



EDUCATION **PROCUREMENT**
SERVICE (**EPS**) LEVERAGING RELATIONSHIPS
TO OPTIMISE VALUE NETWORKS

AN tSEIRBHÍS **UM SHOLÁTHAR**
OIDEACHAIS

NEWSLETTER

Issue 4: December 2020

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Advantages of Tender Management

- Advertise your required goods and services needs to a focused group of buyers
- Improves accuracy throughout the tendering, quotation and contract process
- Saves time and money compared with traditional methods
- Reduces time wasted on low value administration (faxes, phone, travelling)
- Greatly improves the exchange and management of information
- Increases traceability

As we reach the end of the year, I would like to thank everyone for their hard work and dedication over these past months. These have been unprecedented times and there have been many challenges for EPS along the way.



On March 12th when the WHO described Covid as a pandemic, EPS had to act quickly and recommended all employees to work from home. We put systems and processes in place to allow us to continue to meet our stakeholder's needs while working remotely.

In April, the Sec Gen of the Department of Education and Skills mandated EPS to put our procurement resources and expertise at the disposal of the HSE. The support for the Covid-19 emergency did not stop there. A number of our team worked on the PPE Supply Agreement, which was made available to the whole of the Education sector.

We continued to work on our active projects alongside these special requests and still reached our 2020 savings targets.

Virtual working is now the new normal and it has been a priority here at EPS to understand the effects of remote working. Our work performance is of the same standard; employee's value reduced commuting time and the potential for improvements in work-life balance. There are, however, stresses in relation to spatial distance, work overload and electronic challenges which we have counteracted through a number of initiatives introduced by EPS. It was important for me to ensure that although we were working remotely all employees would still feel a sense of community, which has been built up over the years and very much a part of our organisations culture.

We wish all our Education Procurement Service Community a very Merry and safe Christmas.

PHILIP GURNETT, EPS Director



Multi-Annual Procurement Plan (MAPP)



MAPP DATA



Denise O'Malley,
Corporate Services
Manager

We were delighted to meet with our HEI colleagues across 21 x MAPP clinics held in October, where we met to discuss the individual institution reports, taking a look at national framework usage, what's working and what areas we need to focus on to develop fit for purpose procurement solutions for the

sector. EPS Director, Philip Gurnett and the EPS Corporate Services team met with Finance, Procurement and other key budget holders at each of the HEIs.

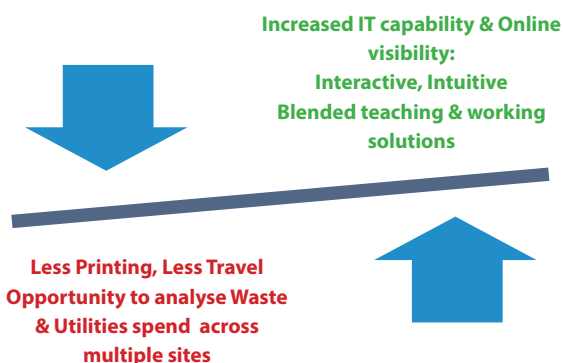
Reflecting on the recent clinic engagement, we have seen substantial progress in terms of increased engagement and drawdown from the national frameworks as a direct result of producing a roadmap MAPP forecast of requirements. A bird's eye view of the 3-year procurement requirements across all HEI departments supports planning, increased communication and the identification of multiple contracts and common requirements that present opportunity for aggregation to streamline processes, achieve value for money, savings and compliance. These are just some of the benefits driven by the MAPP process in the short term, leading to improved compliance and procurement practices in the long term that can be adopted to the KPIs, targets and strategic intentions of each HEI.

The OGP sourcing workshops, held earlier in the year, identified some areas where as a sector we will need to provide compliant solutions where frameworks are not being planned for cover in the OGP pipeline. We are actively engaged with the Department of Education to progress strategy in these areas. The effectiveness of our engagement with the OGP in the workshops has been evidenced in a number of the 2nd generation frameworks that have since gone live and include a wider scope to meet the needs of the education sector in many areas such as ICT, Professional Services and FM. Worth a mention is the new framework for Security Services. We would also like to recognise the support of the HEAnet in the development of strategic solutions for those ICT requirements critical to meeting the complexity of sector needs.

As we continue to support the function of the OGP Category Councils in providing education representatives to sit on sourcing teams, we welcome the commitment of the LGOPC to widen the scope and drawdown options of their future frameworks and arrangements with the establishment of Working Groups to include the wider public sector needs.

We look forward to working with all our MAPP colleagues in 2021 and to realising the benefits of the progress to date as the next generation frameworks go live.

Some predictions in the 2020-2022 MAPP trends to continue due to impact of COVID-19:



"We have found the HEA Annual MAPP exercise to be worthwhile as it assists with identifying trends in categories of expenditures while identifying the VFM options already available in terms of contracting. EPS support during the exercise is excellent and we are grateful to have Maria, Denise & Philip supporting our team."

