



Oifig um Sholáthar Rialtais Office of Government Procurement

OGP Newsletter



Welcome

I am pleased to share with you this latest update from the Office of Government Procurement (OGP). In this issue you can read about some of our activity in 2019, including our good news story on Wilker Auto Conversions, an Irish SME based in Clara, Co. Offaly, who have been appointed to a national framework contract for the supply of emergency ambulance vehicles. (p3)

In another good news story, the OGP has added our latest case study to our YouTube channel. Sídhéán Teo is an Irish firm, based in the Spiddal Gaeltacht, that has been successful in winning a place on the national framework for the provision of fire engines. (p9)

Our eInvoicing team led by Declan McCormack continues to successfully support public bodies following the compliance date for Central Government and with the date for Sub-Central Government fast approaching. The team's update will take you through what is required of organisations ahead of the next deadline in April 2020. (p10 & p11)

Declan, who is also the project leader on our eTenders Platform Project, also discusses progress on the exciting new advances and future steps on this platform. (p4 & p5)

As part of our ongoing support and engagement across the public service, we presented at a Buying for Social Impact event at the Rediscovery Centre in Ballymun. In attendance was Minister for Rural and Community Development, Michael Ring TD. Those in attendance heard members of the OGP speak about our policy guidance in this important area including the information note and Circular prepared by this office. (p2, p8 & p9)

Finally we include a piece on our two day Client Conference recently held in Dublin Castle where presentations and discussions on procurement reform, government policy, social considerations and many other areas of interest took place for our stakeholders.

Presentations from the event from all the speakers are available on ogp.gov.ie (p6 & p7)

For regular updates on the Office's work, you can visit the website at ogp.gov.ie and also follow on Twitter [@procurement_ie](https://twitter.com/procurement_ie)

Paul Quinn Chief Procurement Officer

Social Considerations in Public Procurement

Buying for Social Impact (BSI) is a project commissioned by the Executive Agency for Small and Medium-sized Enterprises (EASME) and the European Commission Directorate-General for Internal Market, Industry, Entrepreneurship and SMEs (DG GROW) to promote the use of social considerations in public procurement procedures. The project has two main objectives:

- To encourage contracting authorities to use public procurement to pursue social goals;
- To Increase the capacity of social economy enterprises to take part in public procurement procedures and to access new markets.

The project covers 15 Member States: Croatia, the Czech Republic, Denmark, France, Germany, Greece, Hungary, Italy, Ireland, Latvia, the Netherlands, Poland, Romania, Slovakia and Sweden. Buying for Social Impact at the Rediscovery Centre in Ballymun gave the OGP an opportunity to present on Social Considerations in Public Procurement. The OGP was praised for the work done on the information note on Social Considerations as relayed by the Minister for Rural and Community Development, Michael Ring TD who attended on the day.



Pictured: L-R: OGP Head of Policy Jim Deane with Minister for Rural & Community Development Michael Ring. & Derek Flanagan of the OGP

The CEO of the Rediscovery Centre, Dr. Sarah Miller, gave a comprehensive tour of the workshop rooms which aim to develop skills amongst those who are unemployed or without higher education using methods that promote sustainability and reuse. These workshops primary focus are on restoration or pumping new life into old unwanted bicycles, clothing and furniture as well as creating many other artistic products which are also placed on sale in their store located in the building. From the water used in the building, to the toilet paper in the visitor toilets, virtually every aspect of this fascinating building has had an eye to considerations of environmental impact and sustainability.

Irish business appointed for supply of ambulances

An Irish SME, Wilker Auto Conversions, based in Clara, Co. Offaly, has been appointed to a national framework contract for the supply of emergency ambulance vehicles. The contract is expected to run for up to four years, may provide as many as 300 new vehicles, and has an estimated value of €40 million. The primary users of the contract will be the National Ambulance Service who respond to over 300,000 ambulance calls per year, with a fleet of 500 vehicles across 100 locations. It is also expected that a number of vehicles will be supplied to the Department of Defence.



The new vehicles will comply with latest emissions standards at this time and are equipped with two solar panels optimising the use of natural solar energy for battery charge. Battery power management systems in the vehicles reduce the use of unnecessary power through a 'time out' system of movement sensors that monitor the LED lighting system. The vehicles are also fitted with a monitored telemetry system to ensure that the vehicle operates at its most efficient and reduce unnecessary fuel burn.

