



BlueLight Commercial

The National Commercial Organisation for Policing

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Director



Objectives of the session

- Overview of BlueLight Commercial
- How we work with forces
- How we work with suppliers
- Raising capability across our members
- Market insight/risks
- Social Value
- Questions





An introduction to BlueLight Commercial

Who are BlueLight Commercial?

BlueLight commercial was established as a not for profit limited by guarantee organisation to support and develop collaboration and best practice with blue light organisations.

The majority of police commercial and procurement activity will remain untouched

The new approach will focus on the

- Full [commercial life-cycle](#),
- Capability to manage the growth in the complexity of deals and markets,
- Give police a common and stronger voice to both the market and government, evidencing that policing is reforming itself.



Journey to Commercial Excellence

Governance

- BlueLight Commercial was established by the **Home Office**
- Set up as a **not for profit limited by guarantee** organisation
- BlueLight Commercial is **owned by our members**
- All activity undertaken by BlueLight Commercial is **overseen by the Board**

Purpose

Commercial Excellence – We're here to support the organisations we work with by helping them develop and deliver their journey to commercial excellence

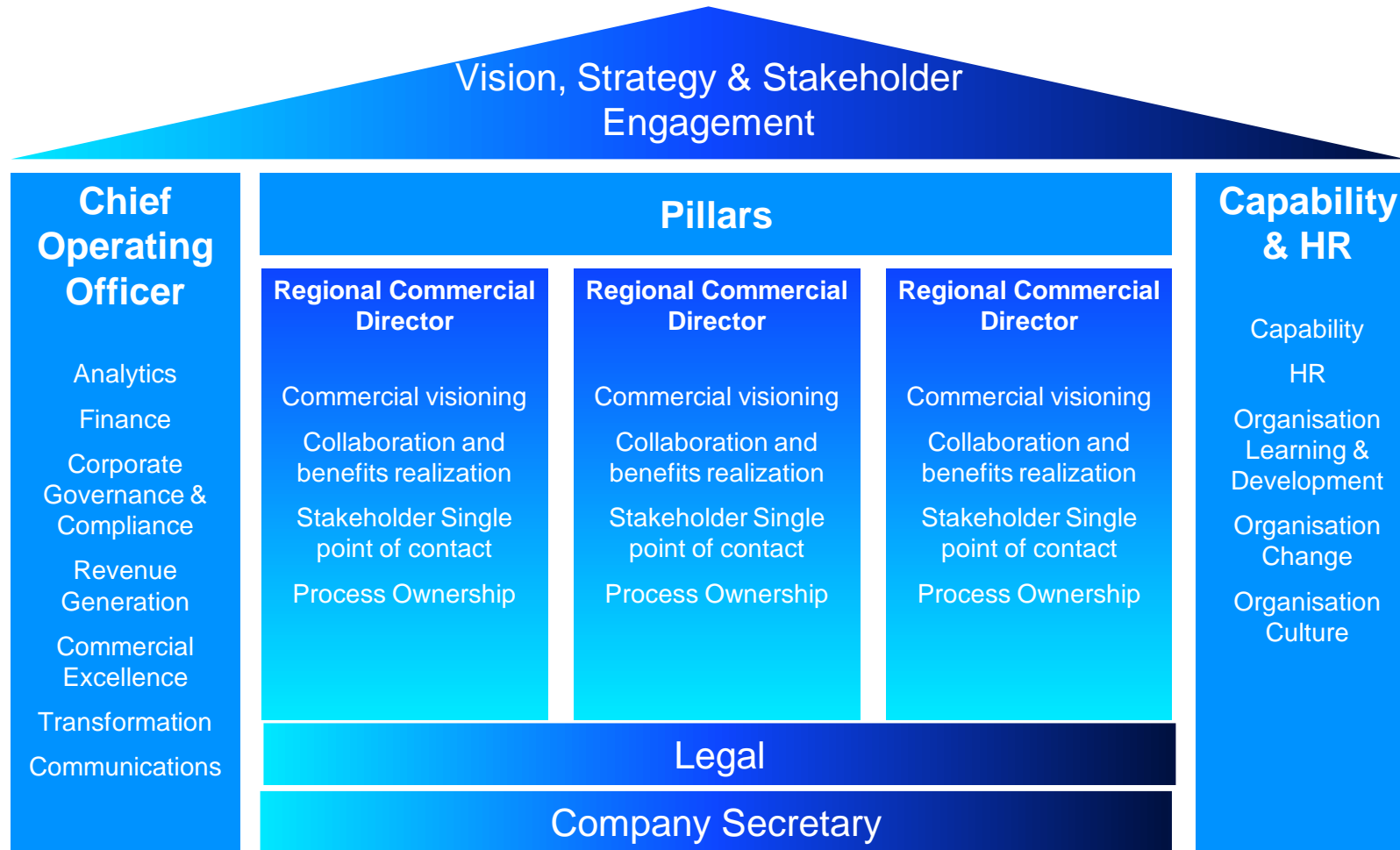
OUR VISION:

