



Insights into BLC role and IT procurement transition

October 2024

Introduction

Stephen Hodgson
Commercial Director ICT



How is BlueLight Commercial set-up

BlueLight Commercial, established by the **Home Office and policing sector** in June 2020, works in collaboration with blue light organisations to help transform commercial services.

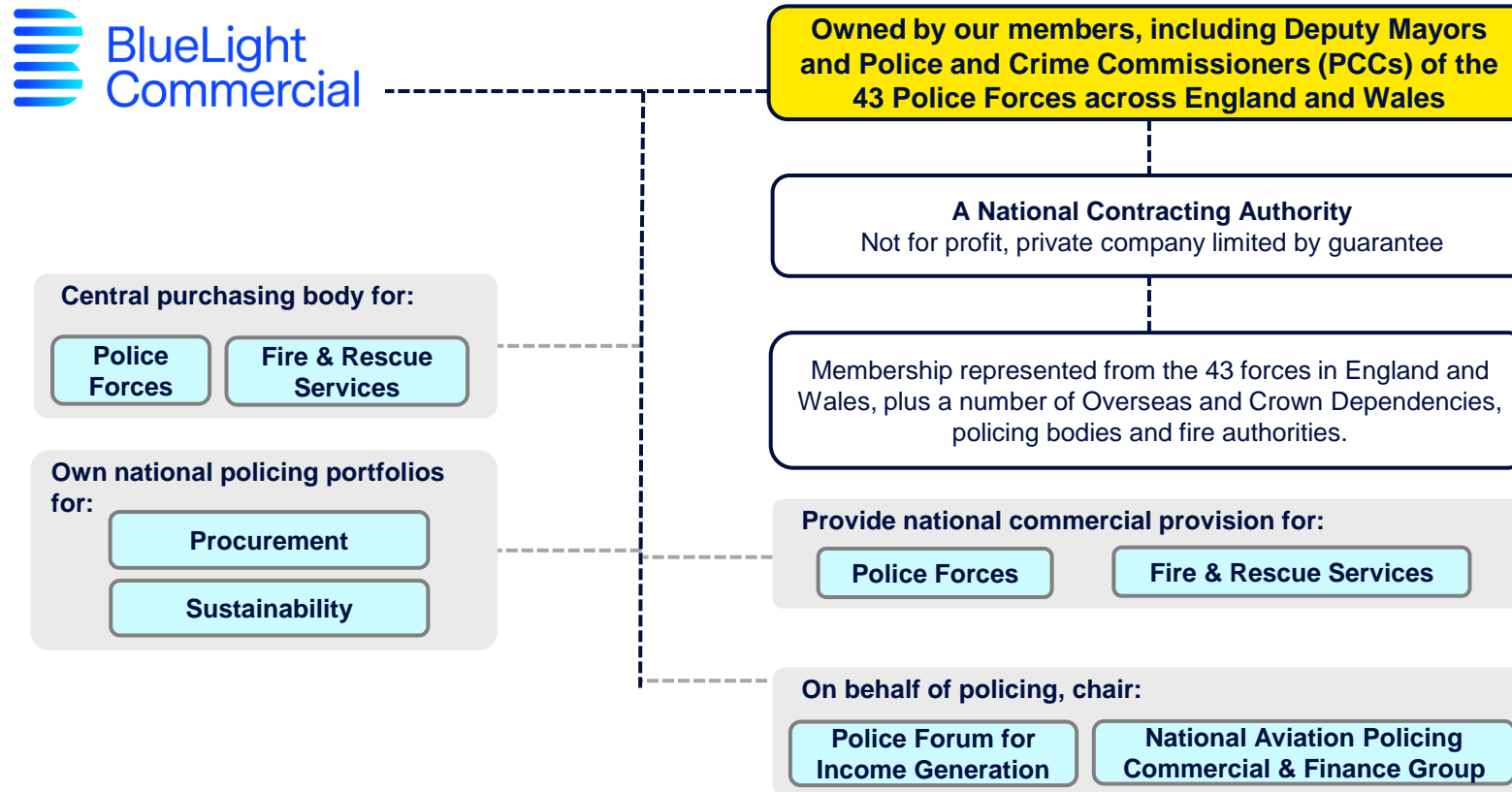
We are a not for profit, private company limited by guarantee.