This latest framework contract means that most emergency vehicles being purchased in Ireland are also made in Ireland. The OGP's recent framework contract for fire engines is also being supplied by Irish SMEs, Carlow-based High Precision Motor Products, and Sídhéán Teoranta, who work in Spiddal, Co. Galway.



Representatives of the OGP, HSE, and Defence Forces at the Wilker Auto centre, Co. Offaly

eTenders Platform Project

eTenders (www.eTenders.gov.ie) is the Irish Government's national facility for all public sector Contracting Authorities (CAs) to publish procurement opportunities (tenders) for goods, services and works, issue tender documentation, receive tenderer responses, manage tenderer communications and publish contract award notices.

The eTenders Platform project was established by the OGP to specify, procure and implement an electronic tendering solution due to the upcoming expiry of the contract with the current eTenders service provider.

A key part of this project therefore is stakeholder engagement and has been the main focus of the project team to date. Market research was organised by the Systems and Data eProcurement team to help better understand the capabilities that exist across eTendering products in general and having regard to the specific needs of the Irish public sector.

Collaboration is the key to progress on the eTenders Platform Project, from market research to targeted stakeholder engagement and subject matter expertise all helping to define the requirements for our national electronic tendering platform.



eTenders Platform Project

The project team have also been meeting directly with representatives of key stakeholder user groups, to help capture and better understand their perspectives and insights in relation to the eTenders platform. In July, a Stakeholder Consultation survey was issued to formally seek input from a selected group of stakeholders. The responses to that survey, along with other inputs, are being processed. A further round of stakeholder engagement is planned for the coming month to help explore in more detail some aspects of the initial feedback received.



Informed by the stakeholder engagement, work is ongoing to process requirements into a set of specifications that will enable OGP Sourcing run a procurement competition for the national eTendering platform.

Both the Steering Committee and Design Authority have been established, with representatives from the four main sector partners – Central and Local Government, Health and Education, as per the OGP model,

as well as representatives from the commercial semi-state bodies.

The establishment of the Steering Committee signifies the next step in the project and the group will provide a sound governance model for the project.

Making real progress on the project depends on the close collaboration and support of a number of teams and stakeholders within the OGP and across the public sector, the project team would like to take this opportunity to thank all those for their contribution to the work so far.

For further information on eTenders Platform Project please contact:

Project Leader: Declan.McCormack@ogp.gov.ie

Client Event Dublin Castle

Our Public Procurement event for public sector clients featuring present and future services was an ideal opportunity for engagement and discussion. Over two days in Dublin Castle a packed agenda provided attendees an overview of current developments in public procurement reform as well as updates on the procurement arrangements currently available from the OGP.



Staff from the OGP spoke to packed houses about our continued focus on procurement reform along with more informal sessions taking place in the Castle about current and future arrangements. Minister for State Patrick O 'Donovan TD spoke along with guest speakers from public bodies providing presentations and insights which contributed to both an informative and engrossing two days.



Presentations covered areas such as: Developments in Procurement Policy, OGP Sourcing, Public Service Innovation, pre-procurement planning and building specifications, conducting competitions, providing clarifications, holding evaluations, Public Spending Code, Indemnity and insurance requirements – goods, services and contracts and eInvoicing Ireland updates.

Client Event Dublin Castle

Self-Service

Attendees at the recent OGP Client Conference in Dublin Conference were introduced by the Head of Customer Service, Mags O'Callaghan, to the pilot of a new mechanism by which clients can obtain goods and services under OGP Frameworks. A limited number of clients, identified in conjunction with our sector partners in education and local government, are currently trialling an approach in which clients can choose to 'self-serve' directly from OGP Frameworks. 'Self Serve' means that the nominated Contracting Authorities can conduct and award mini-competitions on eTenders utilising OGP Frameworks without input from the OGP.

Where clients do not wish to conduct their own mini-competition OGP remains available to conduct the competition of their behalf.



Pictured: L-R: OGP Head of Customer Service Mags O'Callaghan, OGP Director of Sourcing David O'Sullivan & OGP Head of Policy Jim Deane

This new self-service mechanism is being piloted in response to client feedback indicating a demand for such an approach to OGP Frameworks.