To be the trusted partner and 'go to' commercial service.

OUR Mission:

To work with blue light organisations to deliver value through commercial expertise and innovation, ensuring the responsible and sustainable use of public resources.

BlueLight Future Commercial Operating Model



Membership and how we work with forces

- The current membership of BlueLight Commercial is represented from the 43 forces of England and Wales, The College of Policing, National Crime Agency, CNC police, BTP, PSNI and the Police Territories of Cyprus and Gibraltar.
- Membership is open to any organisation with a purpose or interest in the delivery of efficient and effective commercial services in support of blue light services.
- BlueLight Commercial membership delivers benefits through transforming commercial activity together.

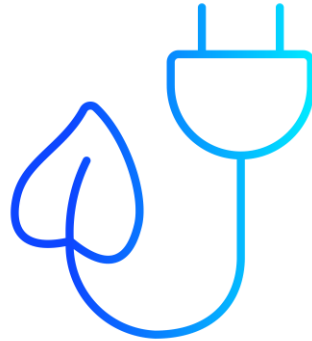


The Journey to Commercial Excellence

Transformation in Three Areas



**Bottom line impact for policing
via collaborative
cashable and efficiency savings**



Creating a Sustainable Future



**Transformation of Commercial
Activities**

Strategic Objectives

- **Maximise Financial and Commercial Benefits**
- **Building Commercial Capability**
- **Commercial Best Practice**
- **Business Transformation and Commercial Excellence**
- **Sustainable Growth**
- **Sustainability**
- **Social Value**





How we work with suppliers

Working with supplier to support the Police and Crime Priorities



Supplier Engagement



Supporting Victims



Reducing Crime



Sustainability and Social
Value



Operational efficiency



Officer Uplift Programme

The areas that we cover

Pillar						Supporting Activities	
Vehicle & Air Support	People & Professional Services	Operations	Estates	Revenue	Enabling Services	Suppliers & Markets	Social Value
Commercial Fuel Maintenance & Parts Care Hire & Leasing Aviation Drones	Contingent Labour Training Recruitment Workforce Health & Wellbeing Legal Consultancy	Cameras FME & SARC Interpreters Uniforms & Protective Gear	Construction Consultancy Services Facilities Management – Hard & Soft Waste, Energy & Water	Revenue Generation & Toolkits Protect Police IP	Driving greater value out of Enabling Services Develop convergence road map	Contract Management Strategic Supplier Management Internal & External Stakeholder Engagement	Social Value advice & Best Practice Optimising Returns
Commercial Processes & IT Systems							
Savings, Data & Market Analysis							
Capability							
Communication							
Best practice and efficiency improvement							

Functional Support
Legal Services
HR
Commercial Financial Services
Business and Administrative Support

Pillar:-

Supporting activity:-

Functional support:-

Enablers:-

Collaborative activities with forces to drive value and standardisation.

