

CHRISTINE STORRY – B&NES [★](#)

# SUPPLY MARKET ENGAGEMENT

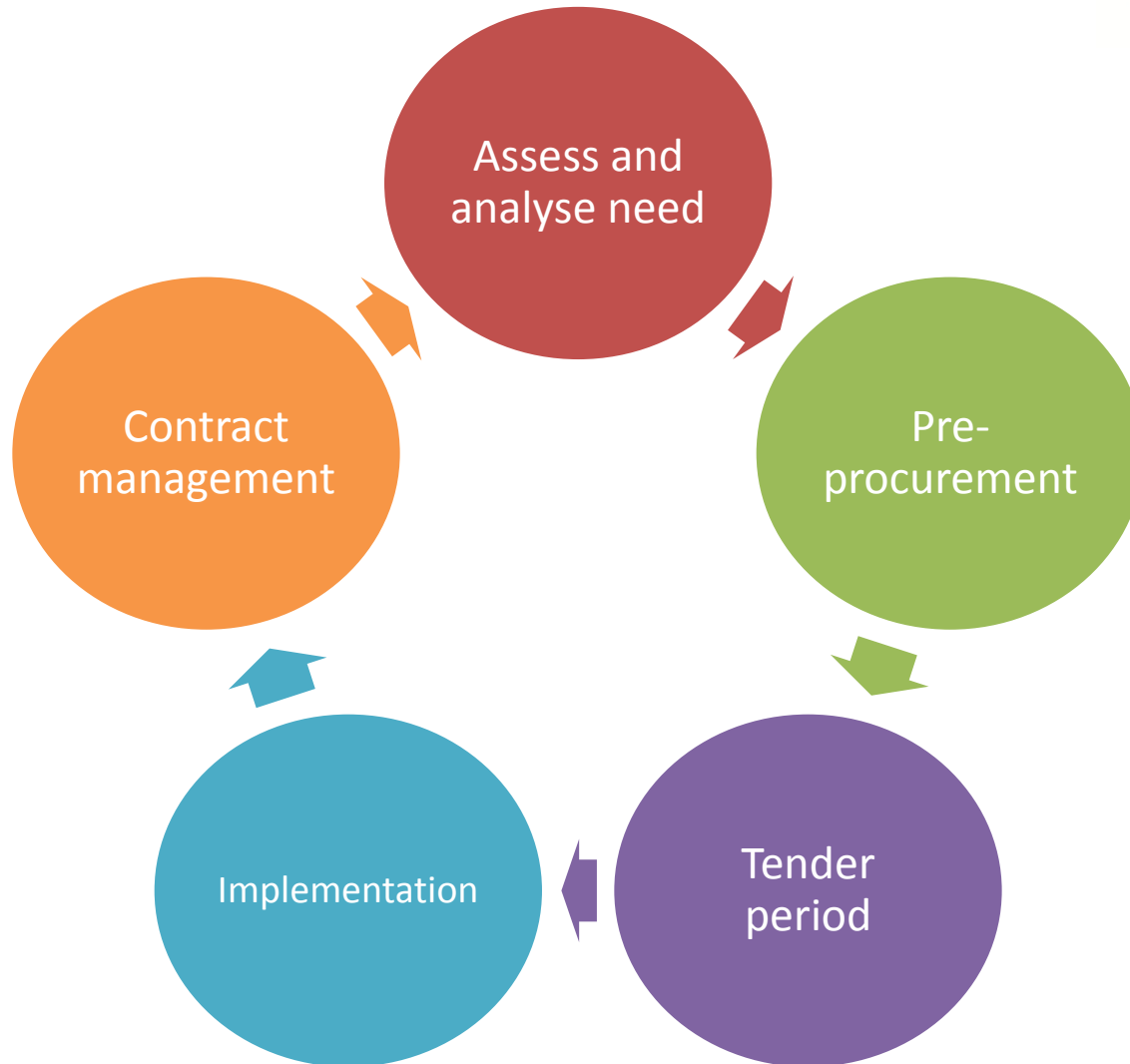
# What is it?



- Two-way exchange of information at the pre-procurement stage to obtain the optimum outcome for eventual contract delivery



