

Sustainable Solutions 'Meet the Buyers' Manchester

23rd June 2009, City of Manchester Stadium, Eastlands



United Utilities

Type of business: Utilities
Website: www.unitedutilities.com

United Utilities are sponsoring this event to give you the unique opportunity to have private sales meetings with 5 of their key buyers.

These buyers are looking to meet suppliers who can provide them with sustainable products and services in:

United Utilities – Print/ paper
Companies we wish to meet: Printing / paper

United Utilities - Clothing
Companies we wish to meet: Clothing

United Utilities – Stationery/ office
Companies we wish to meet: Stationery / office consumables

United Utilities – Water efficiency
Companies we wish to meet: Water / wastewater process equipment

United Utilities - Pumps
Companies we wish to meet: Pumps – water / industrial

Purchasing policy and useful information: We have a sustainable development policy that commits us to working in a way that conserves natural resources, protects and enhances the environment, supports the communities we serve and maintains economic growth. United Utilities' procurement department is committed to getting this balance right and has, as a result, extended the existing sustainable procurement work we were already undertaking.

Furthermore, 3 of United Utilities' first tier suppliers will be attending this event. These buyers will be looking to meet suppliers of the following products and services:

Europa Facilities Management
Type of business: Facilities Management business operating in the corporate, public, retail and utilities sectors
Website: www.europa-services.co.uk

Companies we wish to meet: office fit / furniture, waste removal / skips – especially food waste, LED lighting, products that can be retro-fitted to existing stuff e.g. low flow taps

Construction buyers x 2
Type of business: Construction- specific organisation details to be confirmed
Companies we wish to meet: civil products, recycled building products, mobile plant hire

Atkins Global

Type of business: Technological consultancy
Website: www.atkinsglobal.com

Companies we wish to meet: to be confirmed

Purchasing policy and useful information: to be confirmed

Barnfield Construction

Type of business: Construction
Website: www.barnfieldconstruction.co.uk

Companies we wish to meet: sustainable construction products

Birse Civils

Type of business: Civil engineering
Website: www.birsecl.co.uk

Companies we wish to meet: construction - highways & roads, waste disposal, waste management, precast concrete products (e.g. kerbs, paving, drainage materials), second generation aggregates (recycled sub base etc.)

E.ON UK

Type of business: One of the UK's leading energy suppliers, generating and distributing electricity, and retailing electricity and gas.
Website: www.eon-uk.com

Companies we wish to meet: Construction - ops and maintenance, furniture, telecommunications - virtual call centre approaches, renewable energy related services

Purchasing policy and useful information:

At E.ON-UK procurement is centralised. Commonly used products and services are procured on behalf of our constituent businesses. As professional procurement practitioners, we take a proactive interest in what innovative and sustainable products and services exist in the wider marketplace. The Responsible Procurement Manager provides specialist input to Procurement and Supplier Development teams so they can better inform and advise internal customers in making informed buying decisions. In essence, striving to seek best value solutions that take into account our corporate values regarding social and ethical responsibility. The Retail business supplies electricity, gas and Home Energy Services to around 6 million homes and small businesses. We're also one of the main providers of energy to British industry, through the E.ON Energy brand. Central Networks brings power to 4.9 million customers across central England through 133,000km of underground and overhead cables and 97,000 substations. Involved in every link of the energy chain, Energy Wholesale creates and trades electricity for a lower carbon future, producing electricity from its portfolio of world-class power stations, researching new and renewable technologies. Energy Services provides all the services needed to get connected to energy supplies and understanding energy use. E.ON IS UK provides IT Services. Business Services and UK Corporate Centre provide key services for the whole of E.ON UK, delivering cost effective processes and vital functional support to over 50 sites.

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For details of our Corporate Responsibility report please visit www.eon-uk.com/csr

We are attending this event to research new and emerging sustainable technologies and services. We are also only interested in meeting companies that specifically could serve our core East and West Midlands regions where we have a strong presence.

Groundwork

Type of business: Environmental regeneration charity

Website: www.groundwork.org.uk

Companies we wish to meet: construction - building & refit, energy supply/maintenance, environmental consultancy, waste disposal/management, water efficiency

Interserve FM

Type of business: Facilities management

Website: www.maclellan-int.com

Companies we wish to meet: Cleaning, construction - operations & maintenance, energy maintenance, fair trade food and drink, uniforms and clothing, waste disposal, water efficiency

Purchasing policy and useful information:

Interserve FM did not have a central procurement department, but following the acquisition of Maclellan in July 2006 and organisational restructure took the opportunity to establish a central procurement department. The objective being to leverage the buying power of the business which has previously been very fragmented and therefore diluted.