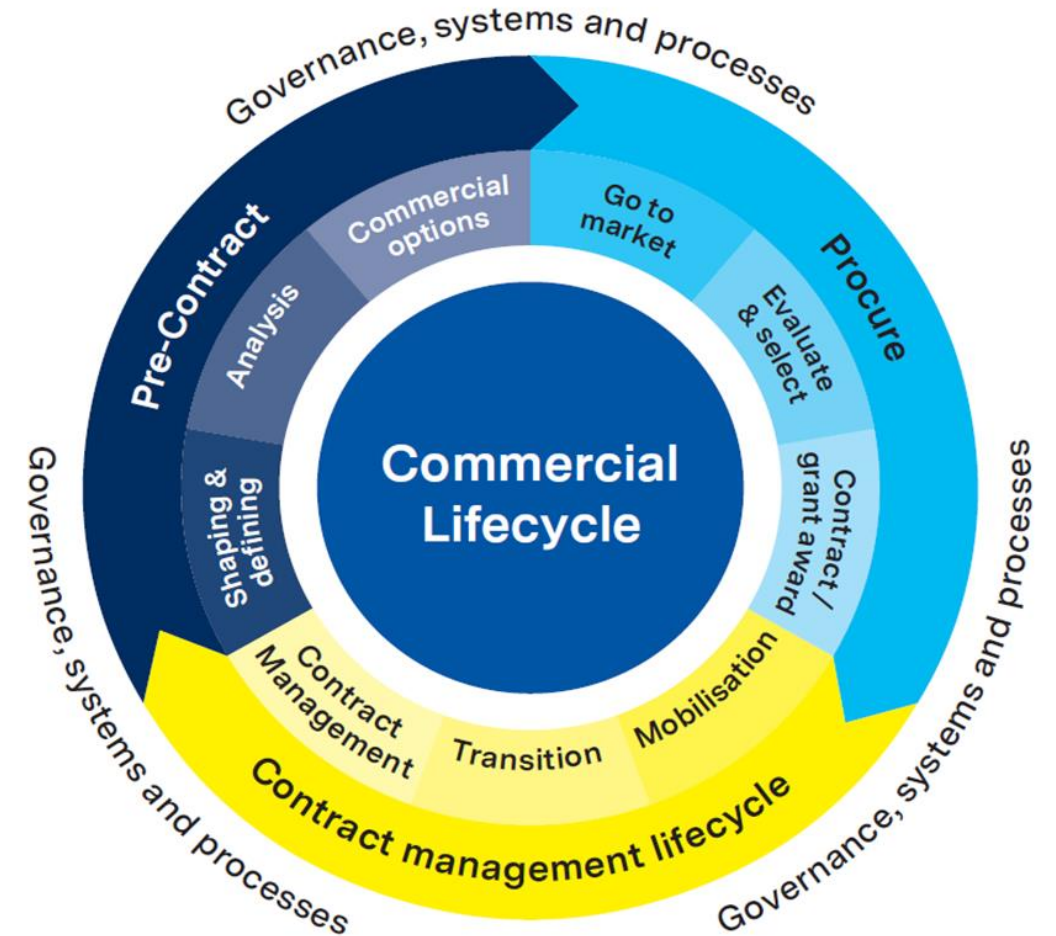
Support activities to be embedded longer term in the pillars.

BlueLight Commercial day to day activities

Internal and external enabling activities for the pillars.

The Commercial Lifecycle

- The cyclical process of key steps for procuring goods and services
- Split into 3 distinct Stages
 - Pre-Contract
 - Procure
 - Contract Management
- Important that all 3 Stages are considered and completed
- Traditionally all effort has been focused on the Procure stage in isolation





Increasing Capability

BlueLight Commercial will deliver and increase capability through 3 approaches

Working in collaboration to embed commercial development in existing programmes

The BlueLight Commercial competency framework

Developing and delivering commercial lifecycle programmes

Leaders

Commercial Professionals

Operational

Underpinned by our Learning Management System (LMS)