# Basic Procurement Cycle



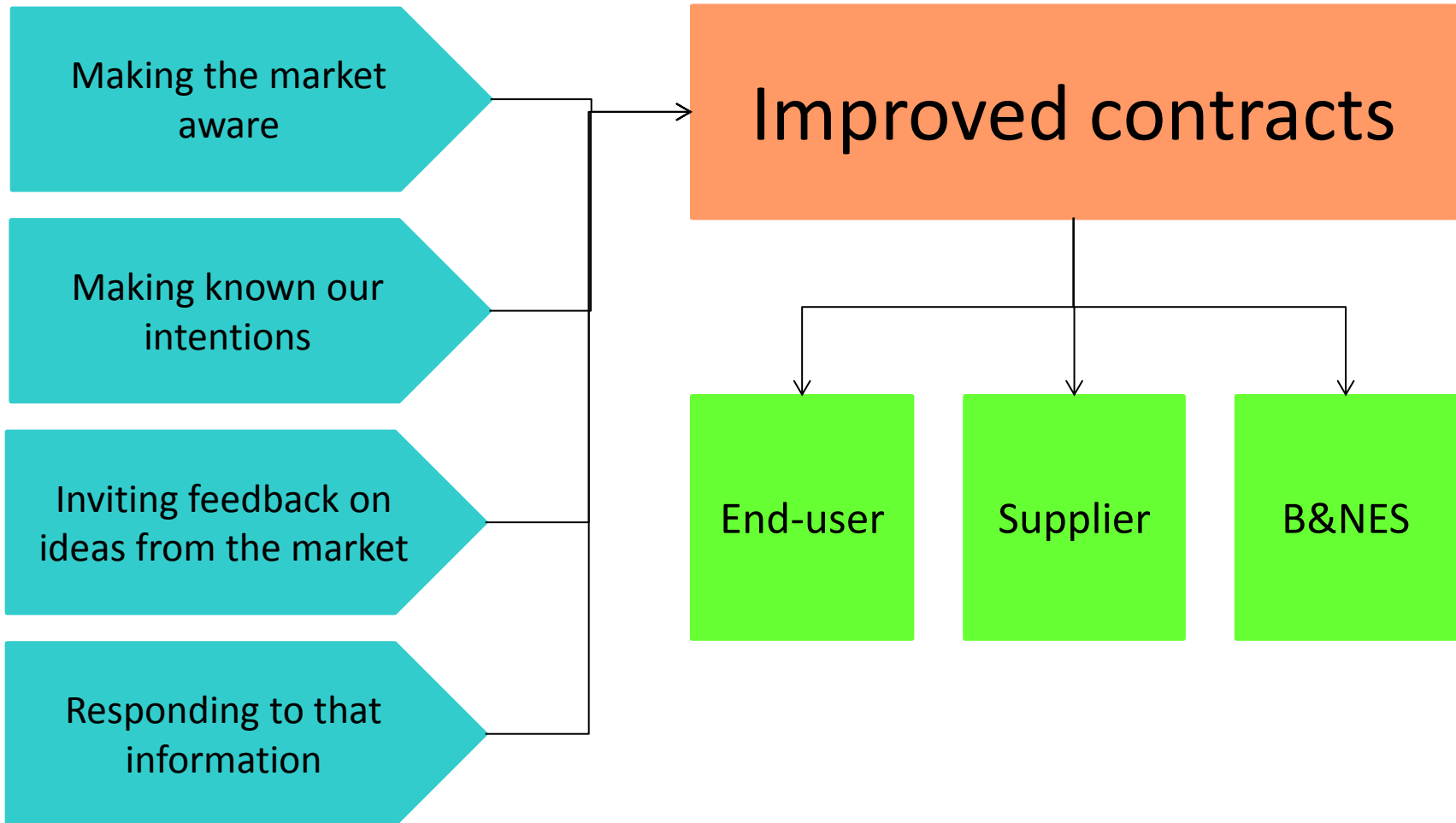
# What is it?



- Two-way exchange of information at the pre-procurement stage to obtain the optimum outcome for eventual contract delivery
- Range of activities
  - one-to-one meetings
  - group sessions
  - digital or printed content
  - facilitated networking
  - surveys
- Actively encouraged in new procurement regs



# Why do we do it?





*Let's plan community  
services together!*

- Major service review
- approx value £69m
- 400 services
- 60 providers
- Want to achieve complete redesign of service provision
- Not a failing service
- Ageing population
- Preventative rather than reactive services
- Focus on the person rather than a single/multiple issues
- Better reach/ more accessible and fit for purpose



*Let's plan community  
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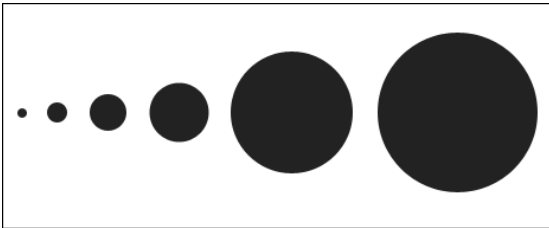
- Phase 1 – initial engagement (over 1,000 people)
- Ascertain need, feedback, etc
- Four models developed
- Phase 2 – six week consultation on models
- Residents of B&NES
- GPs
- End users of the service
- Providers/potential providers
- etc



# Challenges

*Let's plan community services together!*

MARKET







# Approach (Phase 2)

*Let's plan community  
services together!*

Prior Information  
Notice (OJEU)

2 general  
information events

Dissemination of  
hard copy information  
+ signposting to  
website

2 Workshops  
(identical)

Re-cap of  
information

Workshop element  
of four key questions

Responses feeding into  
overall consultation  
response + model  
development

# Other Examples



- School Food re-let of contract
- IT
- Schools IMS
- Internal catering

# Get involved



- [Supplyingthesouthwest.org.uk](http://Supplyingthesouthwest.org.uk)
  - Register!
  - Check details!
- Attend supplier events
- ‘Think Local Community’  
**memberoo**
- <https://www.memberoo.net/>