

# Sustainable Solutions 'Meet the Buyers' Birmingham

## 25<sup>th</sup> November 2009, Maple House, Birmingham

### AA Technologies

**Type of business:** IT business sourcing

**Companies we wish to meet:** construction-building and refit, construction-operations and maintenance, energy supply/maintenance, environmental consultancy, IT hardware/software, professional services, telecoms

**Purchasing policy and useful information:** Our procurement process includes: business needs identification---procurement strategy---contract bidding/quotation preparation---time cycle scale evaluation--- tender's evaluation/invitations---contract awards/debrief---performance monitoring/costs---contract review performance/feedback---invoice check/pay suppliers.

### Adas UK

**Type of business:** Environmental consultancy

**Website:** [www.adas.co.uk](http://www.adas.co.uk)

**Companies we wish to meet:** *to be confirmed*

**Purchasing policy and useful information:** *to be confirmed*

### Buy Tomorrow

**Type of business:** Purchasing consortium

**Website:** [www.independentbuyers.com](http://www.independentbuyers.com)

**Companies we wish to meet:** Our members are always looking to resource purchases and we are engaged to help them achieve this.

**Purchasing policy and useful information:** Independent Buyers runs the largest private-sector purchasing consortium in the UK with a total membership in excess of £1billion comprising members across several industry sectors including manufacturing, engineering, construction, publishing and chemical.

With several years experience of procurement co-ordination, Independent Buyers provides its members with significant discounts across over 100 purchase categories. We are therefore looking to appoint local and national suppliers for a number of these categories.

### Derbyshire County Council

**Type of business:** Local Authority

**Website:** [www.derbyshire.gov.uk](http://www.derbyshire.gov.uk)

**Companies we wish to meet:** *to be confirmed*

**Purchasing policy and useful information:** *to be confirmed*

### E.ON UK Ltd

**Type of business:** Integrated power and gas

**Website:** [www.eon-uk.com](http://www.eon-uk.com)

**Companies we wish to meet:** Fairtrade food and drink, energy maintenance, water efficiency (rainwater harvesting, waterless urinals etc), furniture, energy efficiency products, large scale renewable energy plant (wind, wave, geothermal, solar), biomass

**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

For details of our Corporate Responsibility report please visit [www.eon-uk.com/csr](http://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.

### Environment Agency

**Type of business:** UK Government Agency

**Website:** [www.environment-agency.gov.uk](http://www.environment-agency.gov.uk)

**Companies we wish to meet:** cleaning services, cleaning supplies, construction-building/refit, energy supply/maintenance, environmental consultancy, events/venues, facilities management, Fairtrade food/drink, print, professional services

**Specific areas of interest:** cleaning services-£250k pa  
Environmental consultancy-£230k pa, drinks vending, £110k pa

**Purchasing policy and useful information:** The Midlands region of the Environment Agency is based in Solihull and has a procurement department made up of a Regional Procurement Manager, 3 Senior Procurement Officers, 3 Procurement Officers and 1 Assistant Procurement Officer.

Nationally, procurement is responsible for approximately £400 million of the Environment Agency's expenditure. Each Region and Head Office has its own dedicated team. In addition, there is a small National Team which develops policy and strategy and manages procurement systems throughout the Environment Agency, as well as providing specialist support and guidance to the regional teams.

The Midlands region has the centre of expertise for Operations Delivery, Utilities and Pollution Control Equipment. Procurement strive to achieve value for money in a social, economic and environmentally friendly way. We aim to be fair and transparent in the expenditure of public money.

We advertise a lot of our frameworks in OJEU and we have a range of National and Regional Frameworks which we procure from.

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### Groundwork UK

**Type of business:** Environmental regeneration charity  
**Website:** [www.groundwork.org.uk](http://www.groundwork.org.uk)

**Companies we wish to meet:** Cleaning Services, cleaning Supplies, Fairtrade food and drink, IT hardware and software, office supplies, telecoms, waste disposal/management, water efficiency

### Halesowen College

**Type of business:** Further Education College  
**Website:** [www.halesowen.ac.uk](http://www.halesowen.ac.uk)

**Companies we wish to meet:** cleaning supplies, Fairtrade food and drink, furniture, IT hardware/software, office supplies, print, waste disposal/management

**Purchasing policy and useful information:** Sustainable procurement is a process whereby the College should meet its needs for goods and services, works and utilities in a way that achieves value for money on a whole life basis whilst minimising damage to the environment.

Consideration of sustainable purchasing includes use of non-renewable materials, manufacture, and production methods, re-use, recycling and disposal options, delivery options. Budget holders should always consider whether goods/services are required, what the goods are made from, how goods are transported and who the supplier is.

Procurement from companies who promote environmental issues should be encouraged. All tenders must include environmental/sustainable factors as appropriate.

