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Qualifications procurement

Supplier Day

21 January 2016

Reasons for this Procurement

- **There is no central contracting route to market for Further Education.**
- **There are limited contractual purchasing agreements in place to protect both the Colleges and the Awarding Organisations.**
- **2015 EU Procurement Directive includes Education in its scope**
- **Colleges have access to different levels of service such as:- student recording systems, account management, pricing models and strategic financial agreements.**
- **Colleges have to re-assess their expenditure evidence transparent and ethical procurement for audit purposes and improve value for money.**



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Changes to Legislation



EU Public Contracts Directive February 2015

- **Removes Part A and Part B categories.**
- **Education was in Part B and exempt from full EU Procurement processes.**
- **Education is now included in Light Touch regime.**
- **Light Touch process for supply arrangements with a value more than €750,000. From 1 January 2016 the UK equivalent is £589,000.**
- **This value is not per year, but**
 - **for the supply arrangement with each provider**
 - **whether one or more courses**
 - **for the all years of the provision.**



Purpose of the New Framework

Benefits of Inclusion on the Framework to Awarding Organisations

- **No requirement respond to many full OJEU procurements**
- **No requirement to draft full separate agreements for each college**
- **Supports the inclusion of SMEs**
- **Greater visibility to Colleges and other Educational bodies**
- **Support available from CCS the provider of the Framework**
- **Compliance with new Procurement Directives**
- **Avoidance of legal challenge from competing providers**

Purpose of the New Framework

Benefits to Colleges

- **Improved choice of providers**
- **Improved transparency of cost and service**
- **Simplified selection process**
- **No requirement to run full OJEU procurement and draft complex documentation**
- **Support available from CCS the provider of the Framework**
- **Compliance with new Procurement Directives**
- **Avoidance of legal challenge from competing providers**



Draft views for Framework Structure

The Framework Lots being considered currently are

- 1) Core Curriculum.** This will cover all standard courses for 6th Forms
- 2) Neutral Vendor.** Ability to select a provider (through competition) who would manage all or part of the provision of the curriculum. This could be either from in-house qualifications or sub contracted to other providers
- 3) Vocational and Bespoke Qualifications.** We expect to be able to operate a hybrid form of the Dynamic Purchasing System. This allows for a Capability Style Matrix selection process for a large number of suppliers whether large or small.



How will colleges use this Framework

- **Colleges will collate their curriculum requirements into Sector Subject areas such as**
 - Core
 - Vocational
 - Bespoke
- **With use of a Framework Agreement**
 - Choose the appropriate Lot and run short mini competition to choose the provider or providers of the required qualification service.
 - This typically will take 6 to 8 weeks and adopt all the prearranged terms and conditions, call offs and use the choice of providers listed.
- **Without use of Framework Agreement**
 - Run an OJEU for each provision with a total supply value over £589,000.
 - This will typically take 6 to 8 months, in several stages of prequalification of suppliers, full tender and developed terms and conditions
- **Or Non Compliant Procurement**



Will this affect Schools?

- **CCS have been in regular contact with Department for Education and Funding Agencies and Regulatory Bodies**
 - **The Awarding Organisations Framework Agreement is being developed for Further Education Qualifications.**
 - **The initial focus is on Further Education**
 - **We are aware that schools offer some similar qualifications to FE sector and we want schools to be able to take advantage of any benefits that may arise through the use of this agreement.**



Next Steps

Stage	Timeline (anticipated)
PIN notice published	December 2015
Supplier and Customer Engagement	January 2016 to April 2016
Publish Contract Notice	May 2016
Supplier Submission & Presentations	August 2016
Contract Award	October 2016



Next Steps

- Register on the eSourcing Suite [here](#).
- Book onto an eSourcing webinar [here](#).
- Book a 1-2-1 teleconference or meeting if needed.
- Prep your internal teams, for example Procurement, Legal.
- Please review any draft documentation issued and provide feedback to us **BEFORE** the tender is issued.
- Look out for email and webpage updates.



CCS Tendering Process

- CCS follows Public Procurement Regulations for Tender Procedures
- eTendering Via CCS eSourcing system.
- Prior Information Notice (PIN)
- Contract notice.
- Publish Specifications, Tender Questions and Evaluation Criteria.
- All Communication channelled through CCS eSourcing system.
- Transparency and Equality throughout Tender process.
- Updates issued via the Procurement Pipeline.



Dynamic Purchasing System (DPS)

Best Practice

- Dynamic pre-qualified list of suppliers updated regularly.
- Creates a list of approved suppliers for certain types of purchases.
- It must be a completely electronic procedure.
- Suppliers need to satisfy certain criteria to be included onto the DPS – similar to PQQ Pre Qualification Questionnaire.
- Purchases are then made as a further competition by the issue of an ITT (Invitation to Tender) by the Customer. Bids are evaluated and a contract then entered into.
- A DPS must be established using the restricted Procurement procedure.



How to Tender

- Our procurements are conducted using our eSourcing tool. You will need to be registered on our eSourcing tool to participate in any of our tender opportunities.
 1. The full legal name of your organisation;
 2. Your DUNS number; and
 3. Profile information describing your organisation and the size of your business.
- CCS runs webinars to show you how to use the system. You can book [here](#) or ring our supplier helpdesk on 0345 010 3503 to request a place on a webinar.
- Monitor the procurement pipeline on the CCS website on a daily basis to ensure you don't miss the opportunity.



Enhancing commercial effectiveness through the single buyer model . . .

CCS is a department of the Cabinet Office

- a **not for profit** commercial service,
- **acting on behalf of the Crown**
- **The Objectives are to**
 - support the improvement of commercial and procurement activity across the **public sector**
 - to drive **savings for the taxpayer**

Our vision is to deliver value through **outstanding commercial capability** and **quality customer service**.

About the Association of Colleges (AoC)

- AoC is the voice of colleges in England
- A not-for-profit membership organisation for further education and sixth form colleges
- Our focus is to represent, promote and support colleges
- We have over 320 further education, sixth form, tertiary and specialist colleges members across the UK – over 95% of the sector.



CPC is a **not for profit** company and the only national purchasing consortium dedicated to supporting Further Education colleges, academies, free schools and schools. We are owned by the English Further Education sector.

We provide a portfolio of EU tendered framework agreements covering a wide variety of products and services. We also deliver procurement training, advice and resources for our members.

Our vision is to be the Procurement Partner of choice for the Further Education and Academy sector.

Our mission is to provide outstanding procurement services to members by means of a comprehensive series of framework agreements and supporting services.