



Strategic Partner for Procurement & Commercial Support Services

Overview

V4 Services (V4s) are Strategic Partner for Procurement and Commercial Support Services to Bristol City Council (BCC.) As part of the programme of support specific requirements arose regarding new procurement projects including a complex programme and timeline for procurements and corresponding challenges in co-ordinating stakeholder engagement.

The Challenge

- To deliver multiple projects at different stages of the procurement process engaging with numerous internal clients whilst ensuring that the right solution had or would be implemented to deliver on time and to budget.
- To build strong relationships with often disengaged end clients.

The Solution

V4S placed a small team of knowledgeable and experienced procurement professions having both public sector and commercial background, coupled with a robust knowledge of procurement and an understanding of the complexities of working within a large organisation with often-conflicting priorities. The team worked with key client leads in the first instance to agree a programme of projects that required support, agreeing appropriate communication channels and reporting structures to ensure open and transparent working.

- Tailoring their involvement to match the clients' needs providing a solutions-based approach whilst ensuring adherence to their own organisations policies and procedures.
- Working closely with project managers pre-procurement to offer alternative ways to engage with markets and support development of their requirements.
- Sharing best practice.
- Managing the process and administered tender documentation, supported design of specifications and evaluation criteria, resolving contractual issues that arose during the mobilisation period
- Acting as a conduit between departments to build a stronger understanding of the value that early engagement with procurement can bring to a project.
- Building relationships with the internal procurement teams so that they could share experiences and learn from each other.



Project One

The Organisation had developed a modern concept for the buying of and delivery of energy across the city, the project was a complex procurement that required involvement at an early point in the programme to deliver the tender to market

Working with the project team, devised a supplier day to present to the market the concept that had been designed by BCC and to give an opportunity for the market to feedback on the proposal prior to Tender. The event was delivered on-line due to COVID restrictions but was recorded so that it could be incorporated into the procurement pack on the e. Procurement portal.

Outcome

A fully engaged market aware of the upcoming procurement and a robust specification.

“Working with V4 Services has provided the Bristol Energy Team with invaluable resource, providing support and direction for our procurement projects. The added capability has been much welcome with the ability to lend knowledge and expertise to the procurement process for a successful outcome for my team and suppliers. V4S have immersed themselves into our ways of working and providing solutions that meet both my needs and support Bristol’s long-term goals. On a personal level, Jane has helped me to challenge my ways of thinking about how we develop our procurement strategies”.

Richard Lowe – Investment Programme Manager
Bristol City Council Energy Service





Project Two

The organisation had access to Green Homes Grant funding for delivery of Solar PV on nondomestic buildings, there had been significant delays in going to market for the delivery of this project (COVID) and there was a finite time in which to deliver the project to enable the programme to be delivered.

V4s Project team worked closely with the project manager offering alternative options on route to market, utilising their knowledge of available frameworks they were able to provide a robust option that would enable delivery of the project.

Working closely with the project team they were also able to offer solutions to the risk of not meeting the delivery deadlines by offering options on how to mitigate any delays to delivery or potential removal of funding.

Outcome

A successful procurement process which enabled start of project within the timescales that had been set by the external funding source.

“There are enablers and disablers in the procurement world and V4S sure are an enabler – we left our meeting with you feeling confident that we knew what we needed to do and we had your support – thank you.”

“We are extremely pleased with your support in particular your creative problem solving, project management skills, responsiveness and support.”.

Richard Lowe – Investment Programme Manager
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