



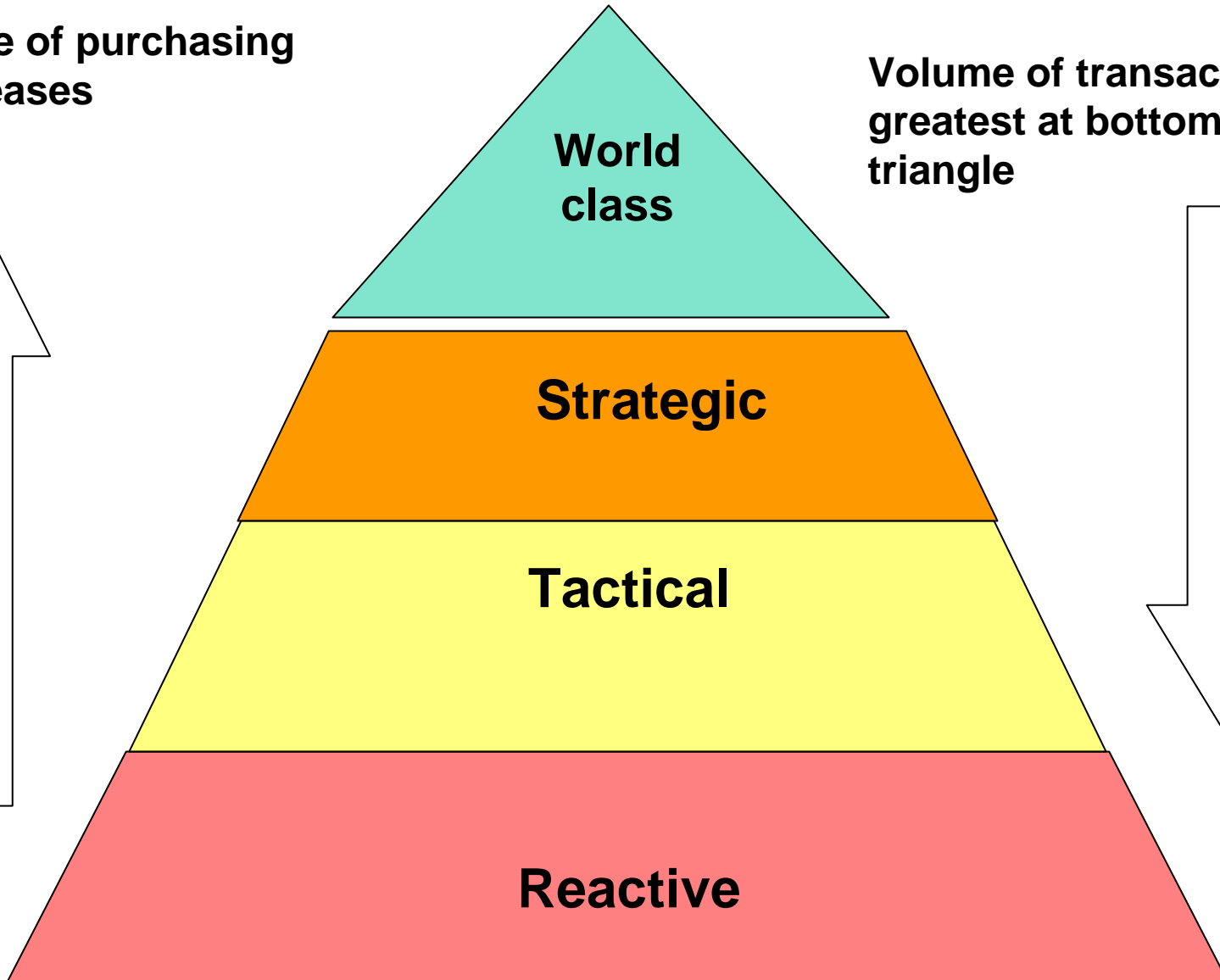
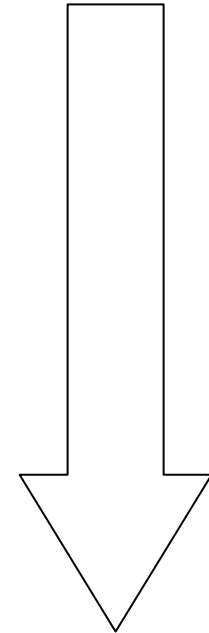
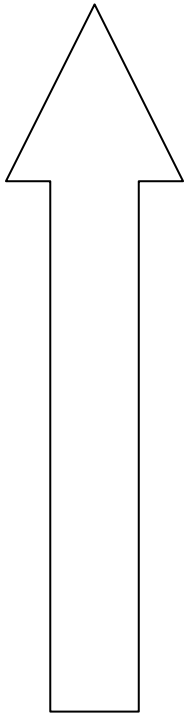
What can the OGC Buying Solutions Catalyst service do for public sector buyers (and their suppliers)

