



**METROPOLITAN
POLICE**

Working together for a safer London

RESOURCES DIRECTORATE

Metropolitan Police Service (MPS)

Stationery and IT Consumables Collaboration

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Some Background

- **The MPS is Europe's largest police force with c. £3bn budget and is London's largest employer with over 50,000 staff.**
- **MPS spend approx. £850m on goods and services annually.**
- **Procurement Services comprises four strategic category management teams and a Supply Chain Management team**



Our Teams

ICT

- Hardware
- Software
- Telecommunications
- Projects

CORPORATE SERVICES

- Consultancy/Contractors Support/ Temp labour
- HR & Welfare
- Training & Travel
- Catering
- Stationery and Printing



More of our Teams

OPERATIONAL SERVICES

- Uniforms and PPE
- Forensics
- Transportation - Road, Sea and Air
- Firearms and ballistic equipment
- Veterinary services and animal food

PROPERTY

- FM
- Security

SUPPLY CHAIN MANAGEMENT

- Strategic management of our supply base
- Supplier relationship management
- Continuous improvement



Case study - Office Stationery and ICT Consumables.

- The total value £232m per annum
- MPS spend £4.1m.

Collaboration involving:

Ministry of Defence

Her Majesty's Prison Service

Her Majesty's Revenue Customs

Department of Constitutional Affairs

Office of Government Commerce

Metropolitan Police Service

Home Office

Foreign and Commonwealth Office

Her Majesty's Treasury



OJEU

- OJEU notice advertised stationary and IT consumables
- Requirement was split over 5 Lots:

Lot 1.	Office Equipment and Machinery
Lot 2.	Stationery
Lot 3.	Electronic Office Supplies
Lot 4.	Paper
Lot 5.	Magnetic and Optical Media



Pre-qualification questionnaire (PQQ)

- **Expressions of interest** were requested through PQQ
- **33 PQQ responses**
- Lot 1 - Office Equipment and Machinery – **withdrawn due to lack of response**



Invitation To Tender (ITT)

- PQQ evaluation eliminated 7 suppliers
- 26 ITT's issued
- Tenders were evaluated
- 5 tenders selected from the evaluation.
- Then e-Auction between 5 remaining bidders



Award

The following contacts awarded:

- Lot 2 - Stationery Supplies - **Lyreco UK Ltd**
- Lot 3 - Electronic Office Supplies - **Westcoast Ltd**
- Lot 4 - Magnetic Media Supplies - **Westcoast Ltd**
- Lot 5 - Paper Supplies - **Office Depot UK Ltd**

- One of the **Largest e-auctions ever staged** with an **estimated saving of £100 million**

- **E-auctions** reduced total expenditure from **£232m to £132m per annum**.



Barriers to collaboration:

- **Resource intensive**
- **Standardisation**
- **Collaborative action takes Longer**
- **Negotiation** - between collaborative partners on priorities
- **Battle of the terms and conditions**
- **Consensus**
- **Dispute escalation**



Benefits of Collaboration

- **Significant Cost Reduction**
- **Economies of Scale**
- **We punch above our weight**
- **Control / influence of the process**
- **Prestige with other Public Bodies**