Governance BlueLight Commercial is governed by policing through a Board of Directors consisting of Police Commissioners and Chief Officers.

Our purpose: To work in collaboration with blue light organisations to help transform commercial services, creating a single point to market and an agile commercial engagement model.

National Contracting Authority : BLC is able to act as a national contracting authority for the blue light sector.

How we are structured



National Contracting Authority

BlueLight Commercial is able to act as a national contracting authority for the Blue Light Sector creating a single point to market and more agile commercial engagement model. We are responsible for the interface with other external bodies including the Home Office, Government Commercial Organisation and Crown Commercial Services.

Board of Directors – October 2024

We are governed by a Board consisting of PCCs, PFCCs, Chief Officers and an Independent Non-Executive Director.



Matthew Scott
Chair of Board
PCC Kent



Philip Seccombe
PCC Warwickshire



Matthew Barber
PCC Thames Valley



Joy Allen
PCC Durham, APCC
Finance Joint Lead



David Allen
PFCC Cumbria



Lianne Deeming
CEO



Heather Benjamin
Non-Executive Director



Gavin Stephens QPM
Chair of National
Police Chiefs' Council



Paul Sanford
Chief Constable
Norfolk, NPCC
Finance Committee
Chair



Stephen Watson
Chief Constable
Greater Manchester Police

Extracting Value Through Third Party Spend

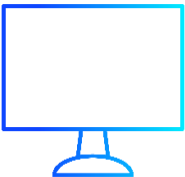


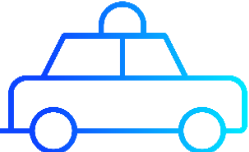


Data correct
as of Feb 2024
for FY22/23 third
party addressable
spend

Policing England and Wales

England & Wales Annual Police Spend 22/23 - £2.9bn



SPEND PER CATEGORY

ICT	Estates	Professional Services
		
£880m	£698m	£590m
Fleet & Aviation	Operational Support	Forensics
		
£357m	£228m	£129m

Additional ICT
spend through
Home Office
£101m

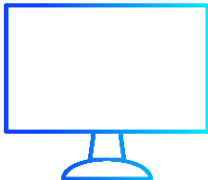




Driving value for money through the full
Commercial Lifecycle

Fire England

England Annual Fire Spend - £521m



SPEND PER CATEGORY

ICT	Estates	Professional Services
		
£86m	£182m	£93m
Fleet	Operational Support	
		
£106m	£54m	

Increasing addressable spend and adding
new categories

How do we support members?

National Commercial Service

Strategy – Developing commercial strategies for key areas of spend

Service – Support with Legal, Technical & Specialist Commercial Capability

Capability - Raising sustainable standards of commercial competence

Market – Access to market expertise and Insights, including Brexit & Covid recovery impacts

