



**Trafford Accounts
and Audit
Committee 23rd
March 2021.**

Lorraine Cox
STAR Director



STAR

PROCUREMENT



Who are we? A Public Sector Shared Service.

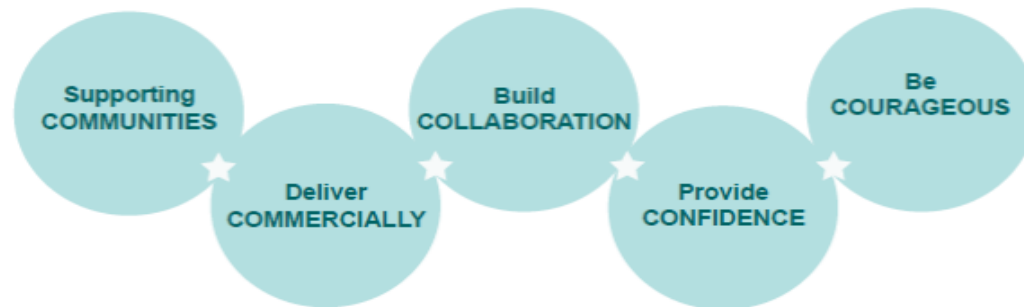


2021-24 Business Plan and STAR Objectives:

Our Vision

Leading Transformation Through
Procurement and Co-Operation

Our Objectives



Our Enablers

LEADERSHIP &
GOVERNANCE

COMMUNICATIONS &
ENGAGEMENT

TECHNOLOGY
& DATA

TALENT MANAGEMENT

Our Achievements 2019/20



£7m+ of in-year savings



25% return secured on total contract value awarded

That's £31m to be delivered back to local communities through Social Value



37 training events with Partners and business communities



360+ contracts awarded

Work across 6 Partners



HIGHLY COMMENDED



550 hours CPD for staff



Employer of Choice through our 'Grow Your Own' Policy and training opportunities

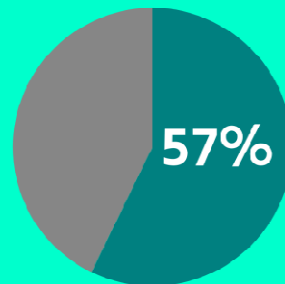
Secured 12 SLAs / Commissions



Average Social Value Weighting Acheived



363 employment opportunities



57% Of all winning bidders are GM businesses

Implemented our new data management tool



126 trainees and apprenticeships

Spend and Compliance Outputs:

Spend (Trafford)	Notes:	2019/20 New data	2018/19 reported	2017/18 reported
Total Spend		£652,962,154	£575,461,150	£544,401,832
Controllable Spend		£ 189,554,091*	£176,775,462	£138,485,100
		29%	31%	25%
Locality of Spend (Controllable)				
Local to borough	Monetary value increase	£92,750,092	£87,046,106	£23,857,539
	% stays the same	49%	49%	17%
Contained within GM		£51,272,925	£37,879,908	£39,883,900
	More retained in GM	27%	22%	29%
Spent nationally		£45,496,543*	£51,849,449	£74,743,661
	Reducing on 18/19	24%	29%	54%
On Contract (Controllable)				
Not yet verified & off-contract		£33,694,771	£19,439,089	£36,043,600
		18%	11%	26%
On Contract		£155,859,320	£157,336,373	£102,441,500
		82%	89%	74%

1

Risk-Based Sourcing

Continue with simplified quotes targeted at local businesses, SME's & VCSE's (Below OJEU)

2

Market Engagement

Use technology to continue to engage with the market 'virtually' before procurement begins

3

Communications

Useful information for suppliers provided via our website. Tender opportunities advertised via The Chest & Twitter

4

'Meet the Buyer' Event

Virtual event held in November 2020, with over 25 workshops and briefings

5

Flexible Approach

New procurement approaches to allow for cost fluctuations and extended timescales

6

Forward 'Pipeline' Planning

Continue to advertise upcoming activity to provide opportunities & support stability for the market

7

Social Value in Current Contracts

Opportunity for existing suppliers to adopt new COVID-related Social Value measures

8

Social Value in New Contracts

Suppliers can select to deliver COVID-related Social Value measures and/or current TOMs measures

9

Showcase Suppliers

Showcase suppliers who have supported the public sector with COVID-related requirements

10

Post-COVID Requirements

Planning for what the public sector will need now and once restrictions begin to be lifted and how these can be sourced locally

For more information visit www.star-procurement.gov.uk

Register for opportunities at:
www.the-chest.org.uk



@STARProcurement

What We've Delivered and What's Next?

We've Delivered:

- **STAR Social Value Performance in 19/20:**
 - 25% SV - £31+M secured
 - 57% contracts awarded to GM businesses
- **10 Point Plan to provide Business Support**
- **STAR Business Plan 21-24 (Launched January 2021)**
- **'Meet the Buyer' event. Nov 2020 (a virtual event) – 600 businesses attended**
- **Launched a 'Social Value is Everyone's Business' Campaign – STAR won a National Social Value Award for Embedding Social Value (February 2021)**
- **Shortlisted for an I-Network Award – 10 Point Plan (Response to COVID)**

What's Next?:

- **Bespoke Social Value Measures linked to Corporate Priorities**
- **A 'Social Value Organisation' Pilot – Trafford Council**