Each of the Contracting Authorities in the pilot have received training and support from the OGP on Frameworks and the required eTenders steps. Additional support is available to these bodies as we test this new approach together. The pilot will run for an initial six month period during which the Contracting Authority experience with this approach will be continually monitored. The pilot is not currently open to additional nominations for Contracting Authorities. We will provide further updates as the pilot progresses.

OGP Support & Engagements

The OGP regularly engages with the SME sector to boost participation in competitions and to support the best competitive processes for clients. This work takes us all over the country and this quarter will be no exception.

These are excellent opportunities to understand OGP activities and talk to our staff at events. Further Taking Care of Business the one-stop-shop for business and Meet the Buyer events will also be taking place early in 2020.

Meet the Buyer

We held a Facilities Management Category Briefing Event in Athlone aimed at SMEs interested in speaking to the our category mangers and our Facility Management Portfolio Team about opportunities going to market in 2019/2020.

Over 100 businesses came along to hear about government tendering opportunities on offer in the FM sector and what specific measures the OGP takes to support SMEs. The event was in partnership with InterTradeIreland and was a huge success.



Supplier Engagement Event



InterTradeIreland in partnership with The Local Government Management Agency (LGMA) delivered a Supplier Engagement event focused on Local Government opportunities in the Greater Dublin and surrounding areas. It was an opportunity for suppliers to learn about the procurement responsibilities of local government, what opportunities are coming up over the next 18 months and present any new innovative goods, services and technologies.

OGP Support & Engagements

OGP Case Study Videos

The OGP has added a new SME case study to its YouTube channel. Sídhéán Teo is an Irish firm, based in the Spiddal Gaeltacht, that has been successful in winning a place on the national framework for the provision of fire engines. In the video, they set out their experience of working with the OGP and the eTenders platform as well as the difference that securing regular work will make to their business.

Two versions of the video are available, one in English and one in Irish. The videos are available for use on social media and at presentations and events. Follow the [link](#).



Ervia Meet the Buyer



The Customer Service Team represented the OGP at the Ervia Meet the Buyer event at the Gibson Hotel, Dublin. Ervia is a commercial semi-state multi-utility company responsible for the operation and maintenance of Ireland's water and wastewater assets through Irish Water. They are building and operating one of the most modern and safe gas networks in the world through Gas Networks Ireland. Ervia's category teams along with the OGP and Intertrade Ireland were on hand for face-to-face meetings with potential suppliers, passing on valuable tips and information about procurement, plus advertising the benefits of eTenders. The main objective with the break-out rooms was to give attendees a greater understanding on how to find upcoming opportunities and advice for bidding for these opportunities.

eInvoicing Ireland

Irish Government on eInvoicing journey to digital innovation - with the majority of Central Government now eInvoicing enabled and the rest of the public service preparing for April 2020



Declan McCormack eInvoicing Ireland Programme Manager, speaking at a recent event

eInvoicing Ireland Update; 85% of Central Government bodies reached compliance with the European Directive 2014/55/EU on eInvoicing in public procurement ‘the Directive’ earlier this year. eInvoicing Ireland are working with the remaining 15% of Central Government bodies to support them in reaching compliance with the Directive, whilst also supporting all other public bodies in becoming eInvoicing enabled by the April 2020 deadline.

The transposition of the eInvoicing Directive into Irish legislation took place earlier in 2019, allowing all other public bodies, not classed at ‘Central Government’, until 18 April 2020 to reach compliance with the Directive. The OGP Framework for PEPPOL networking and eInvoicing Systems and Services to the Irish Public Sector has been published to support public bodies in accessing the services and solutions they need to reach compliance with the Directive.

Enabling all Government bodies to be eInvoicing compliant signifies another area of real progress in digital transformation across the Irish public service. eInvoicing Ireland are working with sector partners in Health, Education and Local Government to support compliance with the Directive.

eInvoicing Ireland are constantly developing and refreshing their information materials and tools to support all of Government becoming eInvoicing enabled. The eInvoicing information materials and tools are all available on www.opg.gov.ie/eInvoicing with updated materials due to be published in the coming weeks.

eInvoicing Ireland

The second stage, on the journey to full digital transformation of this aspect of the procurement process, for Central Government and the shared services and co-ordinating facilities who are already receiving eInvoices, is to encourage the use of eInvoicing with their suppliers so that it becomes the main method of invoice processing in public procurement. eInvoicing Ireland supports the promotion of supplier eInvoicing adoption, in accordance with the European Directive and national eInvoicing approach, so as to realise the associated benefits. Suppliers in Ireland are not being mandated to send eInvoices to Government bodies at this time.