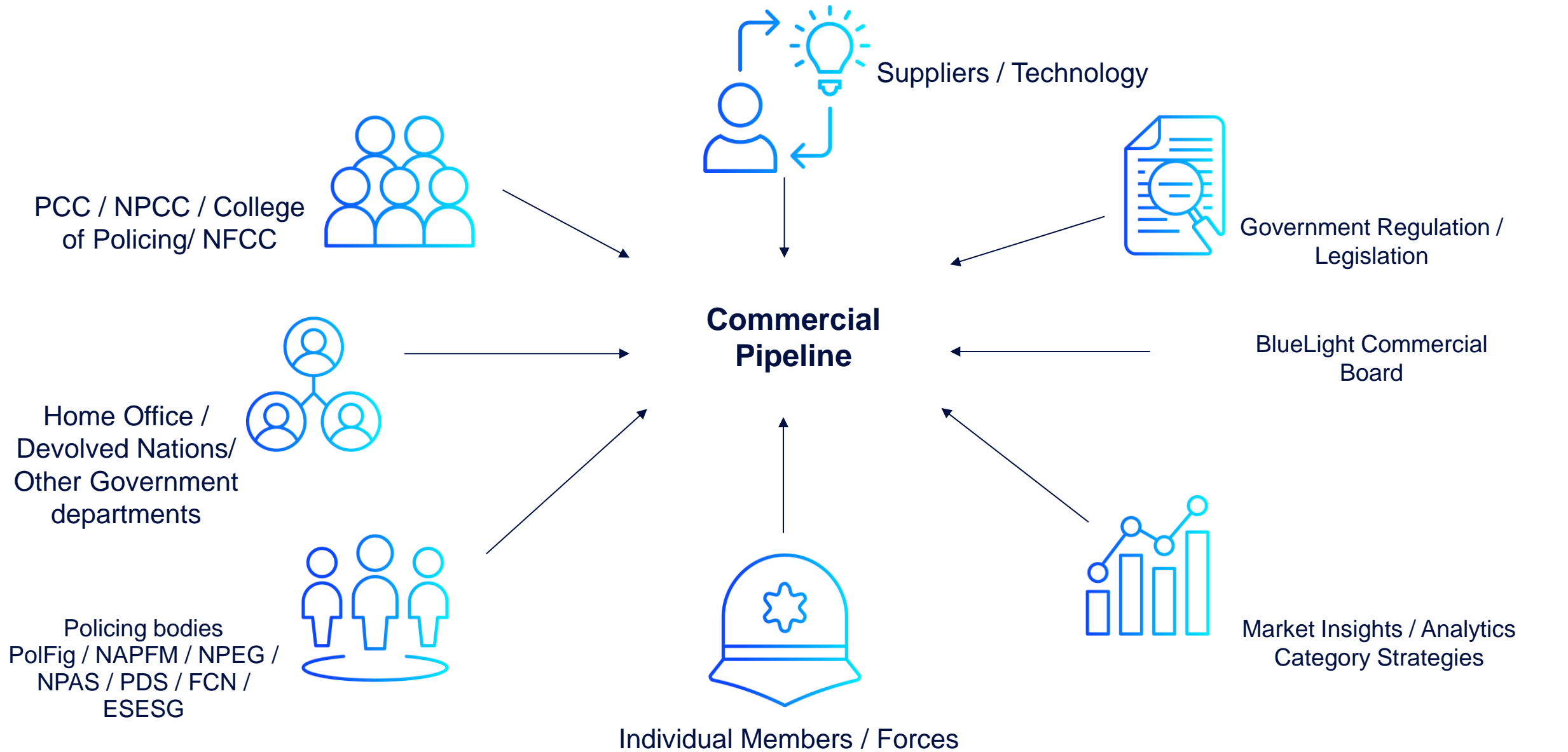
Partnerships – Working in closely with our Blue Light partners on commercial activity



