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GREATER MANCHESTER  
AUTHORITIES



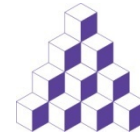
Association for Public Service Excellence

**‘Savings and Efficiencies Through Joined Up  
Procurement’**

**21 September 2011**

Keith Benson, Street Lighting Manager, Wigan Council  
Stephanie McCahill, Procurement Manager, AGMA Procurement Hub

# Background



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- Street Lighting Electrical Connections
- Drivers for change:
  - Monopoly Supplier
  - Regulated Prices
  - Poor Value for Money and Poor Performance
- De-regulation of the Market
- On site trials – One Stop Shop - VFM

# Scope of Tender

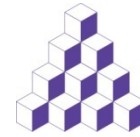


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- Electrical Connections
- Street Lighting Installation / Removal
- Gtr Manchester Local Authorities
  - 350,000 lighting units, 4,000 connections
- AGMA (including Lancashire & St Helens)
  - 664,000 lighting units, 6,000 connections
- High Volume and Value

# AGMA Procurement Hub – Who Are We?



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- Jointly funded by Greater Manchester (AGMA) authorities
- Provision of Procurement Support for Local Authorities in the Greater Manchester area
- Category Management Approach

# Hub Governance



AGMA Executive

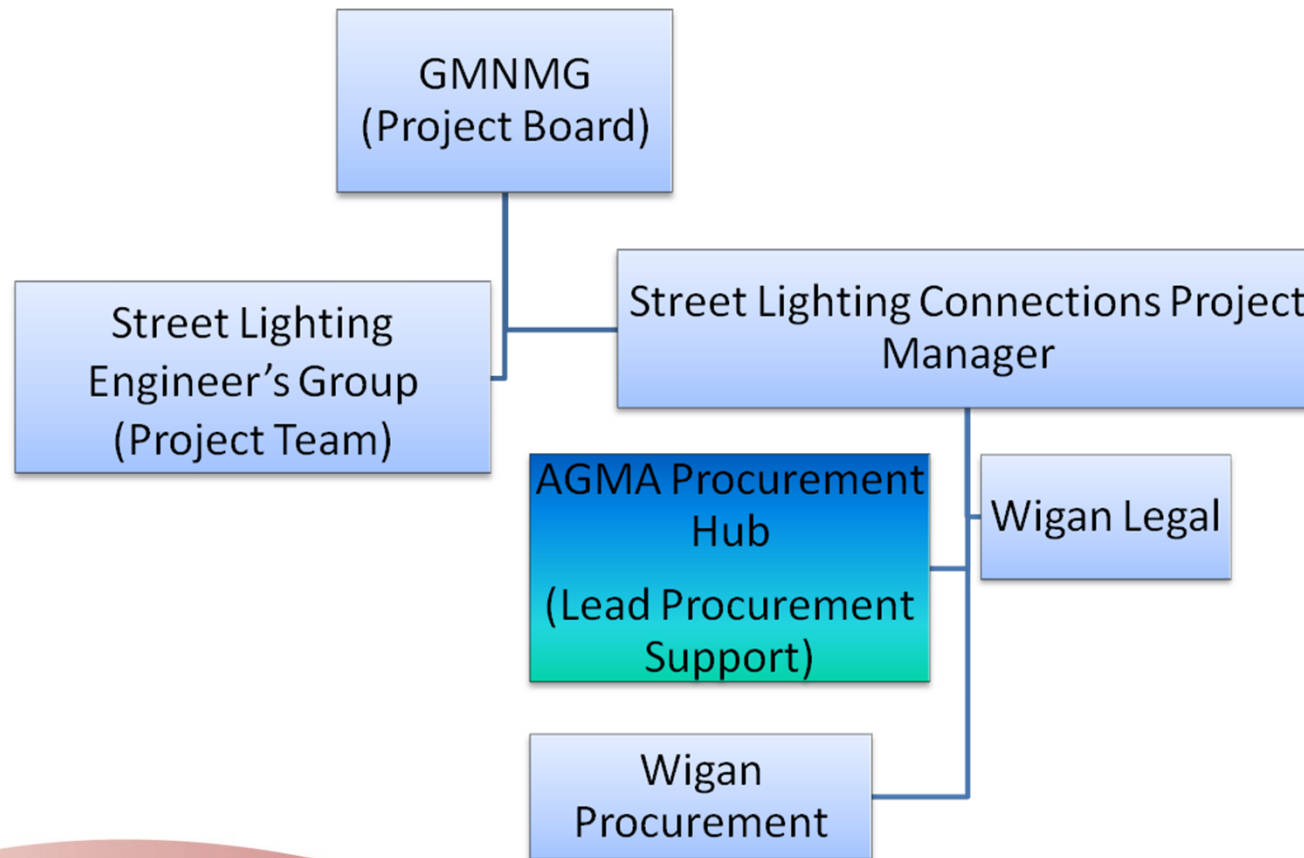
Improvement & Efficiency Commission

AGMA Improvement & Efficiency Leadership Group

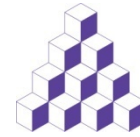
AGMA Improvement & Efficiency Programme  
Tier 1  
Adults Social Care – Children's Services - Corporate Support Services  
Procurement & Commissioning - ICT

AGMA Procurement Hub

# Street Lighting Procurement Governance



# Procurement Process

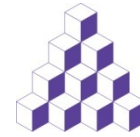


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- Wigan Council - Lead Authority
- Baselineing /Options Appraisal
- Commitment to Participate
- EU Open Procedure
- Framework Agreement – 2 year with 2 x 1 yr extensions/2 geographical ‘Lots’
- Provision of information:
  - Timely
  - Transparent

# Outcomes

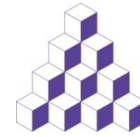


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- First framework agreement for Connections in UK
- High number of tenderers
- Good quality
- Competitive rates
- Savings of c. £2.4m identified
- Framework now 'live' (w.e.f. 12/09/11)
- Feedback to Ofgem

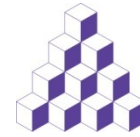
# Service Improvements



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- Key Contacts
- Resource Allocation
- Minimum disruption
- 'One Stop Shop' for Connections
- AGMA Contract Management Group Established



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**Thank you for your time  
and attention.**

**Questions and Answers.**

[www.wigan.gov.uk](http://www.wigan.gov.uk)