



# **Joint Procurement How Can It Help You?**

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**Thursday, 27<sup>th</sup> January 2011**

**Everything YOU buy, YPO supplies!**

# About YPO



- Formed in 1974, based close to M1/M62 in Wakefield
- Largest formally constituted UK local authority purchasing consortium
- Two warehouses - 300k sq ft total, 450 staff
- Aggregates buying power and generates efficiency savings in procurement
- Self-funding and non profit making ethos. Trading Profit used for:
  - Business Development
  - Members to recognise risk and reward loyalty
  - Customers to reward loyalty (New in 2010)
- Turnover 2010 (Estimated)

- Total	£445m
- Stock & Directs	£105m
- Contractual Arrangements	£340m



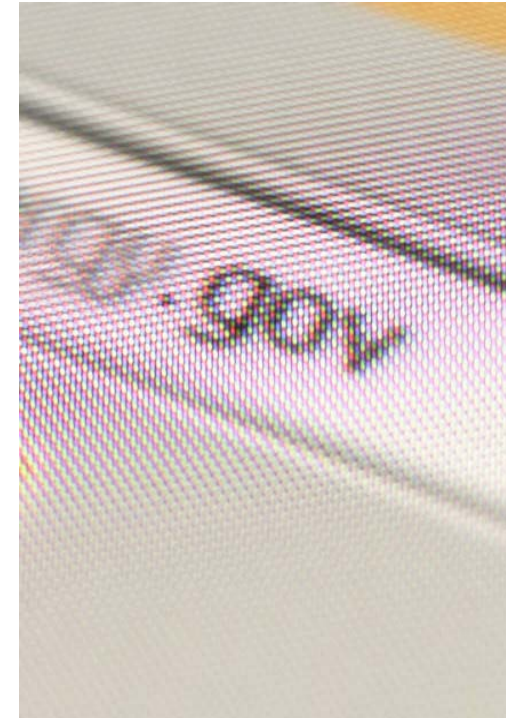
# YPO Customer Base

- 100 local authority customers
- 48,000 education & local government accounts:
  - Early Years, Schools, FE & HE
  - Emergency Services
  - Catering & Cleaning
  - Energy
  - Leisure
  - Transport
  - Social Services
  - Building
  - Waste Management
- Wide geographical area from Scotland and Wales to Surrey and West Sussex
- Serviced by experienced field sales and specialist procurement teams

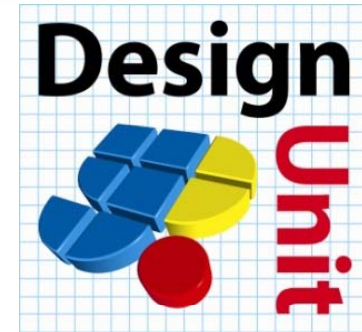


# Helping you meet the efficiency agenda

- Meeting challenge of the CSR
- Providing value for money - prices benchmarked against leading alternative suppliers
- Aggregating demand to generate buying efficiencies which can be passed on in the form of lower prices
- Coordinating procurement and supplementing customer expertise
- Reducing transaction costs
- Minimising waste
- Helping generate efficiency savings
- Developing a 'partnership' approach to procurement solutions across service areas