Operating Model



Who Commissions Commercial Activity





Strategic Direction

Laura Salmon
Head of ICT Category

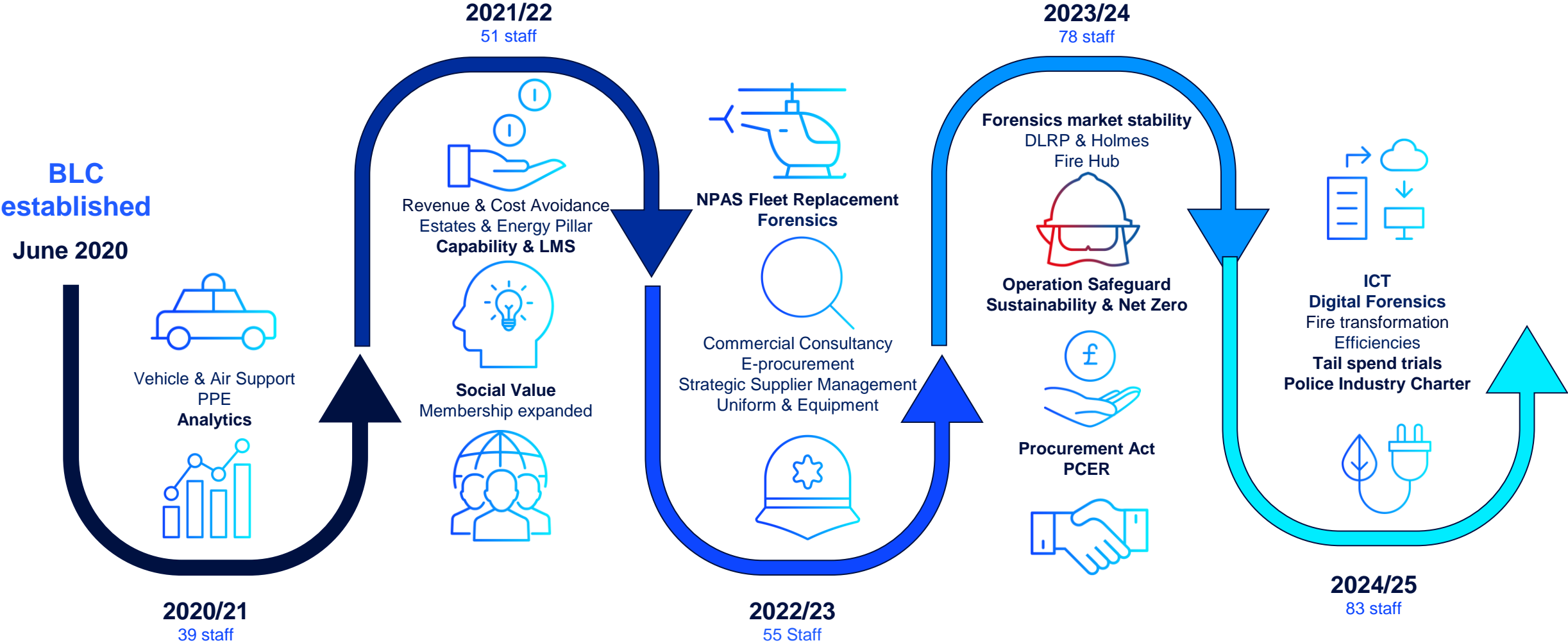
Collaboration

“Whilst savings realised has a direct impact on improving our operational capability, developing a more collaborative approach also leads to improved products and services in support of our operational teams. Through collaboration we can ensure best practises are shared and applied”



Matthew Scott
Police and Crime Commissioner Kent
Chair BlueLight Commercial

BlueLight Commercial Development



"National collaboration and direction, delivered locally"

Optimising Value of Products & Services for a World Class Police Service



Preventing & reducing
crime



Improving crime detection



Supporting and
safeguarding victims



Protecting and developing
workforce



Supporting Officer Uplift



Delivering a transparent,
ethical and sustainable
service

Embracing technology & innovation to provide the right tools to enhance operational performance

Key Strategic Direction continues to be.....

Key Outcomes

**Bottom Line
Impact**



**Transforming
Commercial
Activities**



**Sustainable
Future**



Six Strategic Objectives

We work with members to transform their commercial and procurement activity, resulting in bottom-line improvements, delivering cost and time savings and a more sustainable future.

