

AGMA
ASSOCIATION OF
GREATER MANCHESTER
AUTHORITIES



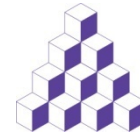
Association for Public Service Excellence

**‘Savings and Efficiencies Through Joined Up
Procurement’**

21 September 2011

Keith Benson, Street Lighting Manager, Wigan Council
Stephanie McCahill, Procurement Manager, AGMA Procurement Hub

Background

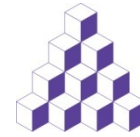


AGMA
ASSOCIATION OF
GREATER MANCHESTER
AUTHORITIES



- Street Lighting Electrical Connections
- Drivers for change:
 - Monopoly Supplier
 - Regulated Prices
 - Poor Value for Money and Poor Performance
- De-regulation of the Market
- On site trials – One Stop Shop - VFM

Scope of Tender



AGMA
ASSOCIATION OF
GREATER MANCHESTER
AUTHORITIES



- Electrical Connections
- Street Lighting Installation / Removal
- Gtr Manchester Local Authorities
 - 350,000 lighting units, 4,000 connections
- AGMA (including Lancashire & St Helens)
 - 664,000 lighting units, 6,000 connections
- High Volume and Value

AGMA Procurement Hub – Who Are We?



AGMA
ASSOCIATION OF
GREATER MANCHESTER
AUTHORITIES



- Jointly funded by Greater Manchester (AGMA) authorities
- Provision of Procurement Support for Local Authorities in the Greater Manchester area
- Category Management Approach

Hub Governance



AGMA Executive

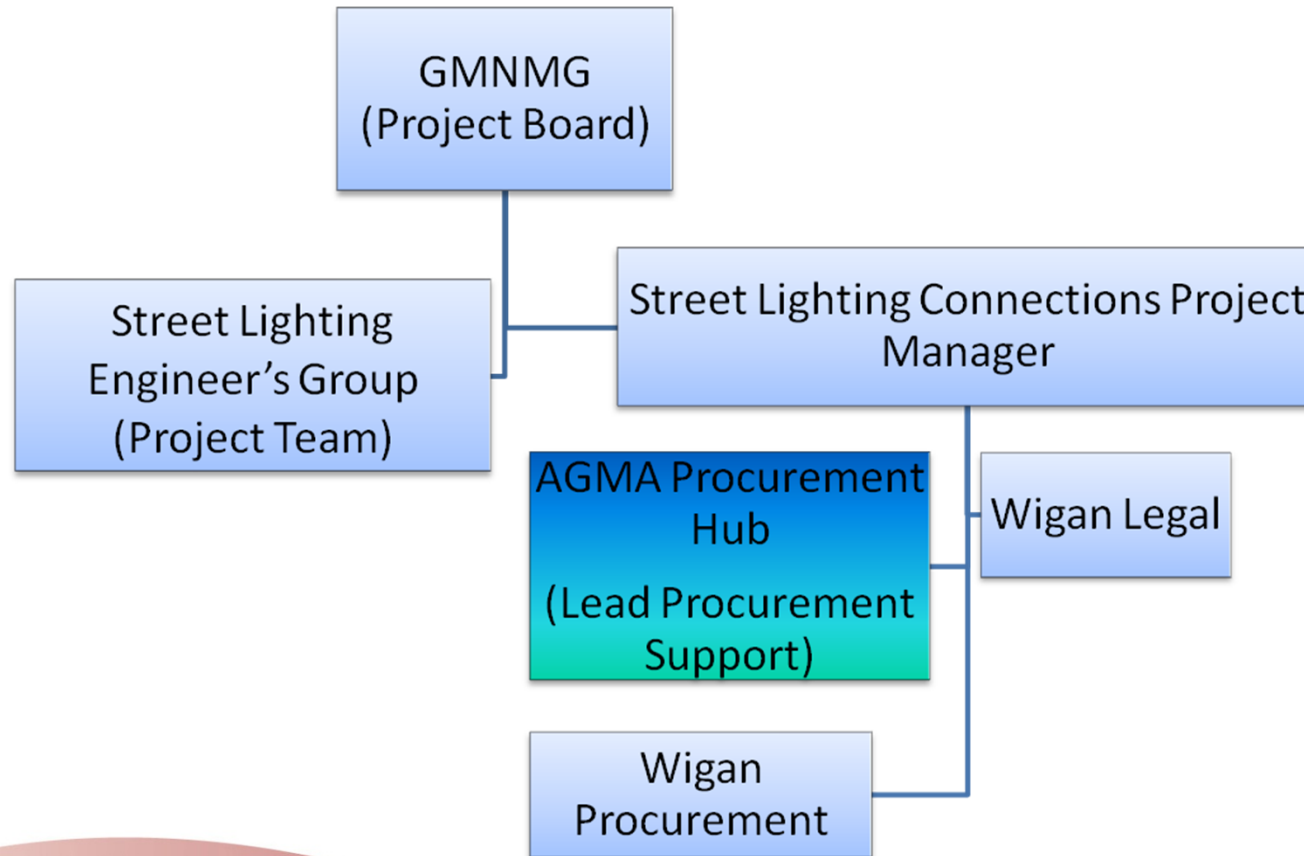
Improvement & Efficiency Commission

AGMA Improvement & Efficiency Leadership Group

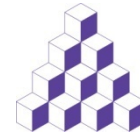
AGMA Improvement & Efficiency Programme
Tier 1
Adults Social Care – Children's Services - Corporate Support Services
Procurement & Commissioning - ICT

AGMA Procurement Hub

Street Lighting Procurement Governance



Procurement Process

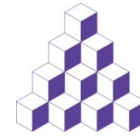


AGMA
ASSOCIATION OF
GREATER MANCHESTER
AUTHORITIES



- Wigan Council - Lead Authority
- Baseline / Options Appraisal
- Commitment to Participate
- EU Open Procedure
- Framework Agreement – 2 year with 2 x 1 yr extensions/2 geographical ‘Lots’
- Provision of information:
 - Timely
 - Transparent

Outcomes

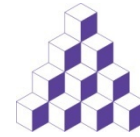


AGMA
ASSOCIATION OF
GREATER MANCHESTER
AUTHORITIES



- First framework agreement for Connections in UK
- High number of tenderers
- Good quality
- Competitive rates
- Savings of c. £2.4m identified
- Framework now 'live' (w.e.f. 12/09/11)
- Feedback to Ofgem

Service Improvements



AGMA
ASSOCIATION OF
GREATER MANCHESTER
AUTHORITIES



- Key Contacts
- Resource Allocation
- Minimum disruption
- 'One Stop Shop' for Connections
- AGMA Contract Management Group Established



AGMA
ASSOCIATION OF
GREATER MANCHESTER
AUTHORITIES



**Thank you for your time
and attention.**

Questions and Answers.

www.wigan.gov.uk