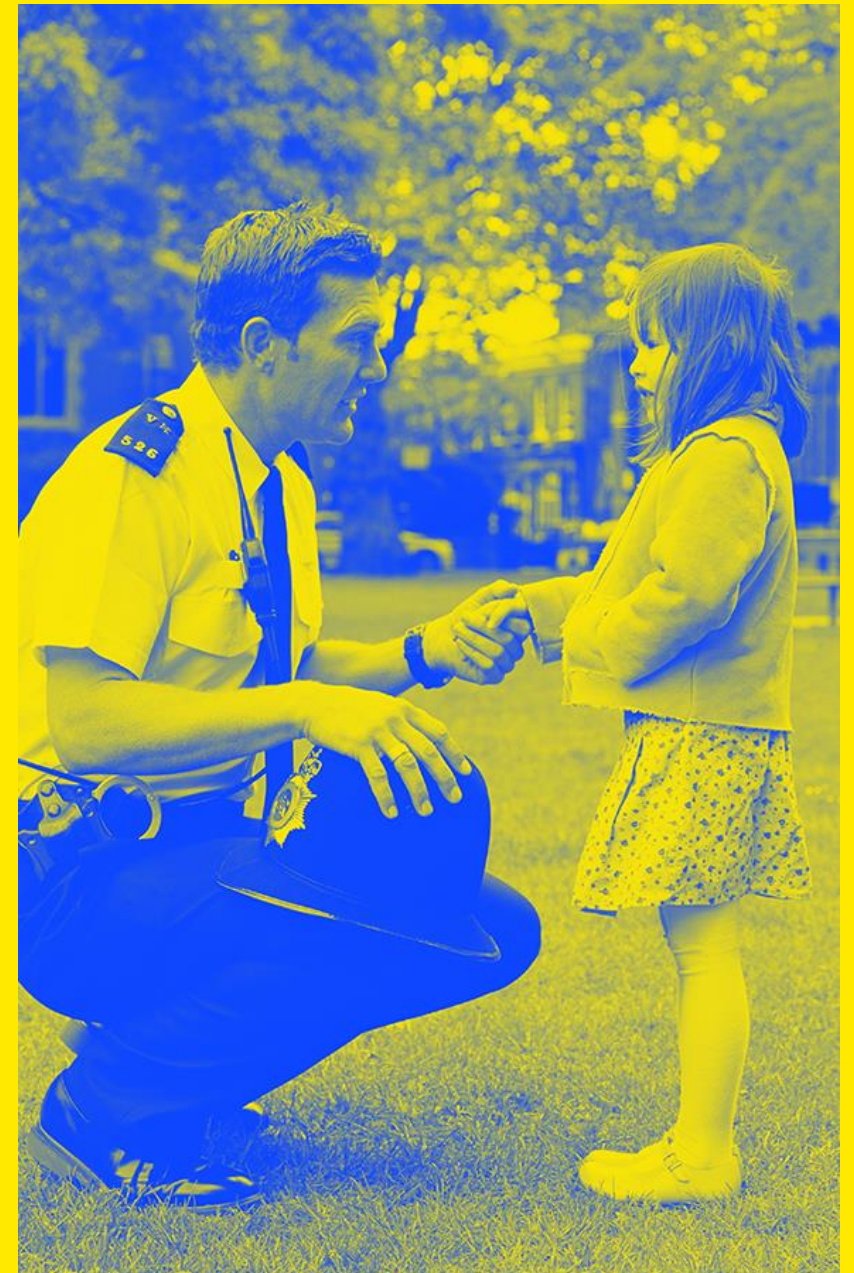
Delivering Social Value



What is Social Value?

“Social value is the quantification of the relative importance that people place on the changes they experience in their lives. Some, but not all of this value is captured in market prices. It is important to consider and measure this social value from the perspective of those affected by an organisation’s work.”

Social Value UK



Why Social Value is Important for Policing

- Public organisations can meet their needs for goods, services, works and utilities in a way that achieves value for money on a whole life-cycle basis in terms of generating benefits not only to the organisation, but also to society and the economy, whilst significantly reducing negative impacts on the environment.
- Policing intends to make sure that social value is delivered into our communities through the goods and services that we buy
- New policy from Cabinet Office – 10% of tender evaluation now has to be applied to Social Value



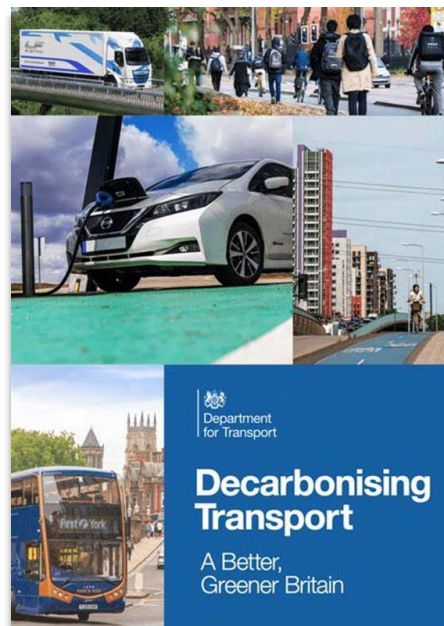
Sustainability: Legislation and Policy



Cabinet Office

Procurement Policy Note – Taking Account of Carbon Reduction Plans in the procurement of major government contracts

Companies bidding for government contracts > £5m must be Net Zero by 2050



Government takes historic step towards net-zero with end of sale of new petrol and diesel cars by 2030

