

PSL Consulting

best value services to help public-sector organisations improve the efficiency and effectiveness of their procurement and continue to meet the demands of the National Procurement strategy



Focussed on local authorities and primary care agencies we can deliver a wide range of purchasing & supply-chain advice and hands-on support

We can for example...

- assess the **connectivity** of procurement to your 'corporate' plans
- examine **integration** between procurement & **commissioning**
- develop focussed strategies for **3rd-sector** providers and **social enterprises**
 - help you make the most of **eProcurement**
- assess your compliance to the **National Procurement Strategy**, especially around the mixed economy, value-for-money outcomes and stimulating markets
- provide free resources & material in the **procurement matters!** page of our website

Or our service can be more general

- **health checks** to unlock improvements in strategy or operations
 - strategic **category sourcing** analysis
 - hands-on **negotiation** support
 - bespoke **consortium buying** arrangements

By drawing on our wider work in the private-sector we can provide...

- **options analysis** including purchase-or-provide assessments
 - **completed-staff-work** training to sharpen up internal communications and decision-making
- our **active consultant** tool to improve in-house client relationships

PSL Consulting has published several **reports on aspects of procurement** in local government, including:

- Report to Unitary, Metropolitan & County Councils on Procurement Benchmarking of Residential Care Home Services Jan 2005
- Report into Commissioning & Procurement Strategies & Activities amongst Unitary, Metropolitan & County Councils Oct 2006
- Report on Procurement Organisational Benchmarking and responses to the National Procurement Strategy in English Districts Feb 2008



CASE STUDY

We executed an extensive structural review of procurement and commissioning for this **county council**. The objective was to review existing structures and arrangements for procurement, contracting and commissioning and to deliver a set of comprehensive recommendations as to how the council could best manage these activities in line with the National Procurement Strategy, *Every Child Matters* and other directives.

Our core recommendation was to establish an integrated commissioning and procurement service with the responsibility to set a corporate, council-wide commissioning/commercial strategy and 'own' all *Gershon* savings.

About PSL Consulting

PSL Consulting specialises in procurement and the supply-chain. Since 1994 our consulting team has been defining, developing and delivering strategic, operational and category-related solutions and services to private and public-sector organisations throughout the UK.

Our integrated and holistic solutions and services include...

- **health checks** designed to unlock improvements in strategy or operations
- discrete **category** support projects or a broad strategic sourcing analysis...
...including hands-on **negotiation** of specific contracts with your providers
 - our **active consultant** tool to improve in-house client relationships
- **options analysis** ranging from simple make-or-buy through to full market testing
 - advice on interpretation of **EU/WTO** rules & guidelines
 - commercial **risk** assessment & management
- senior **interims** with the skills & experience to make an immediate impact
- **completed-staff-work** training to sharpen up communications & decision-making
- practical one-day **improvement** workshops: '**A better way to buy Social Care**'
'**Contract Management**'
 - our unique **social care price & benchmarking software tool**

We have no standard approach. Instead we adapt our ideas and solutions to meet your organisational and professional procurement needs. Our value comes not just from the accumulated skills and expertise of our practitioners but also from our long and successful track record with a **wide range of clients** including...

- Bournemouth Borough Council
- Buckinghamshire County Council
- City of Bradford Metropolitan District Council
 - Communities Scotland
 - Cornwall County Council
 - Devon County Council
- Kirklees Metropolitan Council
- London Borough of Hillingdon
- London Borough of Tower Hamlets
 - London Bus Services Limited
- Reigate & Banstead Borough Council

Your Partner in Procurement



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