

Selling to

Cornwall Council

October 2016



Cornwall Council Commercial Forward Plan

We are very happy to announce publication of the [Council's first Commercial Forward Plan](#). Although only an indicative list of potential future contracts, this should assist suppliers in planning for upcoming procurement processes. It is our intention to update this Forward Plan on a quarterly basis to ensure it remains as accurate as possible.

When considering the information in the Forward Plan please pay careful attention to the "Planned Route to Market". It might be that although a contract is listed we are intending to award it through a pre-existing framework agreement and therefore it won't be advertised on Supplying the South West or Contracts Finder.

This Forward Plan will be supported by a series of Category Strategies and Market Position Statements for different sectors in the future. These publications will provide further detail of the Council's plans for future contracting opportunities. The first of these Category Strategies is detailed in the article below about professional and consultancy services.

Supplier Experiences Survey Response

In the last newsletter we circulated a questionnaire asking for your experiences of contracting with the Council. Thank you to those who responded.

We are pleased to share with you some of the headline figures:

- 75% of the respondents had been supplying the Council for over 5 years
- 89% of the respondents were SMEs

Some of the positives

- 90% of respondents were interested in future contracting opportunities with the Council
- 72% of respondents felt the Council engaged well with their organisation during the procurement process
- >95% of respondents felt Council employees acted in a professional manner

Some of the negatives

- >50% of respondents found it difficult to find Council contract opportunities
- 50% of respondents didn't feel the Council engaged proactively with their organisation outside of the procurement process
- 25% of respondents had received late payment of invoices

These negatives will be used to help inform the Supply Chain Development Programme (SCDP) workplan and we are already putting in place measures to address some of the identified weaknesses. We will aim to run a similar survey next year to compare the results. Details of some of the (SCDP) workstreams will be published in the next Newsletter.

Preventing Modern Slavery in the Cornwall Council Supply Chain

Cornwall Council expects its Suppliers to be aware of and comply with the requirements of the Modern Slavery Act 2015. Modern slavery includes "slavery, servitude, and forced or compulsory labour" and "human trafficking".

Under the Act, companies with an annual turnover of £36m or more are required to produce and publish a slavery and human trafficking statement each financial year. This should disclose steps taken to ensure that there is no modern slavery in their business or supply chain. Although not required by the Act at present, the Council has issued an [interim statement on modern slavery](#) pending development of a more comprehensive statement.

Further information on modern slavery is available from Cornwall Council. You can access free resources at <http://stronger2gether.org/resources/>.

NEPRO: opening up procurement to South West SME suppliers of consultancy and professional services

The Council has recently reviewed its approach to procuring consultancy services. As a result the Council will now be procuring the vast majority of its consultancy via NEPRO, a neutral vendor solution. This approach offers many advantages to both the Council and its suppliers, primarily faster and more streamlined procurement processes. Consultancy suppliers to the Council are therefore asked to register with NEPRO by visiting their cloud-based portal [PRO-VIDE](#).

Following registration, suppliers will have the ability to bid for both the Council's and other public sector bodies' opportunities. Suppliers of professional services may also wish to register as, although it is not the Council's current preferred route, it would grant access to opportunities in the wider public sector.

Consultancy suppliers should still register with the Council's eProcurement system [Due North](#) as some opportunities will still be advertising using this portal.

If you have any questions about consultancy or professional services procurement please contact Stuart Hinde on shinde@cornwall.gov.uk or visit <https://nepro.org.uk/governance/technical-faqs/>

Carbon Trust Free Support for small businesses

The Carbon Trust have secured funding to provide [free support for small businesses](#) to progress energy efficiency opportunities.

Unsubscribe

We hope that you have enjoyed reading this new Newsletter and you will be happy to receive future editions.

However if you do want to unsubscribe from future newsletters, or you feel you have received this Newsletter in error, please email responsible.procurement@cornwall.gov.uk and you will be removed from future mailing lists.

However, please be aware that if we need to contact you with vital information regarding your contract in the future, we will still be using your contact details.

Future Newsletters and Feedback

We are keen to receive your feedback on how future newsletters might be improved. Please email any comments to responsible.procurement@cornwall.gov.uk

www.cornwall.gov.uk/supplierdevelopment

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