Well-being of Future Generations (Wales) Act 2015

The Essentials



Estates – Carbon net zero by 2032

UK announces 68% emissions goal by 2030 ahead of UN



HM Government



The Clean Growth Strategy
Leading the way to a low carbon future

Building our Industrial Strategy

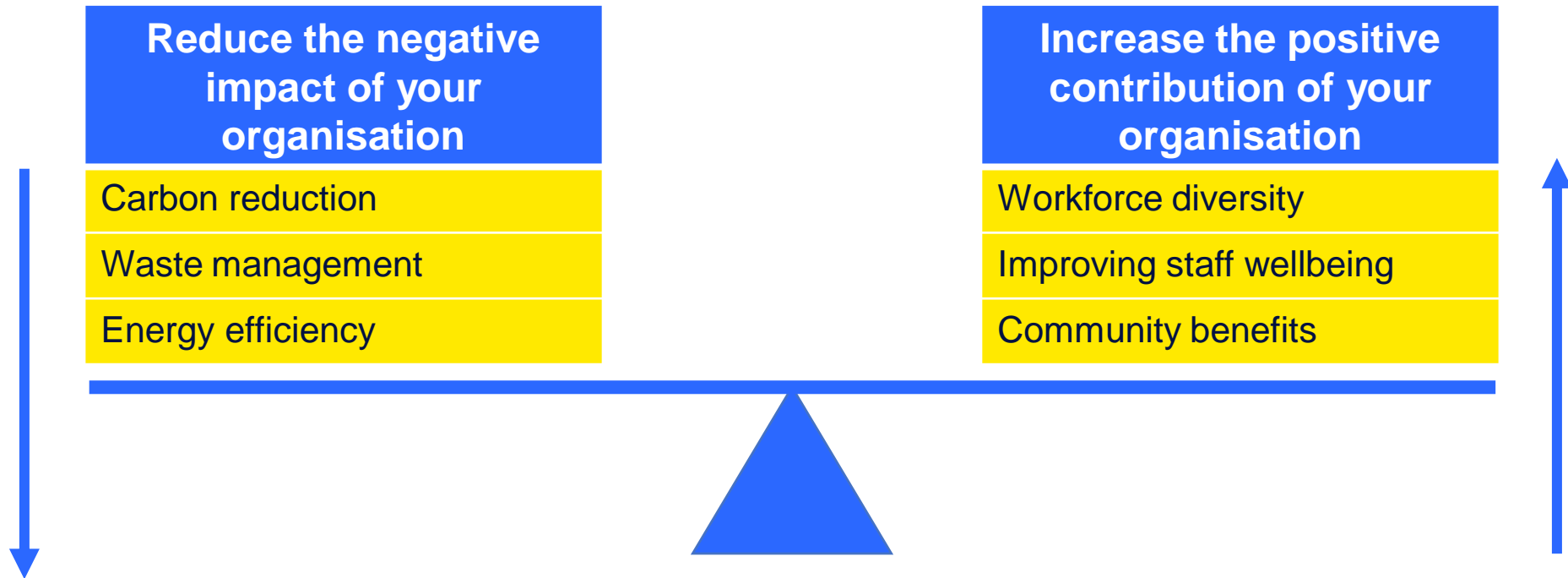
Range of Policy & Legislation driving the need for a clear plan for Policing

Legislative Drivers

- Social Value – Public Services (Social Value) Act 2012
- National priorities set out in the National Procurement Policy Statement (NPPS):
 - Creating new business, jobs and skills;
 - Tackling climate change and waste; and
 - Increasing supplier diversity, innovation and resilience.
- PPN 06/20 on Social Value 10% evaluation criteria
- Reinforces message that procurement is not about lowest price and the need to take a broad view of value for money.



What does it mean for you?



NetPositive Social Value Action Planning Tool

Social Value is important to BlueLight Commercial Services and the 43 Police Forces we work with, and that is why we have provided this free tool to help our current and future suppliers develop their own social value action plan.

The tool will help you to:

- Understand what social value means in practice
- Identify your existing social value activity
- Explore new social value activity
- Review the environmental, economic, and social impacts of your business
- Create a tailored action plan for your business, which can be used to demonstrate to customers how you are contributing to the social value issues we all care about.



<https://police.net-positive.org/>

What does the supplier tool do?