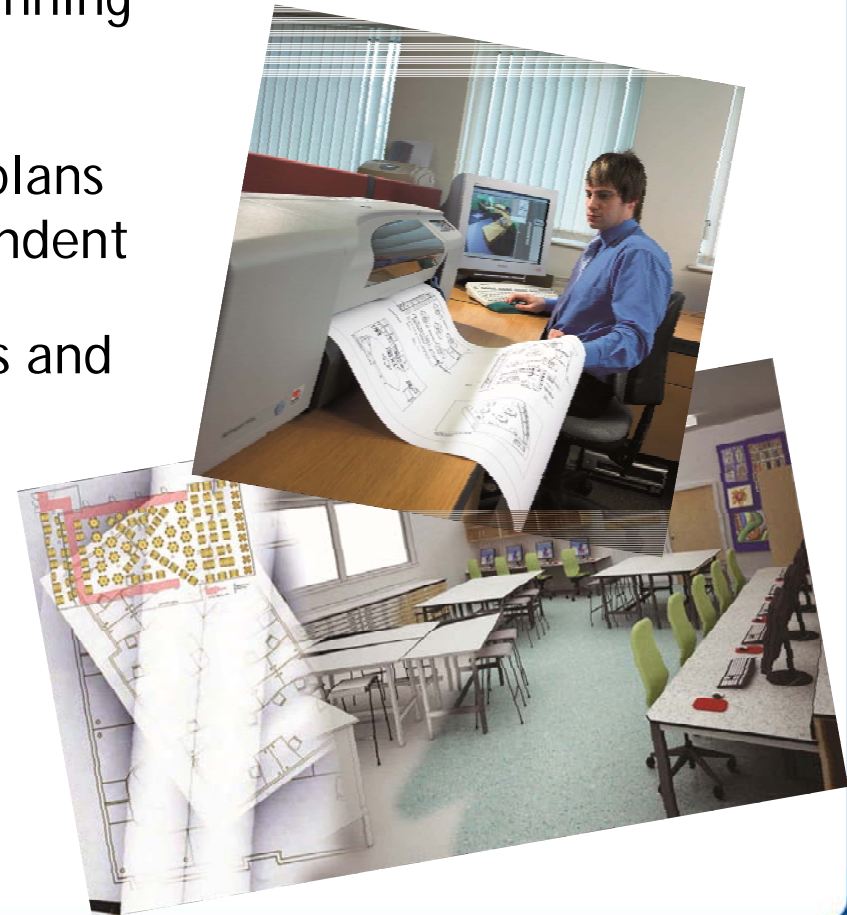


# Furniture Design Unit



- Free furniture & soft furnishings planning and design service
- Many years experience
- Professional 2D CAD and 3D colour plans
- Projects fully managed with independent advice from YPO's specialist team
- Fully compliant with tendering rules and regulations

- YPO will do all the groundwork including obtaining and helping you evaluate three quotations, saving you the need to shop around



# YPO Contract Services



- Comprehensive range of pre-negotiated contracts
  - Fully compliant saving you the need to negotiate your own arrangement
  - Contracts fully managed throughout for added peace of mind
  - Specialist procurement advice available
- Collaboration
  - Supporting ERG Categories
    - Energy, Fleet, Office Solutions, ICT, Facilities Management, Food
    - £2.9bn Savings Target (OEP)
- Pro5 Development
  - Identified work programmes covering key categories

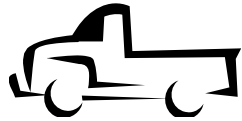


# How we work



- All EU compliant Frameworks advertised via OJEU.
- Supply base of market leading companies, including Pilkington, ICI, Saint Gobain, Wolseley, BSS, Akzo Nobel etc.
- Tailored to individual Authorities requirements (bespoke stock list etc.)
- Full contract management by YPO including, price management and dispute resolution if needed.
- Category Councils and focus groups made up of representatives from LA's supportive of YPO.
- No management fees to customers - YPO takes a small commission from the supplier based on turnover.

# YPO EU compliant contracts



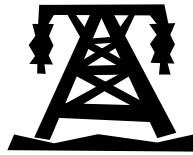
## Vehicles

Purchase & contract hire, Vehicle tracking  
Fuel & fuelcards  
Parts & accessories  
Garage equipment



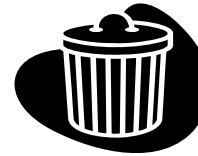
## Building maintenance

Building, plumbing & decorating materials  
Tool & plant hire



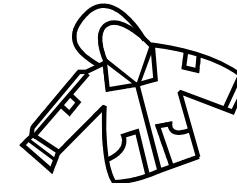
## Energy

Gas · Electricity  
Street lighting  
Fuels

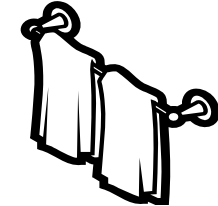


## Waste Management

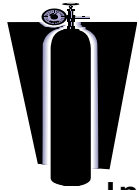
Composters & kerbside boxes  
Wheeled bins  
Refuse sacks



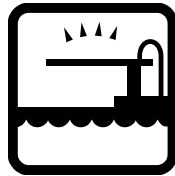
## Workwear & Personal Protective Equipment



## Washroom services



## Industrial Gases



## Swimming pool chemicals

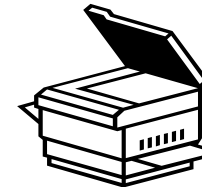


## Fire Safety

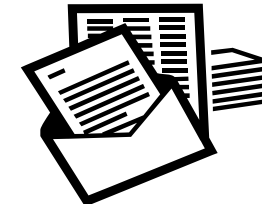
Sales · Service



## IT Hardware & Consumables



## Photocopiers & MFDs



## Mailroom solutions



## Grounds Maintenance



## Food, catering & cleaning



## Rock Salt



## Highways



## Bottled & Mains filtered water & coolers



## Furniture & soft furnishings



# Building Materials

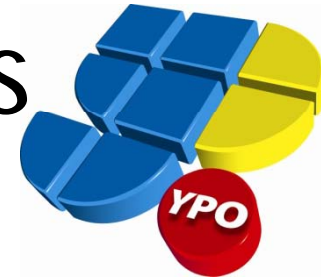


Fully compliant Frameworks for use in the maintenance of public buildings and social housing including:-

- Plumbing and Heating Materials
- Paint & Decorators Sundries
- Electrical Cable and Accessories
- Glass and DGU's
- Architectural Ironmongery
- General Building Products
- Mild Steel Tube & Fittings

Turnover of circa £6.5 million pa

# Some of our customers



Current users of YPO Building Maintenance Frameworks include:-

Helena Housing

Bury MBC

Knowsley Housing Trust

Leeds Homes

New Charter Housing

St Leger Homes

Rotherham MBC

Ashfield Homes

Chesterfield BC

Mansfield DC

Rykneld Homes

Newark & Sherwood

Bradford MBC

Wigan MBC



**Thank You**