In addition to reducing the administrative burden on both the private and public sectors and the environmental benefits, there are also data gathering and mining benefits to eInvoicing.

The true value of transparent data is still to be fully realised though, as explained by Roberto Viola, European Commission Director General, DG Connect

“This future will be built on data, and is increasingly becoming the foundation of our economy. The European data economy, can bring us benefits in terms of the development of new technologies and the emergence of ecosystems around data”. (November 2018)

eInvoicing allows access to this data in a digital format that can be analysed and better understood. Accessing and interrogating spend data supports public bodies to make more informed decisions with regard to expenditure, helping to achieve better outcomes for the public and business. Public bodies interested in accessing the eInvoicing Framework, please log onto www.ogp.gov.ie and the Buyer zone and select/ search as follows:

Category: Managed Services

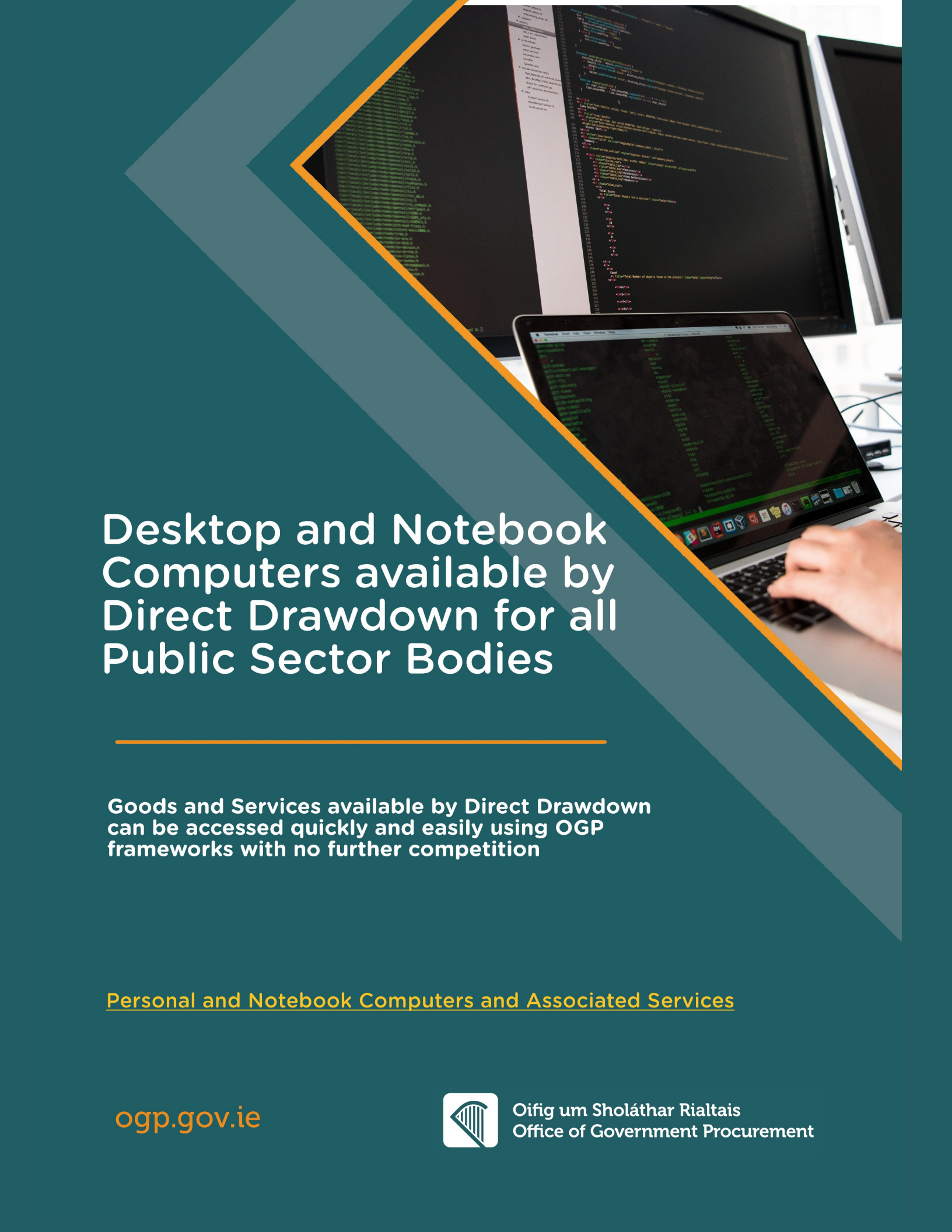
Keyword: ‘PEPPOL’ or ‘eInvoicing systems’