### Halesowen College 2

**Companies we wish to meet:** cleaning supplies, Fairtrade food and drink, furniture, IT hardware/software, office supplies, print, waste disposal/management

**Specific areas of interest:** IT hardware, IT software, audio visual, print

**Purchasing policy and useful information:** Sustainable procurement is a process whereby the College should meet its needs for goods and services, works and utilities in a way that achieves value for money on a whole life basis whilst minimising damage to the environment.

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### Healthcare Purchasing Consortium

**Type of business:** Healthcare purchasing consortium  
**Website:** [www.hpc.nhs.uk](http://www.hpc.nhs.uk)

**Companies we wish to meet:** cleaning services, construction - building and refit, construction - operations and maintenance, energy supply/maintenance, facilities management, Fairtrade food

and drink, uniforms/clothing, waste disposal/management, water efficiency.

#### Specific areas of interest:

Energy and water saving products – ETL/ Carbon Trust approved (£46 million utility spend pa)

Catering – Assurance schemes that are EN45011 compliant (£7million pa)

Building/EBME maintenance

Remote/agile working

Waste – HTM-07-01 safe management of healthcare waste contains all relevant standards (£6 million pa)

**Purchasing policy and useful information:** HPC is the NHS collaborative procurement hub for the West Midlands, Luton and London.

The purchasing team's objective is to manage the tendering activity across the Consortium member Trusts in order to ensure that the best value for money is obtained for goods and services purchased. As well as this close working relationship with Trusts, we also work with the NHS-Purchasing and Supply Agency to develop and implement framework agreements that can bring benefits to Trusts and Suppliers nationally.

We constantly strive to improve the way that procurement can support Trusts in delivering more efficient and effective services to end users and recognise that the only way to achieve this is by working together.

### Healthcare Purchasing Consortium 2

**Companies we wish to meet:** Clinical waste disposal/management, other medical suppliers

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**Purchasing policy and useful information:** Independent Buyers runs the largest private-sector purchasing consortium in the UK with a total membership in excess of £1billion comprising members across several industry sectors including manufacturing, engineering, construction, publishing and chemical.

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### Interserve Consulting

**Type of business:** Consultancy  
**Website:** [www.interserveplc.com](http://www.interserveplc.com)

**Companies we wish to meet:** *to be confirmed*

**Purchasing policy and useful information:** *to be confirmed*

### Interserve FM

**Type of business:** Facilities management  
**Website:** [www.interservefm.com](http://www.interservefm.com)

**Companies we wish to meet:** Cleaning, construction - operations & maintenance, energy maintenance, Fairtrade 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](http://www.interserveplc.com)

**Companies we wish to meet:** Sustainable building materials, cleaning supplies, construction - buildings & refit, construction - operations and maintenance, facilities management

**Purchasing policy and useful information:** Interserve Project Services is part of Interserve Plc with an annual turnover of £1.8 Billion. Purchasing is carried out at local level by 10 regional offices around the country. The head office in Birmingham co-ordinates the procurement activities of the regional offices to ensure a consistent approach is maintained. Each regional office purchases materials, goods and services for a broad range of construction projects both locally, nationally and internationally. We have implemented an integrated Supply Chain Management system to enhance our purchasing strategy and are keen to further relationships with suitable companies at both a local and national level.

### Macmillan Cancer Support

**Type of business:** Charity  
**Website:** [www.macmillan.org.uk](http://www.macmillan.org.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](http://www.contracts.mod.uk)

**Companies we wish to meet:** The MOD procures £16 billion worth of goods and services and products each year for the UK's armed forces.

**Purchasing policy and useful information:**

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.

### Rockline Industries

**Type of business:** FMCG  
**Website:** [www.rocklineind.com](http://www.rocklineind.com)

**Companies we wish to meet:** *to be confirmed*

**Purchasing policy and useful information:** *to be confirmed*

### The Binding Site Group

**Type of business:** Healthcare  
**Website:** [www.bindingsite.co.uk](http://www.bindingsite.co.uk)

**Companies we wish to meet:** Cleaning supplies, energy supply/maintenance, office supplies, packaging, print, telecoms, waste disposal/management, water efficiency

### University of Birmingham

**Type of business:** University  
**Website:** [www.birmingham.ac.uk](http://www.birmingham.ac.uk)

**Companies we wish to meet:** cleaning, construction highway & roads, construction - operations and maintenance - c £5M - £20M pa, energy supply - £2.5M pa, energy maintenance, environmental consultancy, facilities management, Fairtrade food & drink - £2M pa, furniture, pulp & paper, telecoms, transport and logistics, uniforms, clothing & textiles, waste disposal/management, water efficiency

**Purchasing policy and useful information:** I am attending this event to update myself on product and service development. The University uses the OJEU process and additionally has preferred suppliers following a comprehensive and transparent adjudication process.

**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](mailto:charlotte@actionsustainability.com)**