

Trafford Accounts & Audit Committee

25th November 2015

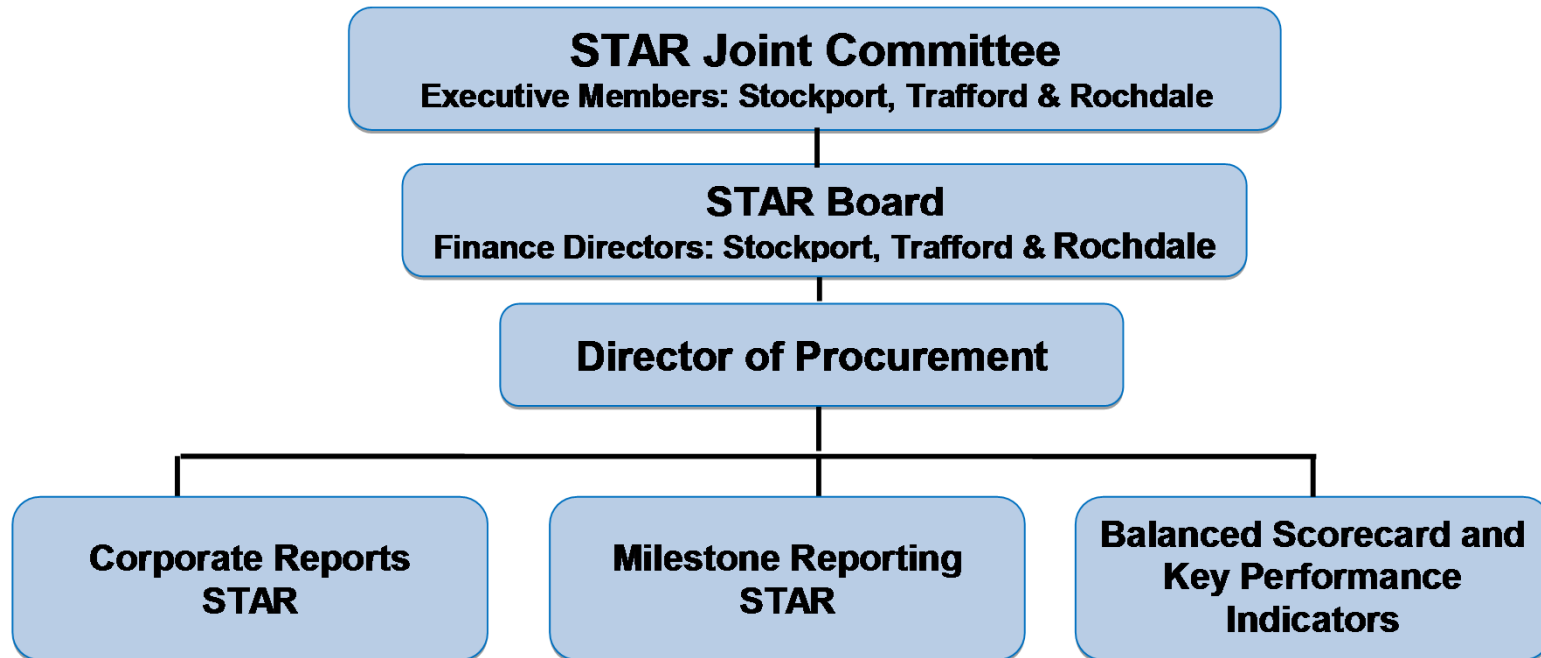
Sharon Robson, Director of Procurement STAR

STAR Procurement is a shared procurement service for Stockport, Trafford and Rochdale





- § Introductions & STAR update
- § Updates from last year
- § Working with partners and raising our profile
- § Leading for Trafford – Balanced Scorecard
 - n Savings
 - n Compliance and Transparency
 - n Customer Satisfaction
 - n Social Value
- § The future
- § Pipeline for Trafford



