



## More for less – a new approach to procurement



Peterborough City Council placed procurement firmly at the centre of its business transformation programme, implementing stringent demand and supplier management. The council is now reaping the rewards and creating even greater efficiencies.

### THE CHALLENGE

- ➔ Procurement was previously seen as a predominantly administrative function, which did not add significant value to the organisation.
- ➔ Procedures had developed organically and were inefficient.
- ➔ Contractors were not given a clear picture of requirements, and contracts were poorly managed.
- ➔ The tendering process was inadequately resourced, leading to a 'let and forget' culture.
- ➔ Missed deadlines and overspending on large projects were far too common.



### THE SOLUTION

Peterborough City Council worked with AMTEC Consulting plc and its delivery partner, V4 Services, to transform its procurement culture from 'reactive' to 'proactive', and build efficiency into its processes.

This included:

- ➔ Making better use of existing frameworks, e.g. standard contracts available for public sector use.
- ➔ Seizing immediate savings by concentrating on demand management.
- ➔ Modifying the tendering process to involve the strategic procurement department at all stages.
- ➔ Improving communications with suppliers to enable coherent and intelligent scheduling of works.

### THE BENEFITS

- ➔ Vastly improved visibility of expenditure, and immediate cashable savings e.g. £460k per year released for the Peterborough drug and alcohol action team, with no reduction in services.
- ➔ A strong foundation and cash to reinvest in further procurement-based efficiency projects, such as the commercial office and professional services partnership.
- ➔ Culture of 'smart procurement' engendered within the council – managers have a clearer overview of projects and can communicate more effectively with suppliers.
- ➔ The potential to work with other public bodies (through the Greater Peterborough Partnership) and with local authorities in other parts of the country to benefit from economies of scale.

“The procurement project has been a cornerstone of Peterborough’s transformation programme. Having delivered significant savings already, it is now in a position to move to the next level, both through further initiatives and through shared services with other organisations.”

**John Harrison,**  
Executive Director – Strategic Resources,  
Peterborough City Council