**Maximise
Financial &
Commercial
Benefits**



**Commercial
Excellence**



**Business
Transformation
& Consultancy**

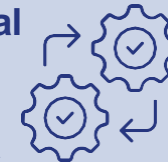


Sustainability



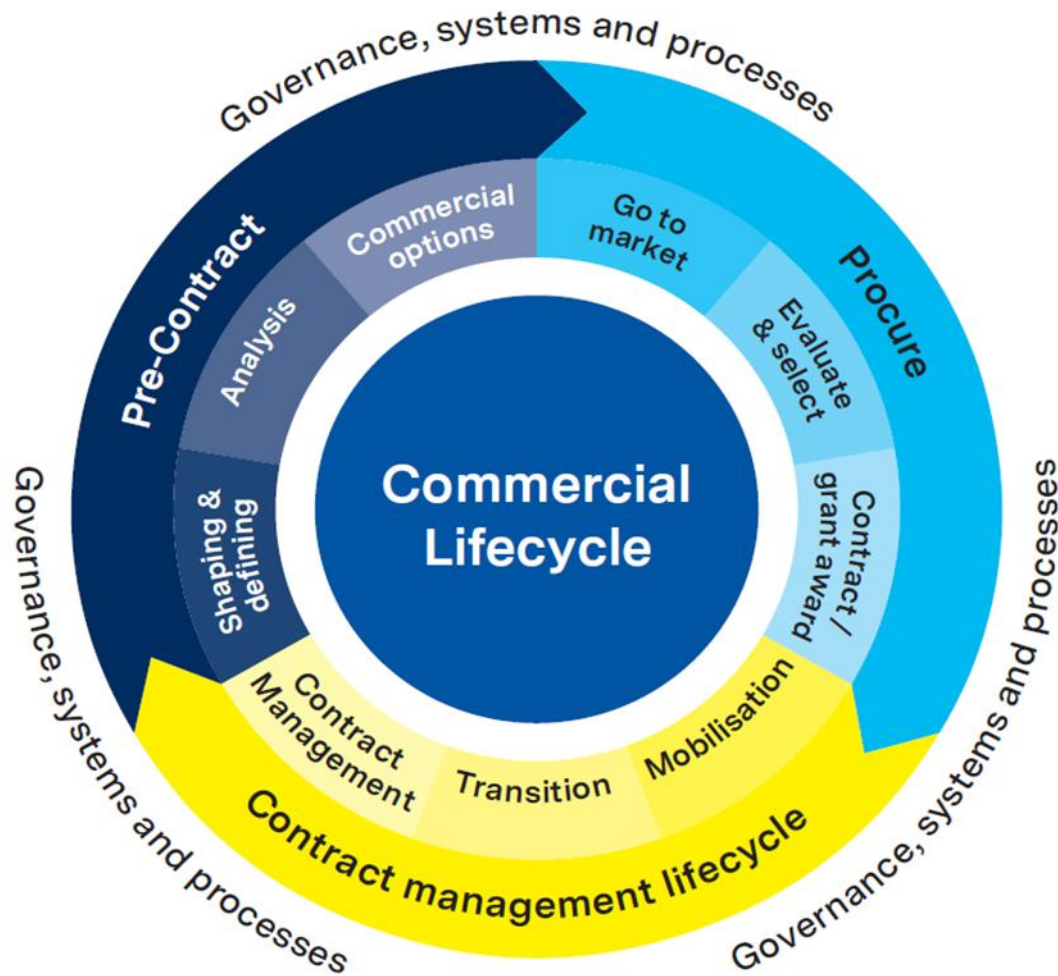
**Building
Commercial
Capability**

**Organisational
Development
&
Effectiveness**



"National collaboration and direction, delivered locally"

Commercial Best Practise - Commercial Lifecycle



- BlueLight Commercial involved in all elements of the lifecycle.
- At least 40% is either lost or gained in the Pre-contract and Contract management Stage
 - Innovation
 - Improvements
 - Demand levers
 - Improved Specifications
 - Market understanding
 - Supply chain optimisation
 - Contract management
 - Long term planning
- Members supported in all stages of the Commercial Lifecycle
- Overarching category strategies – Pensions McCloud/Remedy, National Uniform, Facilities /Waste, Victim Services, Construction Frameworks
- Structured programme SSRM – Fleet & Aviation, Contingent Labour
- Market Insight, advice and guidance
- Pipeline of key commercial activities across core categories: Fleet, Aviation, PPS, Estates, Forensics, Operations, ICT

Commercial Activities

Novated from Police Digital Service (PDS)

- Cyber Security Penetration testing
- Covert Management
- Specialist Police Competencies and Assets
- IMB/i2 Access for All Agreement
- Adobe ETLA
- VMware ELA
- Identity Access Management
- Automated Text Redaction
- NDQIS
- Social Media Management
- Microsoft MOU

In flight procurements

- VMware – Dec 24
- End User Compute – Dec 24
- Live Facial Recognition – March 25
- IBM SPSS – March 24
- i2 Intelligence Products – March 25
- NDQIS – March 25
- Social Media Management- April 25
- Robotic Process Automation (RPA) – May 25
- Media Digitisation
- Audio Visual Multi-Media Redaction (AVMM)

Elsewhere

- Agency Partner Management Information System (APMIS)
- Victim Journey

Due diligence

- Tetra Devices & Accessories
- Shared Situational Awareness System (SSAS) – April 25
- D-DACS – September 25

Pipeline

- RMS for British Forces Cyprus
- THRIVE Operator Assist
- PDS Phase 2 review



The Police Industry Charter

Police Industry Charter – The Launch

The Police Industry Charter was launched on the 13th of March 2023 and BlueLight Commercial, NPCC, APCC, the Home Office and the Office of the Police Chief Scientific Adviser, have all signed and agreed to the principles of the Police Industry Charter.