Ann Melia

Head of Procurement & Contracts,
NUI Galway

All the Team at EPS wish you and yours a very Merry and safe Christmas

Are you Brexit Ready?



Brexit will have a severe impact on the operation of Irish businesses. The UK has always been a very strong trading partner for Ireland and Brexit will have a severe

impact on Irish businesses operations. The UK is Ireland's largest source of imported goods, and second largest export market. Ireland is the UK's fifth largest export market and the ninth largest source of our imported goods.

EPS want to ensure that our customers will continue to get the service they are accustomed to, and we will be reaching out to our supplier base over the coming weeks to understand their position in terms of managing Brexit.

EPS is currently liaising with our Framework suppliers to update where they are in their Brexit preparation under the following areas:

- Risk of potential logistic delays
- Continuity of supply strategy
- Guaranteeing continuity of product supply for the long and short term

- Details of dedicated Irish stock locations
- Supplying shipments from both the UK and alternative locations (Europe, Asia etc.)
- Customer input required regarding stock-holding levels/turnaround to plan and optimise material/product held in various facilities
- Anticipated increase in orders, order limits and greater demand for safety stock purchasing.
- How to confirm forecast requirements with supplier Account Managers

We will be writing to all our Framework suppliers to ascertain what practical steps and innovative solutions they are adopting to help guarantee supply to our customer base as we approach year-end. EPS is also appointing a Brexit point-of-contact in their Buying team as we anticipate this project will require our attention well into Q1 next year.

For further information, there are many supports available through the 31 Local Enterprise Offices, Enterprise Ireland, InterTradeIreland and Skillnet Ireland, to help businesses examine their Brexit exposure.

EPS Frameworks - Supply of Electrical Components and Consumables

The Multi Supplier Framework for the Supply of Electrical Components and Consumables is live and available for use.

The Framework incorporates Direct Drawdown from the first ranked Tenderer in each Lot or the ability to run a competitive process via Quotations or Mini-Competition.

Supplier ranking Lot 1 - Cables, Connectors & Control Gear	
1	Radionics Ltd T/A RS Ireland
2	Premier Farnell Ltd
Supplier ranking Lot 2 - Test Equipment	
1	Premier Farnell Ltd
2	Radionics Ltd T/A RS Ireland
3	Edmundson Electrical
Supplier ranking Lot 3 - Data Interfacing Equipment	
1	Radionics Ltd T/A RS Ireland
2	Premier Farnell Ltd

To request the rollout file please contact: info@educationprocurementservice.ie

All the Team at EPS wish you and yours a very Merry and safe Christmas

EPS Team giving back for Christmas

Following on from our successful Christmas Charity event in 2019, the EPS team decided to organise an activity event to take place on the 11th of December with all donations going to the Simon Community. This is a very worthwhile cause particularly in these times when homelessness is such a prominent feature in our country. Jackie Bonfield, CEO Mid West Simon Community had this to say "as more and more people come to Mid West Simon for support it is because of all of your kind donations we can reach out to so many more vulnerable people in our community".



Message from the Editor

As we celebrate the one year anniversary of the EPS Newsletter, I want to take this opportunity to thank everyone that contributed throughout the year. I was delighted to take on the challenge of producing the Newsletter, the vision was to send a message to our stakeholders that represented the work that we carry out for our customers but also to portray the achievements and human side of the EPS Team. Through working with my colleagues, I believe we have achieved this.

Wishing you a very Merry Christmas and a safe and healthy 2021!

Dorothy Walshe, Corporate Services



Stay tuned to the EPS website, Twitter handle and LinkedIn pages for updates on the progression of Category Management strategy and all news related to EPS operational projects!

Excellence in Business Award

The Public Sector Magazine is a prestigious publication, which is distributed to, all departments in the public sector, semi-state bodies and civil service. The circulation is 175,000 copies and there is an online version circulated to all public servants of 326,000.



Each year the Public Sector Magazine invites key public sector companies to nominate organisations and individuals who demonstrate excellence in their field.

This year the Education Procurement Service was announced as the winner of the "Excellence in Business Award". EPS Director & Head of Sourcing Education, Philip Gurnett, was delighted to receive this award on behalf of EPS.

The award winner's edition of the magazine acknowledges and highlights those organisations, companies and individuals that exemplify the best in supplying services to the Public Sector. To view the full article please follow the link to the [Public Sector Magazine](#).

Latest Testimonials

What are people saying about us?

"ERAD Division has worked closely with EPS for over two years and our experience can only be described as extremely positive and engaging. The service provided by Gerry, Colette and Bridget is excellent, shaped by their friendly and respectful approach to their clients and their wealth of knowledge around procurement issues. In our experience, EPS can be relied upon to deliver effective procurement processes efficiently and to the highest standards which provides assurance to us in our endeavours to meet our obligations to protect the interests of the Irish citizen, not just in procurement terms but also in terms of public health and international trade".

Aidan Newman,
ERAD Division, Department of Agriculture Food and the Marine (DAFM)

For your general enquires, specific feedback or suggestions on how we can improve our service to you, please contact us:

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