

Selling to

Cornwall Council

March 2017



What's Next: Supply Chain Development Programme

The Supplier Newsletter is published as part of the Council's Supply Chain Development Programme; which launched in March 2016. To date much of the Programme's activity has focused on making internal processes more efficient to ensure our suppliers are paid on time and receive a more seamless experience when working with us.

As we move into 2017 the focus of the Programme is going to switch more directly to you, our suppliers. As part of that process we wanted to give you an early indication of what to expect.

Three key workstreams will have a direct impact on our current suppliers

- A new approach to Supplier Relationship Management
- Joint appraisals with our Strategic and Critical suppliers
- Supplier Summit 2017

There are also a number of other initiatives which will impact both our current suppliers and the wider markets which supply the Council:

- Publication of Market Position Statements for key sectors
- Extensive internal guidance on when and how to conduct market engagement exercises

Over the course of the next few Supplier Newsletters we will be asking for your input into different aspects of this work. We will also be looking to co-produce some of the materials with our current suppliers, so please get in touch if you are interested in contributing.

Revised Internet Pages

One key piece of feedback which we received in the recent Supplier Experiences Survey was how difficult it has been for potential suppliers to find contract opportunities.

We have responded to this feedback by redesigning our Commercial Services web pages, hopefully you find them easier to explore!

The Council's "Current and Future Contract Opportunities" are now front and centre on the homepage with clear links through to the advertising portals which we use.

Take a look at: <http://www.cornwall.gov.uk/supplierdevelopment>

NEPRO: Upcoming consultancy and professional services supplier day

As part of the ongoing rollout of NEPRO as the Council's preferred route for the procurement of consultancy a joint Council and NEPRO event will be held on the 6th April aimed at introducing suppliers to NEPRO and how it works. Following this event there is planned to be a meet the commissioner session which will give suppliers an opportunity to speak face to face with the people at the Council who buy consultancy. You can register for the event [here](#).

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

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 a standalone process.

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

UK Social Value Taskforce – Supplier Request

Cornwall Council contributes to the [UK Social Value Taskforce](#) which seeks to establish a good practice framework for the integration of the Public Services (Social Value Act) 2012.

As part of our role on the Taskforce we have completed a Social Value Maturity Matrix and we are now inviting you to do the same. Please use the "Private Sector" tool on the web link above and click submit when finished.

CIOS Growth Hub: Take your business to the next level



Are you looking to develop your business? Do you want to take on staff, expand your capacity or just improve your bottom line? Then the Growth Hub is for you.



The Growth Hub acts as a signposting service, taking the leg work out of finding the support you need to start or grow your business. Supported by a website full of information and Navigators on the phone, a Connector will come out to you for a FREE, independent and impartial business review, working with you to help identify and access support in a way that is right for your business.

"Having people with a view point outside of your own industry has a huge benefit" [James Daniel, Precision Grazing](#)

All you need to do is to either register with the Growth Hub website or call the team directly. It is a quick and easy process and will result in you receiving your business review from a Connector. They will work with you to fully understand the business and then suggest the support that can help achieve your goals.

**Call us or sign up today to start your business growth journey:
01209 708660 / ciosgrowthhub.com**

Welcome to Cornwall Council's Commercial Survey

Cornwall Council is a Unitary Authority providing a range of services to more than half a million Cornish residents.

As a major buyer of goods, works and services, and with one of the County's principle MCIPS** qualified teams, the Council's Commercial Team has significant experience and expertise in improving commercial activity. Commercial means driving leading edge thinking and professionalism in business case analysis, procurement and contracting.

This Survey is being sent to everyone who could potentially benefit from working with the Council's Commercial Team. The Council are exploring prospects to work with Public, Private and Voluntary organisations, on a chargeable basis, to boost competitiveness and share commercial and procurement expertise.

I very much hope that you will see value in influencing this new opportunity and [click here](#) to complete the survey. This anonymous survey will close on 17 March 2017 and should take approximately 5-10 minutes to complete.

I would also be very grateful if you could circulate this survey across your networks / distribution lists.

Please contact Rob Buckley, Senior Supply Chain Specialist, should you wish to discuss any aspects of this survey: rbuckley@cornwall.gov.uk

**Chartered Institute of Procurement and Supply

Feed in to the Government consultation on their Industrial Strategy

<https://www.gov.uk/government/consultations/building-our-industrial-strategy>

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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