Purpose:

- Bring all of policing and industry closer together in [strategic partnership](#).
- Promote [open dialogue](#) on evolving challenges and opportunities.
- Expand opportunities for reciprocal [leadership development](#).
- Increase [Return On Investment](#) for products and services developed.
- Increase opportunities for policing to [develop critical skills](#) in collaboration with industry subject matter experts
- Adopt the principle of system and [product interoperability](#) in core design principles.
- Support policing in [harnessing science and technology](#) to create efficiency and capacity.
- Create [transparency](#) in the police and industry relationship.
- Support a [local and national](#) approach.
- Encourage [reciprocity](#) to principle adherence.

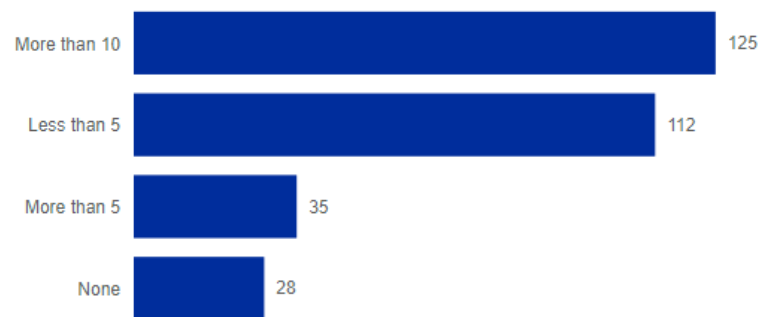


Police Industry Charter – Current Picture

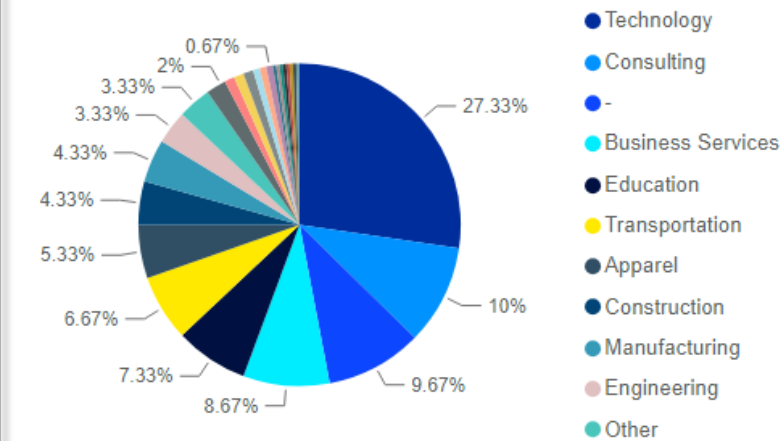
- A national portal to enable quick and easy access to the Charter for Industry.
- 300 Suppliers registered to date
- BlueLight Commercial will manage and monitor commitments with Industry.
- The Charter **does not** give a **competitive advantage** but does show a demonstration and commitment to work with Policing to deliver the highest standard of service to the public.



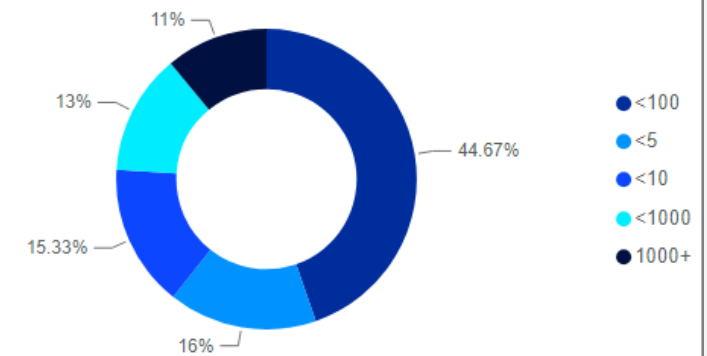
Distribution By Number of Forces Supplied



Distribution by Industry



Distribution by Org Size



Police Industry Charter – Next Steps...