With an excessive supplier database and preference for national supply agreements there is inevitably a period of consolidation and rationalisation although both innovation and sustainable practises are key factors and attractive factors in evaluating and improving the supply chain. Spend is circa £350M.

Interserve Project Services

Type of business: Construction

Website: www.interserveplc.com

Companies we wish to meet: build & construction Sub-contractors, construction - buildings & refit, waste disposal, waste management

Purchasing policy and useful information: Budget of £10M supply only, £40M sub-contract. I am attending this event with a view to meet with local suppliers from North East/Yorkshire.

Leeds City Council Buyer 1

Type of business: Local Authority

Website: www.leeds.gov.uk

Companies we wish to meet: cleaning supplies, energy supply/maintenance, furniture, office supplies, pulp and paper, uniforms/clothing

Purchasing policy and useful information: Procurement processes in Leeds are carried out in much the same way as in other local authorities. Nevertheless, as the 2nd biggest council in Britain, we spend a great deal more than most other councils and this huge expenditure places a responsibility upon us to focus the money effectively and responsibly for the good of our citizens.

All procurement is coordinated through our Supplier and Contract Management System (SCMS). This is an online e-tendering portal that covers public sector bodies from across the Yorkshire and Humber region.

We are open to doing business with any type of company, whether they be big or small, profit making or charitable. Furthermore, socially responsible commissioning is core to the council's aspirations.

Leeds City Council Buyer 2

Companies we wish to meet: waste disposal/management

Leeds City Council Buyer 3

Companies we wish to meet: cleaning supplies, fair trade food, furniture, office supplies, pulp/paper, uniforms

Manchester City Council

Type of business: Local Authority

Website: www.manchester.gov.uk

Companies we wish to meet: to be confirmed

Purchasing policy and useful information: to be confirmed

Ministry of Defence

Type of business: Defence

Website: www.contracts.mod.uk

Companies we wish to meet: The buyer from the MOD will be selecting which suppliers he wants to meet at the event

Purchasing policy and useful information: The MOD procures £16 billion worth of goods and services and products each year for the UK's armed forces. The Defence Suppliers Service (DSS) is the main focal point for both U.K and overseas companies, whether large, small or medium sized companies, who wish to supply goods, services or products to the UK MOD in a prime or sub contract capacity for general purchasing requirements.

PDSA

Type of business: Veterinary charity

Website: www.pdsa.org.uk

Companies we wish to meet: energy supply/maintenance, environmental consultancy, telecommunications, facilities management, waste disposal/management, water efficiency.

Specific areas of interest: electricity- lighting/ relamping (£50,000 pa), IT policy/ general equipment efficiency, BMS System (£20,000 pa), capital investment, planned maintenance- air con, gas (£70,000 pa)

Purchasing policy and useful information: For any large capital investments there is a capital request form and for energy efficiency a business case would need to be provided capital v payback. For planned maintenance we would need to fall within current budgets whilst improving efficiency or by justifying the increase in costs in terms of reduced running costs. We do have a procurement department that would be involved in any contractual arrangements or significant levels of spend.

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Rotherham Metropolitan Borough Council Buyer 1

Type of business: Local Authority
Website: www.rotherham.gov.uk

Companies we wish to meet: business travel, office supplies, telecommunications

Purchasing policy and useful information: RMBC, like all other Local Authorities, spends significant amounts on the procurement of goods, services and works. In fact procurement spend represents over one third of RMBC's total expenditure.

Rotherham Metropolitan Borough Council Buyer 2

Type of business: Local Authority
Website: www.rotherham.gov.uk

Companies we wish to meet: Training, fair trade food and drink

Sodexo

Type of business: Food and facilities management services
Website: www.sodexo.com

Companies we wish to meet: cleaning services, cleaning supplies, construction – operations and maintenance, facilities management, fair trade food/drink

South Staffordshire College

Type of business: Further Education, vocational and landbased college
Website: www.rodbaston.ac.uk

Companies we wish to meet: cleaning supplies, construction-building/refit, construction – operations/maintenance, energy supply/maintenance, fair trade food/drink, furniture, IT hardware/software, office supplies, print, pulp and paper, waste disposal/management

Purchasing policy and useful information: South Staffordshire College is four colleges merged into one across 5 sites. There is no central purchasing or policy. However, this is now currently being worked on over the next six months. Sustainability will be at the heart of the procurement process and procedures.

Suma Wholefoods

Type of business: Fair trade and organic foods wholesaler
Website: www.suma.co.uk

Companies we wish to meet: fair trade food and drink

For more information or to book meetings with any of the above buyers, please call Charlotte on 0207 700 0008 or email charlotte@actionsustainability.com