OGP Clients must register to gain access to the Buyer zone available to all public service buyers accessing live contracts/frameworks.

For further information on eInvoicing please visit: www.ogp.gov.ie/eInvoicing or email einvoicing@ogp.gov.ie

eINVOICING

IRELAND | OGP.GOV.IE



Desktop and Notebook Computers available by Direct Drawdown for all Public Sector Bodies

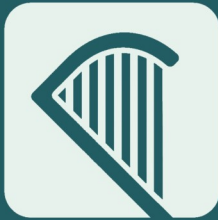
Goods and Services available by Direct Drawdown can be accessed quickly and easily using OGP frameworks with no further competition

[Personal and Notebook Computers and Associated Services](#)

ogp.gov.ie



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This Direct Drawdown arrangement is expected to cater for 25% of all public sector Desktop and Notebook needs from 2019 to 2021, which equates to more than 10,000 devices annually.

Direct drawdown of personal computers is available for public bodies with small to medium requirements. Details in relation to what lot to use are available [online](#).

The advantages include:

- No need to run a competition which means reduced effort and reduced time.
- Stock of standard devices available for delivery within 10 days.
- Standard manufacturer's warranty of 3 years (can be extended to 5 years).
- Online web portal to configure and order devices and services.
- Supplier phone and email support to assist users as necessary.

Following devices available for delivery within 10 days:

- Standard Desktop Computer
- Mini Desktop Computer (VESA mountable)
- Standard 15.6" Notebook
- Lightweight 14" Notebook
- Ultraportable 13" Notebook

Upgrades and accessories such as:

- Upgrades to CPU, RAM, Storage and other elements
- Accessories, including monitors, keyboards, adapters, etc.

A range of associated services are also available, including:

- Basic and advanced installation
- Image creation, deployment and maintenance
- Hard drive destruction
- 24x7 and International support

Please visit the [OGP website](#) to access full details, see the relevant user guides and find the contact details for the suppliers (OGP Buyer Zone user id and password required).

Current ICT Portfolio Frameworks



Hardware

- Desktop & Notebook Computers
- Thin - Zero Client Computers
- Windows Tablet and Hybrid Computers
- Mac OS and iOS Computers
- Android Tablet and Chrome OS Computers



Professional Services

- External ICT Technical Support Services



Cloud Infrastructure

- Tier 1 Storage Area Network (SAN) (Enterprise/Carrier Grade SAN)
- Tier 2 Storage Area Network (SAN)
- Tier 3 Entry level Storage Area Network (SAN)
- Network Attached Storage (NAS)
- Servers
- SPARC Servers
- Power Processor Servers
- Converged Infrastructure
- Firewalls



Telecoms

- Mobile Voice and Data Communications
- Video Conferencing Equipment and Associated Services
- Network Equipment and Associated Services
- Wide Area Network Connectivity Services (WAN)



Software

- Customer Relationship Management (CRM) Software Solutions
- Virtualisation Software and Associated Reseller Services
- Backup, Recovery and Replication Software and Associated Reseller Services
- Microsoft Licensing Solution Partner Services (LSP)
- Security Software & Associated Reseller Services
- Software Asset Management Services
- Enterprise Application Support Services (EASS) (expiry date: 01/10/19)



Future ICT Portfolio Frameworks

ICT Frameworks Review/Renewals 2020



Q1

- Thin Client, Hybrid and Tablet Computers and Associated Services



Q2

- Compute and Storage
- Customer Relationship Management (CRM) Software Solutions
- Back up, Recovery and Replication Software and Associated Reseller Services
- Virtualisation Software and Associated Reseller Services



Q3

- External ICT Technical Support Services
- Physical Firewalls
- Video Conferencing Equipment and Associated Services



Q4

- Security Software and Associated Reseller Services



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