- Develop a suite of measurable metric to enable us to monitor the practical application of the Charter
- BlueLight Commercial will manage and monitor commitments with Industry
- Engagement with those committed suppliers to understand the barriers to Industry
- Help drive standardisation and enable better commercial delivery and management
- Ensure the principles are built into procurements from the outset during the transition to the new procurement regulations
- Use the Charter as a platform for further development and collaboration.
- How to sign:

visit our suppliers page on our BlueLight website at

www.bluelightcommercial.police.uk/industry-charter

<https://science.police.uk/>

bluelightcommercial.police.uk/industry-charter
charter@bluelight.police.uk



Procurement Act 2023

Ellie Wilkinson
Head of Commercial Governance & Compliance



Procurement Act 2023

2023 CHAPTER 54

An Act to make provision about procurement.

[26th October 2023]

BE IT ENACTED by the King's most Excellent Majesty, by and with the advice and consent of the Lords Spiritual and Temporal, and Commons, in this present Parliament assembled, and by the authority of the same, as follows:—

Background

Act aims to make the UK public procurement “quicker, simpler, more transparent and better able to meet the UK’s needs while remaining compliant with [its] international obligations”.

The reforms aim to ensure that the £300 billion spent a year on public procurement goes further for the UK’s communities and public services.

1. Creating a **simple & more flexible commercial system**: replacing four sets of regulations (under current EU-based system) with common set of UK rules.

Procurement Act 2023
Procurement Regulations 2024

2. Taking **tougher action on underperforming suppliers** and **excluding suppliers who pose unacceptable risks**.

4. **Delivering better value for public money** and better **social value** outputs.

3. **Embedding transparency** throughout the commercial lifecycle so that the spending of taxpayers’ money can be properly scrutinised.

5. **Opening up more public procurement to new entrants** such as small businesses and social enterprises

The Procurement Act is now due to come into force on 24th February 2025

Key Changes for Suppliers & Contracting Authorities

Buyers must consider barriers facing SMEs

Introduces more flexible commercial tools / procedures

Better support for SMEs, new entrants and social enterprises

Increases transparency across the full commercial lifecycle

Increased focus on the contract management phase (contracts £5m>)

30 day payment terms for suppliers & subcontractors

Focus on pre-market engagement

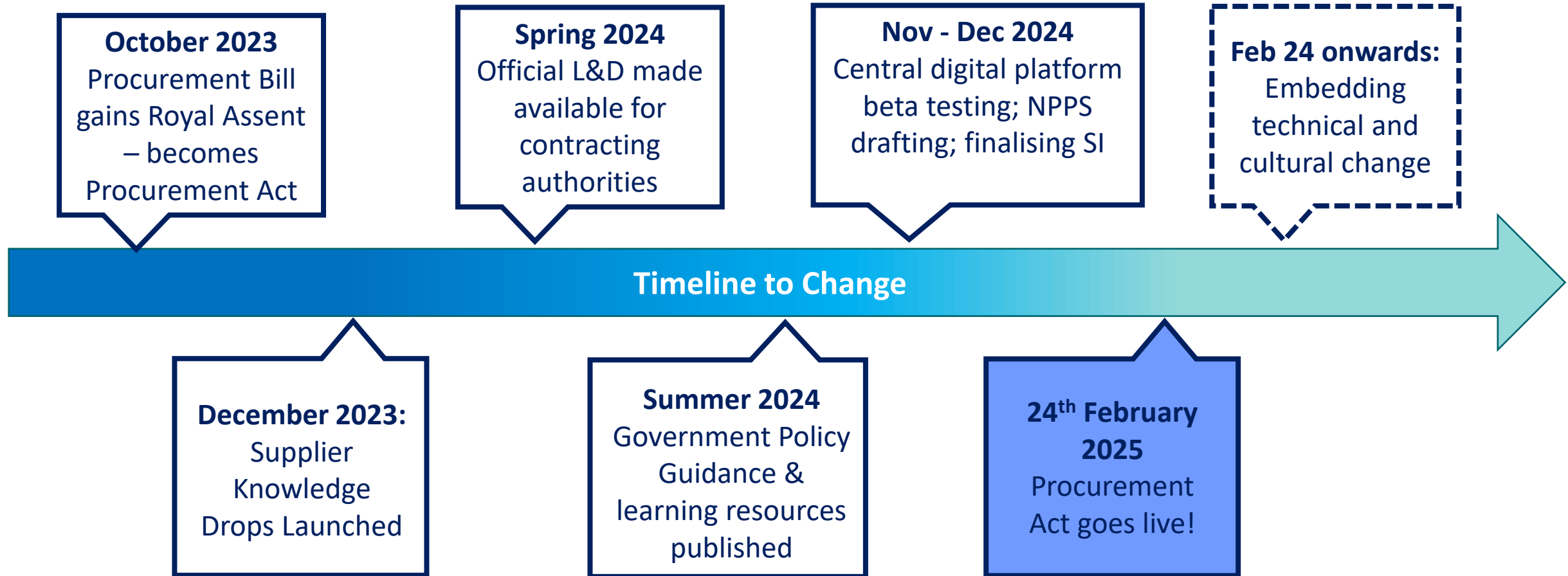
Improved commercial route to procure “innovation”

