



## PEL Strategic Aims and Vision Statement (2014)

Procurement England Limited (PEL) has been established as a vehicle for purchasing consortia in English higher education to advance collaborative procurement in the sector.

The Strategic Aims have been established to support the HE sector in reaching the “30% Target” from the Diamond Report, with a focus on increasing the number of agreements available and optimising usage, whilst recognising the following:

- The Consortia are separate autonomous bodies.
- HEIs cannot be forced into doing anything they don’t want; they must be persuaded by the strength of the argument.
- PEL will not employ anyone directly and activities will either be based in every Consortium or one will undertake a task on behalf of all of them.
- All additional expenditure will be shared equally.

Six Strategic Aims have been agreed with a Vision of where we expect to be in 2016 as follows:-

*1) Negotiate more collaborative supply agreements by extending the reach of collaborative procurement into all areas of spend.*

**Vision for 2016** - All functions within Universities are accessing collaborative procurement agreements and obtaining the benefits, supported by a combination of appropriate Commodity Groups and specialist procurement experts who are either based in an individual consortium or shared across the regions depending upon the value of spend and complexity of the particular activity.

*2) Move from contract management to category management as our principal methodology*

**Vision for 2016** - A strategy exists for each commodity or service, including market intelligence, supplier strategies, economic modelling of demand and supply. These commodity strategies address and accommodate the need for the existence and use of local supplier capability to deliver commodities and services, recognising that the theme of aggregation of spend is not synonymous with placing one large contract with a single remote supplier. Through this structure the individual Consortia focus appropriate commodity aware skills in each of the commodity/service areas.

*3) Make our collaborative supply agreements easier to use*

**Vision for 2016** – Member Institutions recognise that Consortia Supply Agreements are easy to use.

*4) Explore and formalise further opportunities to collaborate with procurement organisations in the wider public sector.*

**Visions for 2016** – PEL is recognised in the sector and externally as the primary collaborative procurement channel for English HEIs and it leads on identifying and developing HEI spend through public buying organisations in support of the broader collaborative procurement agenda.

*5) Establish a set of KPIs that we will use to report our progress to P-UK*

**Vision for 2016** – PEL is reporting to P-UK on a bi-annual basis, showing positive progress towards reaching the relevant Objectives set out in P-UK's Strategic Plan to 2015/16.

*6) Measure and report savings and other benefits from this programme*

**Vision for 2016** – PEL is recognised in the sector and externally as the primary channel for English HEIs to report savings and benefits achieved via all collaborative procurement.

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