



The UK's professional
services solution.

An introduction to bloom and what we can offer you





We are Bloom. We specialise in bringing together a community of clients and suppliers to help the public sector buy and manage professional services

Our approach is different. We're transforming procurement by giving the best choice for clients and more business opportunities for suppliers, big or small.

We provide a comprehensive, end-to-end solution for the procurement, contract management, and payment of all professional services. Recognised as one of the fastest growing marketplaces for buying services in the UK, we specialise in bringing together a community of buyers and suppliers to help the public sector buy and manage services in a compliant, cost-effective, and effective way.

We're passionate about delivering better outcomes for all projects, so our people are free to think differently about the challenges, to offer more choice, more flexibility, and better value.



A little bit about Bloom



What do we offer?



What makes Bloom unique?



Offering you full control



Why do suppliers work with Bloom?



Get in touch

A little bit about Bloom

We were established in 2012 and over the last decade our business has evolved. We've grown from a small North East startup to a nationwide community.

We are the delivery partner to the NEPRO³ solution, the UK's exclusive operator of the North East Procurement Organisation's (NEPO) Specialist Professional Services neutral vendor framework.

Our business is now the trusted partner to over 590 customers having delivered over £1.5 billion worth of projects.



Working with us

When you work with us, you're joining an ever-growing community of clients and suppliers, connected through the NEPRO³ neutral vendor solution.

We know that value, control, and compliance are key factors in sourcing decisions, so we focus on these things throughout every project, to deliver unique insights and better outcomes.



**Central
Bedfordshire**

“Our partnership with Bloom for the category management of consultancy and professional services has resulted in them proactively managing our supply base, improved risk management and 63% of our expenditure with SMEs.”

Paul Meigh

Chief Procurement Officer, Central Bedfordshire



A Neutral Vendor acts as a single point of contact with no affiliation or interest in any one supplier

As operators of the NEPRO³ neutral vendor solution, our interests are only ever in the successful delivery of projects and we never show a preference for any supplier over another.

Being fully transparent in our processes lets our people concentrate on what matters most – you, your projects, and their assured delivery.

Working in partnership



What's on offer?

At Bloom, our customers can choose from thousands of suppliers via a pre-accredited supply chain, available across 20 categories and over 380 sub-categories of professional services spend.

We provide a fully compliant, managed procurement service for projects in each of these categories.

20
professional
services
categories to
choose from

Over
380
professional
services
sub-categories
to choose from

Choose from thousands of suppliers
via a pre-accredited supply chain



How does it work?

From small projects to total delivery solutions, projects are awarded via mini competition or direct award by appointing a specific supplier.

New suppliers are joining our community week in, week out, so if a project has bespoke needs, we can add newly sourced suppliers to meet them.

Depending on the urgencies of the project, Bloom can take you from first contact to professional services on-site in as little as five days.

Our process begins with a brief, which we help the client create. We'll then present a selection of the most relevant suppliers that meet the project's needs, allowing clients to choose without any sales pressure.

Direct award contracts
awarded in as little as

13 days

Mini competition contracts
awarded in as little as

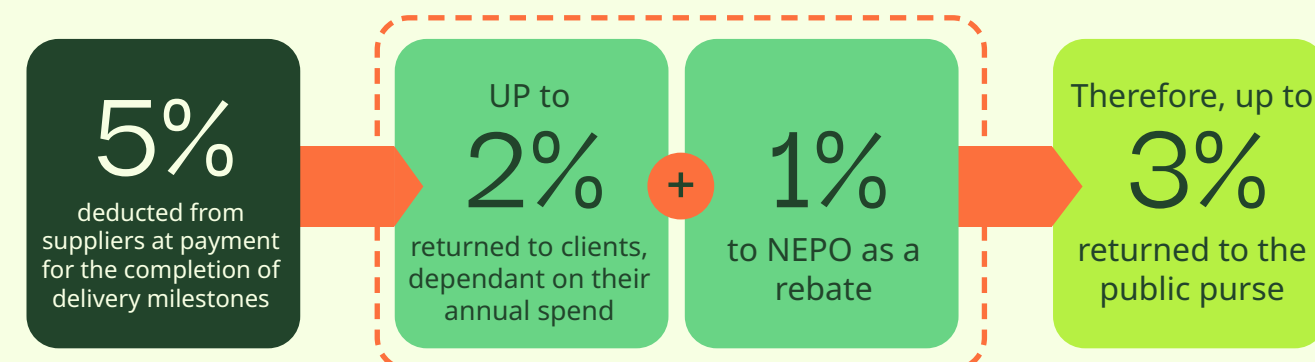
24 days

Our fee

We believe transparency of pricing is vital for successful partnerships. For this reason, the Bloom marketplace has a flat fee of 5% which is paid by suppliers on the successful completion of each milestone.

Full disclosure of the total price of the project and all milestones is defined before it is initiated, including all expenses.