- Provides all suppliers with a free Social Value Action Plan
- Guidance, support and help to understand and deliver social value
- A plan they can use with all public sector clients

Support Suppliers



- Supports suppliers on multiple issues current and emerging
- We discuss action plans as part of contract management
- Use data from the plans inform category management

Supports Engagement

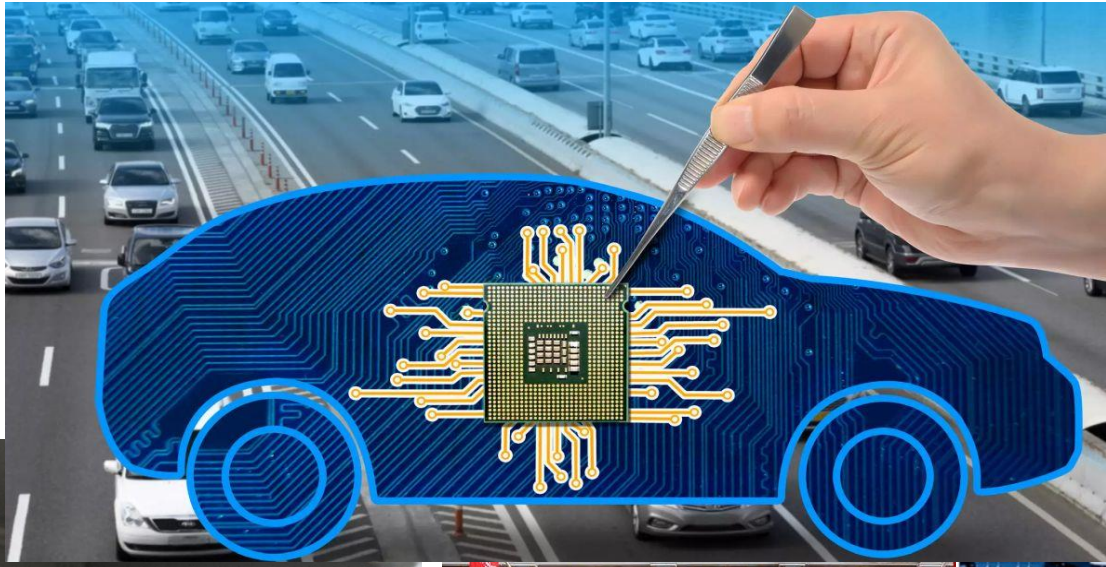


- Against BLC, Forces and PCC priorities
- Modern Slavery Reporting
- Carbon Reduction
- EDI
- Contribution to the SDGs

Demonstrates Impact



...turbulence and volatility are the new normal...



How to contact us

Jo Osborne

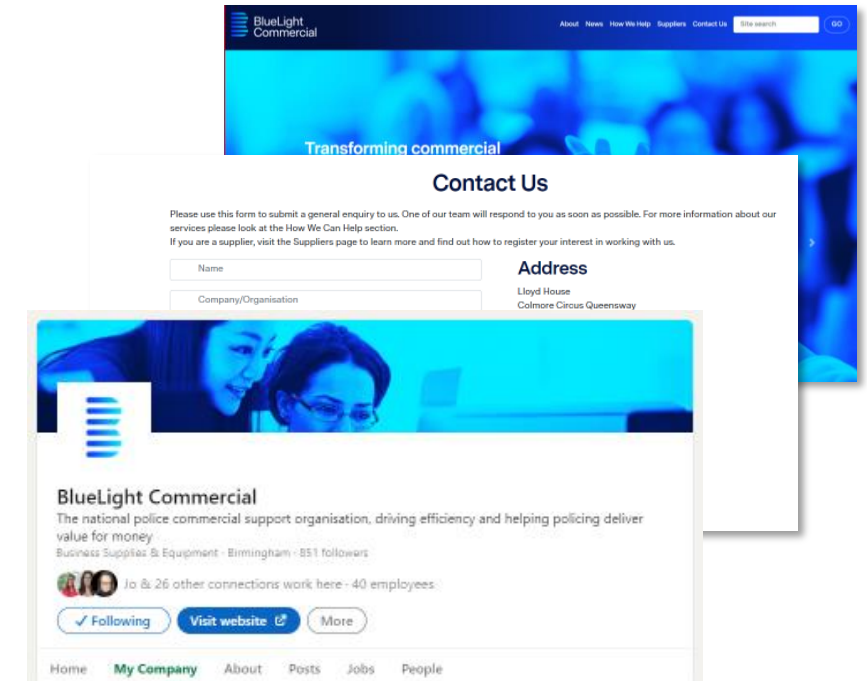
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<https://police.net-positive.org>



Questions