Governance Model



Update from Last Year

- § Establish team, harmonise processes, procedures and documentation (CPRs) 
- § Provide demonstrable value for money and deliver savings opportunities
 - § Efficiencies through collaboration / aggregation 
 - § Standardisation of processes and best practice
 - § Benchmarking / market engagement
- § Identify compliance risks / opportunities 
- § STAR Contract Register 

- § 2015 delivered approx. 79 procurements, in excess of £49m
- § Established Team
- § Harmonise CPRs
 - n 29 Trafford Staff attended CPR Training
- § Procurement Strategy for STAR Councils
- § Transparency Code 2014
- § Establishing working relationships
- § Training audit of STAR staff
- § Market engagement

- § AGMA Procurement Hub
- § GM Devolution - Working Well Programme
- § STAR Partners e.g. Stockport Homes, Link4Life, Trafford Leisure
- § Sexual Health for 6 AGMA Authorities
- § Tameside Consultancy
- § Peer group working – other LA's
- § Advisory capacity for Dept of Work & Pensions re: Merseyside procurement collaboration
- § Manchester Growth Hub

- § Procurement Handbook
- § STAR Procurement Website
- § Twitter
- § Awards



§ I-Network 'Connected Procurement' award



Finance - Procurement Savings

§ 14/15

n £460k cashable

§ **15/16 YTD**

n £6,534,455 cashable

n £87,200 capital savings

§ Total savings facilitated through procurement activity to date in excess of £7m

§ Investment in STAR of £422,000 annually

- § Learning Disabilities Framework
- § 2 lots:
 - n Lot 1: Supported Living Services
 - n Lot 2: Residential Care Services
- § Several Supported living contracts have been tendered and delivered savings:
 - n 13 properties in October 14 – in year savings £151K
 - n 1 property Nov 14 – in year saving £14K
 - n 1 property Feb 14 – in year saving £37K
 - n 2 properties Sept 14 – in year savings £49K

Compliance

- § Zero Legal Challenges to Procurement Process
- § Strengthened exemption process mitigating risks for Council
- § Continued working with Clients and developed an action plan to significantly improve accuracy of Contract Register
- § “Planned” procurement activity is now majority of work plan

Customer Satisfaction

§ Almost 90% of responses agree (70%) or strongly agree (30%) with positive statements e.g. happily recommend using STAR

§ Comments received include:

- n *“My contact within STAR was professional, polite and knowledgeable”*
- n *“I would like to thank Chris and his team for their help and support. The procurement issue they guided us through was complex and challenging. Throughout the entire process their professionalism and knowledge was invaluable. There were many trying moments where I needed guidance and support, and this was always provided with speed and in detail . In fact, I would go as far as to say they went above and beyond what I would have expected. The positive resolution that was eventually reached is credit to their work.”*

Social Value (15%)

- § SV training has been piloted across STAR with 21 Trafford commissioners
- § Support and refresher training for STAR officers
- § Raise profile of contract opportunities with Trafford businesses
 - n Meet the Buyer event – June 2015
 - n Trafford Park Business Forum – October 2015
- § Measurement of impacts
- § To support GMCA SV Policy an eLearning package has been developed on the AGMA Virtual College portal: <https://agma.vctms.co.uk>

- § Embed the new Senior Management Team & increase productivity
- § Engagement in the budget process
- § Business planning process to commence – Nov. 2015
- § Review & generate more income streams
- § STAR Website – December 2015
- § Quarterly news letter – promoting training, events and good news stories
- § More proactive engagement supporting local markets
- § Raising the profile of STAR & Trafford – new clients & partners

Pipeline for Trafford

- ⌘ Workforce dev. training framework - £8.7m
- ⌘ Landscaping framework - £1m
- ⌘ Major adaptations - £750k
- ⌘ Design & print - £650k
- ⌘ Office stationary & paper - £400k
- ⌘ IT hardware solutions - £300k
- ⌘ Smoking cessation - £250k
- ⌘ Mail - £200k
- ⌘ Mobile telephony - £160k



The Video



Questions & Comments