out more about how we buy energy and the product types.](#)

### Get ready for water deregulation

From April 2017, over 1.2 million [eligible non-household customers](#) in England will be able to choose their supplier of water and wastewater retail services. Eligible organisations could benefit from:

- lower bills and better value for money
- better customer service
- more tailored services to suit your business needs
- help to become more water-efficient

We're working with other public buying organisations, including YPO, ESPO, NEPO, the Energy Consortium and West Mercia Energy, to develop a compliant route to market for your water supply, wastewater services (sewerage) and additional services to support water efficiency savings.

[Find out more about our plans and what you can do to prepare for April 2017.](#)

## Take part in aggregated further competitions - Integrated Telephony Services

When buying common goods and services, bringing together customers' needs provides several advantages, including savings and a simpler tender process.

We are planning to run one or more aggregated procurements for managed, fully-featured integrated Internet Protocol (IP) telephony services.

### Who will benefit?

Customers who:

- Use traditional telephony services
- Have expired or rolling contracts, perhaps paying considerably more than they need
- Wish to take advantage of the benefits of modern telecommunications

### How will you benefit?

- **Savings:** recent pilot procurements have shown savings of between 34% and 73% from replacement of traditional with IP telephony
- **Flexibility:** IP telephony brings geographic independence and the ability to redirect, relocate and work anywhere with the same phone number
- **Convenience:** you can use PCs, tablets or smartphones as well as (or instead of) desk phones to make or receive calls, see who's calling and use instant messaging, presence, conferencing and other collaboration tools
- **Operational efficiency:** you can easily reconfigure, add users and scale up or down to match varying demand
- **Business continuity:** resilient deployment ensures that the service continues even if individual connections are disrupted.

### Case study

A recent [case study](#) illustrates the major savings available by upgrading from conventional to IP-based telephony.

### What you should do

If you are interested or would like further information, please get in touch with our aggregation team as soon as possible by emailing [technologyaggregation@crownccommercial.gov.uk](mailto:technologyaggregation@crownccommercial.gov.uk) quoting **NFC50**.

### Future opportunities

It's not just telephony that can be successfully aggregated - we recently helped 8 customers with their vehicle hire and car share requirements and saved them over 12%. So if there is something you are looking to buy, and you would like us to explore the potential to help you achieve further savings by bringing your requirement together with other customers, please let us know.

Aggregation is suitable for most common goods and services, and we can use any CCS multi-supplier framework where further competitions can be run.

Please get in touch to discuss your opportunities by emailing [technologyaggregation@crownccommercial.gov.uk](mailto:technologyaggregation@crownccommercial.gov.uk)





## Webinars

### G-Cloud

We run regular webinars for customers interested in learning more about G-Cloud, the Digital Marketplace and the buying process. It may be of interest to you if your organisation is looking to buy commodity based, pay-as-you-go cloud services.

The sessions are held on the 2 Wednesday of every month for one hour and include a presentation and Q&A session. To register for a webinar visit our [website](#) with your choice of date.

### Software licensing

We run regular software licensing webinars for customers interested in learning more about the services we offer in this area. For example, license transfers and the latest deals with major suppliers. If you are interested in joining the next webinar please email [ben.knight@crowcommercial.gov.uk](mailto:ben.knight@crowcommercial.gov.uk) or check out the latest issue of our monthly customer update.



## Quick links to our live framework agreements and pipeline

[Full list of our agreements](#)

[Our framework pipeline](#)

[Technology aggregation opportunities](#)

## Useful links for accessing our agreements

### eSourcing tool

Our free to use eSourcing tool can be used to carry out both direct award and further competitions. This is an online tool where you can submit your requirements to framework suppliers and receive their proposals back through the system.

- [Training](#): Free training sessions are held for customers each month.
- [Guidance](#)
- [Registration](#)
- Already registered? [Log on](#)

### Government eMarketplace

You can use the Government eMarketplace to access online catalogues and carry out direct awards.

- Full details of the Government eMarketplace and how to register can be found [here](#).
- Already registered? [Log on](#)
- Help and support  
E: [eMarketplace@crowcommercial.gov.uk](mailto:eMarketplace@crowcommercial.gov.uk) or call  
T: 0345 410 2222

## How to keep up to date with CCS

### Sign up for email alerts

You can also sign up for immediate, daily or weekly email alerts which will tell you what we have added or updated on the GOV.UK website. It is a great way to stay up to date with the latest news and information from CCS. Simply [sign up for email alerts](#) and provide your email address and select the frequency you wish to receive updates.

### Follow us on social media

We share regular news and updates on Twitter and LinkedIn so if you are not already following us why not take a minute to do so now.

 **twitter:** [@gov\\_procurement](#)

 **LinkedIn:** [Crown Commercial Service](#)

### Read our monthly CCS customer update

As well as this update dedicated to colleges and universities, every month we publish a round-up of the latest news, events and training opportunities. You can view both the latest issue and back copies [on our website](#).

If you would like to receive a copy of this regular update please send your contact details, including email address, to [education@crowcommercial.gov.uk](mailto:education@crowcommercial.gov.uk)

### Get in touch

Our education customer team is on hand to help you achieve savings for your organisation. You can email us at [education@crowcommercial.gov.uk](mailto:education@crowcommercial.gov.uk)

You can also call our helpdesk on **0345 410 2222** if you would like to talk to somebody.