Central Digital Platform & Supplier Registration

Benefits for Suppliers & Tech

Procurement Act 2023 Provisions	Change	Benefits: Suppliers & Tech
Requirement to reduce barriers to SME participation	Support growth and build capability in small markets.	Increased innovation, competition & value for money
Provision of suppliers' "core business information" on central platform	Reducing time, admin and resources for bidders	Allows suppliers to engage with tenders more easily and with less cost
Open Frameworks	Longer-term framework with the ability to refresh suppliers and their offerings more frequently.	Frameworks can be more agile & support rapidly changing technologies and markets. Suppliers aren't "locked out".
Increased transparency noticing requirements	Publication of Pipeline Notices** (as well as pre-market engagement)	Increases touch-points with market, ensures early engagement and allows SMEs to plan tender responses.
Competitive flexible procedure	Process design to best suit procurement; supplier dialogue on complex tenders	Delivers fit-for-purpose contracts with decreased in-contract risk; encourages innovation, negotiation etc.
Pre-Market Engagement	Engaging with suppliers / market to design commercial approach	Design commercial approach to fit the market. Supplier engagement / participation.
Exclusions and Debarment Setting KPIs and performance standards	Ability to exclude underperforming suppliers, and those who pose a risk to public procurements	Reduce the risk of / provide a means for addressing poor performance. Improves the safety of sensitive data (

Procurement Act Timeline



How BlueLight Commercial are supporting the Sector with the Procurement Act

- Acting as single point of contact for Police and Fire with the Cabinet Office for the Procurement Act implementation
- Recruited nearly 200 superusers across the fire and policing sectors to champion change.
- Sharing knowledge and resources through regular webinars and communications.
- Creating commercial resources such as tools, templates and guidance, to ensure consistency and minimise duplication.
- Leading on engagement with the sector's strategic suppliers, to help them prepare for the new regime.
- Liaising with primary e-Sender, In-tend, to ensure digital readiness.
- Creating resources for commercial teams and non-specialists to help them prepare for the change.



Additional Resources

[The Procurement Act 2023](#)

[The Procurement Regulations 2024](#)

Cabinet Office [Knowledge Drops](#) (for Contracting Authorities, Suppliers and SMEs)

Government [Policy Guidance Documents](#)

BlueLight Commercial's [Procurement Act Knowledge & Collaboration Hub](#) (includes resources from BLC, the Cabinet Office, events and more)* *Available to BLC members only*

[Government Commercial College](#) (E-Learning & Communities of Practice)* *Available to contracting authorities only*

Government Commercial Function – ['Short Guide for Senior Leaders'](#)

Government overview of the Procurement Review Unit - ['Raising standards: our ambition'](#)

Government overview of Transparency changes - ['Transforming Public Procurement - Our Transparency Ambition'](#)

Government's ['Our Innovation Ambition'](#) guide

Government Guidance on ['Benefits for Prospective Suppliers to the Public Sector'](#)

Other Cabinet Office [videos and animations](#).

**Accounts required*

Questions