Jay Wheeler MCIPS

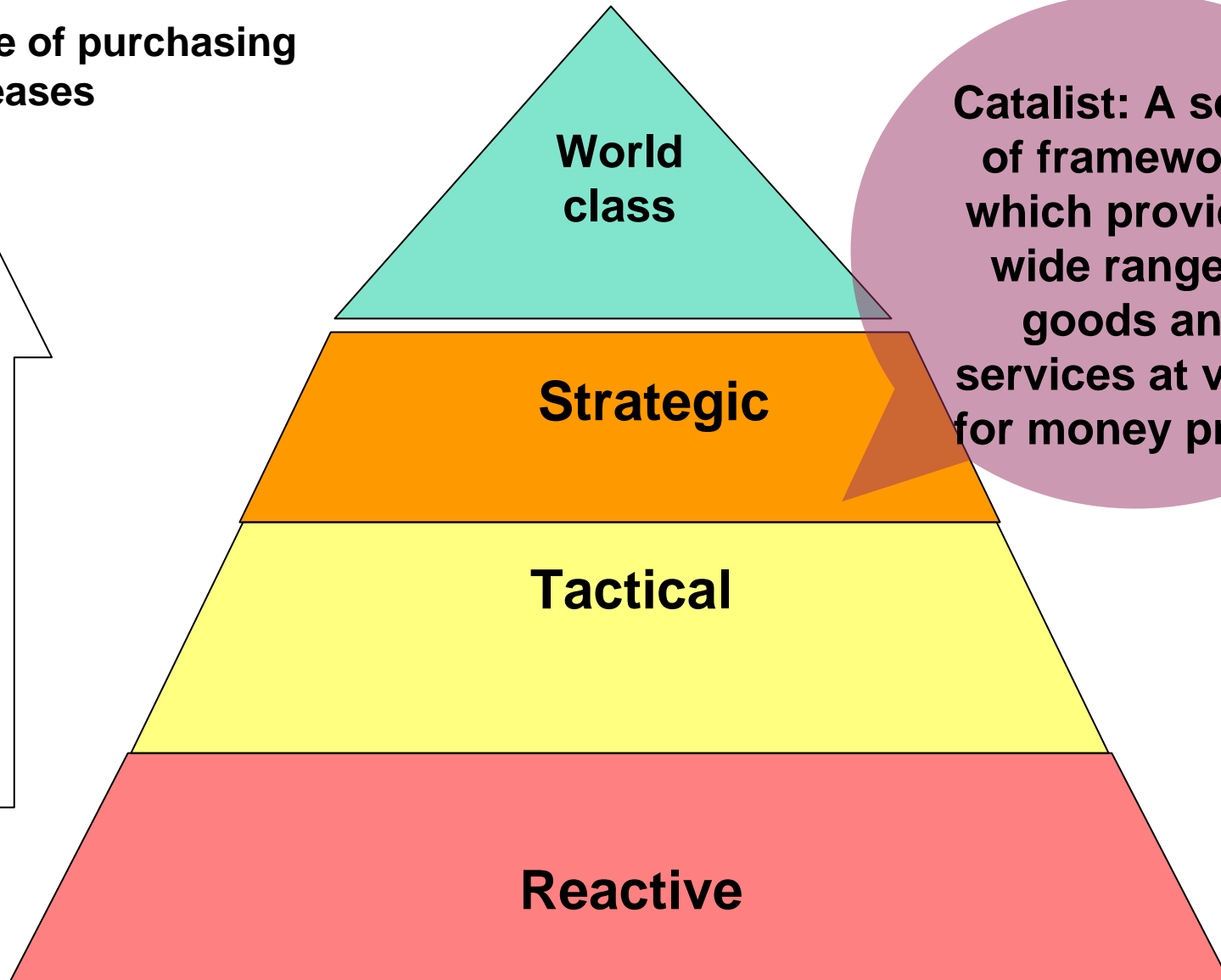
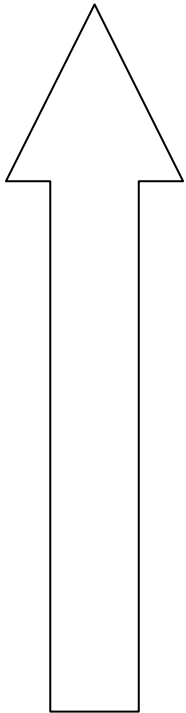
Frameworks Manager, Steria

Value of purchasing
increases

Volume of transactions
greatest at bottom of
triangle



Value of purchasing
increases



**World
class**

Strategic

Tactical

Reactive

**Catalist: A series
of frameworks
which provide a
wide range of
goods and
services at value
for money prices**

- ✓ EU Compliance
- ✓ Value for money
- ✓ Access to great deals
- ✓ Savings in time and efficiency
- ✓ Convenience
- ✓ Information and advice
- ✓ Supplier management



- ✓ Reduced tendering costs/lower cost of sale
- ✓ Reduced competition – no OJEU
- ✓ Access to the Public Sector market
- ✓ Economies of scale
- ✓ Standard contracting terms
- ✓ Direct customer relationships

Being on a framework does not guarantee business for the supplier... but it allows for dialogue



- The reducing cost vs drive innovation debate will continue
- Crystallised around value delivered to your organisation
- Catalyst is one way delivering that value
- Value is derived from the procurement vision
- The procurement vision is a function of your leadership

