Higher Education Procurement Summit

9th May 2017 – Bedford Hall, Dublin Castle
Meet the EPS team

John Redfern
EPS Portfolio Manager

Philip Gurnett,
EPS Director
Head of Sourcing Education

Denise O’Malley
EPS Administration
Communications

David Mangan
EPS Category Manager

Neil McCarthy
EPS Senior Category Specialist

Emma Gavin
EPS Category Specialist

Robert Doyle
EPS Category Specialist

Susan Jones
EPS Category Manager

Gerry Kennedy
EPS Senior Category Specialist

Bridget Keenan
EPS Category Specialist

**Laboratory Category:**
Research - Equipment, Diagnostics & Services

**Veterinary & Agriculture Category:**

**Library Goods & Services:**
Objectives

- Respond effectively to customer needs
- Support customers individually and collaboratively
- Build professional trust with our stakeholders
- Promote compliance and best practice in Public Sector Procurement
- To enable and strengthen the Education Sector engagement with the OGP
- To develop a clear communications strategy for EPS
First Steps

- Be visible, open, connect and encourage engagement

- Develop and provide suitable platform for communication across the education sector;
  - Surveys tailored to individual groups
  - Meet with groups e.g. workshops – analyse data with group representatives to identify areas of need and actions required
  - Provide feedback and action updates
Education sector stakeholder engagement

- Complete a survey of the education sector and hold interactive workshops to establish engagement issues amongst:
  - ETB’s
  - IoT’s
  - Universities
  - Agencies
  - Schools
  - DES

- Communicate findings to the OGP and feedback response
- Prepare final report on workshop outputs and submit to the OGP and DES
Next Steps

- Update website – Online interaction
- Improve and maintain social media presence
- Newsletter
- Plan events for wider audience on completion of successful individual stakeholder engagement
Implementation

- Apply a consistent approach to communication and maintain professional and ethical standards
- Explore best practice in delivering solutions to communication problems
- Have a clear understanding of the issues
- Keep connected
- Turn plans into successfully implemented actions
- Feedback
EPS Communications Workshops

Office of Government Procurement (OGP)

Education Procurement Service (EPS)

Education Stakeholders

OGP Helpdesk:
076 100 8000
support@ogp.gov.ie

https://www.procurement.ie

EPS customer service:
061 233715
eps.mail@ul.ie

http://www.ul.ie/edps
No. of Projects by Type Per Quarter
### FSS Percentage of Baseline

<table>
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<tr>
<th></th>
<th>Baseline</th>
<th>FSS</th>
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<tr>
<td>Q2 2015</td>
<td>€6,351,148</td>
<td>€426,579.00</td>
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### Performance by Competition Type

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€Baseline Total Value of Projects

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€5,000,000
€10,000,000
€15,000,000
€20,000,000
€25,000,000
€30,000,000
€35,000,000
€40,000,000

Q2 2015  Q3 2015  Q4 2015  Q1 2016  Q2 2016  Q3 2016  Q4 2016  Q1 2017
## EPS only Overview

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<th>DCU</th>
<th>NUIM</th>
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## OGP only Overview

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## Total OGP & EPS Overview

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**Customer timelines too short for OGP/EPS to assist:**
- one month (or less) between request and requirement date: 9
- two months (or less) between request and requirement date: 1
- three months (or less) between request and requirement date: 2
- four months (or less) between request and requirement date: 1

**OGP confirmed that they could undertake requirement:**
- client couldn’t wait for proposed delivery date: 1
- client wanted to self-procure: 2

**Specialist service outside the scope of OGP/EPS:** 3

**Current FW does not cover all requirements:** 3

**Upcoming FW suitable but not available in time:**
- within 3 months of requirement date: 1
- greater than 3 months of requirement date: 1

**OGP FW available, but value of contract too low to avail of FW:** 1

**Declined and Returned to Client:** 24

**Total Received:** 57
EPS Governance High Level

- DES and HEA
- OGP
- EPS (Education Sector Hub)
- Education Sector & PSB
- SOURCING TEAMS

- Procurement Executive
- Category Councils
- Steering Committee
- Education Procurement Network
Purpose

Education Bodies

Schools Procurement Unit

Sectoral segments

Schools

Higher Education Institutions

OGP

Aegis Bodies

Dept. of Education

Dept. of Education

Education Procurement Service

ETB PSR Office

4,000+ Organisations
Accountability

• All public money comes with an implied condition that it will be expended in accordance with Government;
  – Financial Regulations
  – Procurement Regulations
  – Other Statutory Requirements
Legislation affecting Procurement

- National and EU Procurement Regulations
- Remedies Directives
- Financial Regulations
- Freedom of Information
- Transfer of Undertakings
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