Our milestone payment process means customers only pay for what has been delivered to the desired standard. Our 5% fee represents outstanding value for money.



What makes Bloom unique?

Our procurement process is fully OJEU compliant and every step is auditable, from business case, approvals, to supplier performance. Our role is to manage successful outcomes, and our unique approach means Bloom and the selected supplier only get paid when the job is delivered to the client's expectations.

We offer more choice and control. Through our network of over 5,500 suppliers, there is an opportunity to confidently support more local and SME businesses, all available alongside the best national providers.



We take care of all the paperwork to allow all parties to concentrate on delivering the project

Our outcomes-based philosophy is central to our community. By thinking about the ultimate outcomes, rather than the initial demand, we deliver not only the services you want, but the changes you need to see.

Our expert team work with our clients to understand the detail of their broader mission and then build a brief that will maximise results.

Understanding requirements is crucial to matching the right suppliers to our clients, and whilst we're fully invested in delivering on projects, we're more than simply a gateway for professional service needs.



By thinking about the ultimate outcomes, rather than the initial demand, we deliver not only the services you want, but the changes you need to see.

More 'yes', less 'no'

Access to our ever-growing community results in more connections that deliver the best possible outcomes, and that means you'll hear more 'yes' and less 'no', so you can get on with the job, quickly and efficiently.

Transparency and governance

We know that budgets are shrinking, and evolving requirements mean there is a need to access expert external advice, often at short notice. But whether you're a procurement professional or a service user, there are key things that are crucial to delivering any project.

At Bloom, we offer fast access to the most relevant suppliers. With fully transparent governance, robust reporting, and efficient budget control, this gives a cast iron delivery assurance that's at the heart of our service.

Social Value

Social value is embedded and incorporated within our policies, processes, procedures, and technology, across all levels of our organisation.

Since the commencement of the NEPRO³ framework, Bloom have created over £200 million worth of Social Value for the public sector..



Bloom have created over £200 million worth of Social Value for the public sector.

Clients always know which suppliers are working for them, where, for how long, and all in real time

Offering you full control

There are many reasons why control is important in procurement. For clients, it's important to manage spend and know who is buying, for what and why.

Engaging professional services suppliers can also bring complexity not seen with other categories, like reputational risk and under the radar projects. This requires a need to have a complete picture of projects and budgets, supported by robust governance.

Our management information gives suppliers access to all of this, so clients always know which suppliers are working for them, where, for how long, and all in real time.



Pro-Vide 2.0 - manage & collaborate

Management of projects can be done offline with our account management teams, or with more control and transparency through our cloud-based system, Pro-vide.

Pro-vide gives our community of clients and suppliers one common place to manage projects, leading to better connections. It's also a client's hub to see what's been delivered elsewhere, offering the chance to replicate previous successes.

Pro-vide gives complete control over the project, so you decide how hands-on you want us to be, we are always there to ensure brilliant outcomes. Through regular project updates and reports, we assure milestones are hit and quality is assured.

Why do suppliers work with Bloom?

Level playing field

The advantage to suppliers, especially smaller SMEs and VCSEs (voluntary, community, and social enterprises), is that once they are registered and accredited with Bloom they no longer have to go through time-consuming pre-qualification stages. Instead they compete on a level playing field against larger suppliers for contracts they might not otherwise have access to.

Agile Marketplace

Our vendor neutral approach combined with our rich data and insights, enables us to onboard suppliers at anytime and ensure a level playing field when identifying suppliers to meet client requirements.

Fully Managed Service

We manage the end-to-end process for the procurement, contract management, and payment of all professional services in accordance with milestone delivery.

Simple & Free Accreditation

It's free to complete the registration and accreditation process and suppliers are also not charged for participation in bidding for opportunities. The only charge is a 5% management fee for any services delivered.

Accelerated Route to Market

One of the fastest and most cost-effective, enabling contracts to be compliantly awarded in as little as 13 days.

Enable Social Value

Our solution delivers impact to local economies by enabling clients to open up procurement opportunities to SMEs and 3rd sector organisations whilst helping them embed their strategic objectives.



What our clients say...

"The solution provided by Bloom has proved immensely popular throughout Durham County Council. The complete control and visibility we get means we can now focus on strategic objectives, like maximising social value offerings within our procurement functions."



Peopletoo

it works better with you

"The Bloom marketplace provided us with an effective route to market to collaborate with Bath and North East Somerset Council on this project. Our consultancy work will help Bath and North East Somerset reap the benefits of a more efficient management of the council's estate."

Peter Withers

Service Director, Peopletoo

Get in touch

If you wish to talk to us about a project, or you would like to learn more about Bloom, get in touch with us today.

Call us on : 020 3948 9400

Visit our website : www.bloom.services

Email us : hello@bloom.services

Find us on Twitter : [@TalkBloom](https://twitter.com/TalkBloom)

Find us on LinkedIn : [Bloom Procurement Services](https://www.linkedin.com/company/bloom-procurement-services)



