

procurement *matters*

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In this month's edition

Our fifth issue of Procurement Matters focuses on sustainability and well-being within the workplace; two significant social value areas within the UK public sector.



CITIES AND NGOS URGE EU TO BAN POLLUTING BUSES BY 2027

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What's on in 2023

Catch our framework supplier webinars

Are you looking for events to network and hear the latest industry updates and insights?

A look into the UK's Leading Procurement Events for 2023!

Dates for your diary:

- The National Procurement Summit 2023 -Thursday 20th April 2023
- Procurex National - Thursday 1st June 2023

Don't miss out! Check out more events today:

[VIEW HERE](#)

Employment law webinar:

How to convert a loss into a win - remedies in the Employment Tribunal
Freeths

[SIGN UP](#)

HE spring webinar series:

Information security, technology and data sharing I
Bevan Brittan LLP

[SIGN UP](#)

Contract Management:

From planning and procurement to disputes and determination 07 Feb 2023
Forbes Solicitors

[SIGN UP](#)

Employment Law and HR issues:

Our crystal ball for the next 12 months
BDB Pitmans

[SIGN UP](#)

Data security and protection toolkit:

How to save time and be more secure
Trustmarque

[SIGN UP](#)

Digital mailroom:

The essential digital front-end of every organisation
Konica Minolta

[SIGN UP](#)

How to strengthen ransomware protection:

Discover how to recover faster from ransomware and mitigate sensitive data exposure
Phoenix

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Cities and NGOs urge EU to ban polluting buses by 2027

Several cities and non-profit organisations have come together to demand that European countries ensure only zero-emission buses are sold by 2027. This movement aims to improve the output of pollution from public transport and would provide people with a sustainable and efficient mode of transport. There were 11 cities and civil society groups who wrote to the EU lawmakers regarding this topic, with several parties backing the case, European countries are sure to respond accordingly.

European bus fleets emit around 15 million tonnes of carbon dioxide and each year

according to the UN, zero-emission vehicles accounted for just 23% of new urban buses in Europe in 2021. If the number of new urban buses being zero-emission increases, it will dramatically reduce the quantity of carbon dioxide being produced in Europe. Off the back of these events, 20 major European cities have pledged to only buy zero-emission buses from 2025, this is in addition to the numerous cities which already only buy green buses such as, London, all Dutch cities and Denmark’s six largest cities. As well as this, some of the largest bus manufacturers have pledged to work towards only producing zero-emission buses in the near future.

The response to this request is evidence that attitudes towards traditional buses is changing and the demand for zero-emission buses is only going to increase. This was also made evident in 2021 when Coventry and Oxford developed proposals to become the first parts of the UK to run all-electric bus services ¹.

<https://environmentjournal.online/articles/cities-and-ngos-urge-eu-to-ban-polluting-buses-by-2027/>

What is the UK’s roadmap ahead for EV buses?

In 2021, Boris Johnson introduced a 10-point plan which set out to accelerate the transition to greener and more sustainable public transport. The plan states that the UK Government will deliver 4,000 new British-built electric or hydrogen buses to provide clean, quiet, zero-emission travel. Prime minister launches £3 Billion bus revolution (2021) GOV.UK.

Find out more about the UK strategy:

<https://www.gov.uk/government/news/prime-minister-launches-3-billion-bus-revolution>



Is your organisation thinking about making the change to EV for your bus fleets? Our frameworks can help!

We can support this initiative with our Electric Vehicle Charging Points and Associated Services framework which includes LOT 2 Bus Charging Solutions; specifically providing pantograph solutions to enable the charging of electric buses.

VISIT HERE

Also keep a look out for our new Bus Shelters, Real Time Passenger Information Systems (RTPI), and Associated Services framework which supports the continuing development of bus infrastructure and will drive improvements in passenger experience.

CLICK HERE



The government has confirmed a joint investment with the vehicle industry of £73 million to develop clean transport technologies in the UK ¹

The UK government has taken steps to ensure that future travel technology can be clean and pollution-free. This is being done through a joint investment of £73 million to research and develop clean transport technologies.

The intended goal for this investment is to make all new cars and vans emission free by 2035, with a focus on hydrogen fuel cell powered vehicles. In theory, hydrogen fuel cell powered vehicles would be self-sufficient and pollution-free as their only tailpipe emissions would be water. Hydrogen Vehicle Systems (HVS) will be awarded £30 million from the joint investment to develop hydrogen fuel cell powered heavy goods vehicles (HGV's), cabs and tractors to replace vehicles used to transport road freight. In 2017, it was reported that approximately 17% of the UK's road greenhouse gas emissions were created by heavy goods vehicles (HGVs) which highlights the need for change ².

Although the correct steps are being made to reach a point where transport can be emission free, many hurdles still stand in the way, including:

- The expense of hydrogen vehicles currently being too high
- The poor refuelling infrastructure which is yet to be improved
- The cleanliness of these vehicles being highly dependent on the process that is used to mass produce hydrogen.

With these barriers standing in the way of making hydrogen-based vehicles mainstream, electrically charged vehicles are still the best alternative options that consumers can be reliably offered.

Looking to lease or purchase cleaner vehicles and improve your green credentials? Our fleet services team can provide you with quotes on the vehicles you are looking to add to or replace in your fleet.

Contact us on procurementservices@csLtd.org.uk

Our Electric Vehicle Charging Points framework helps organisations make the transition to EV seamless with our awarded suppliers providing suitable chargers for clean and environmentally friendly transport.

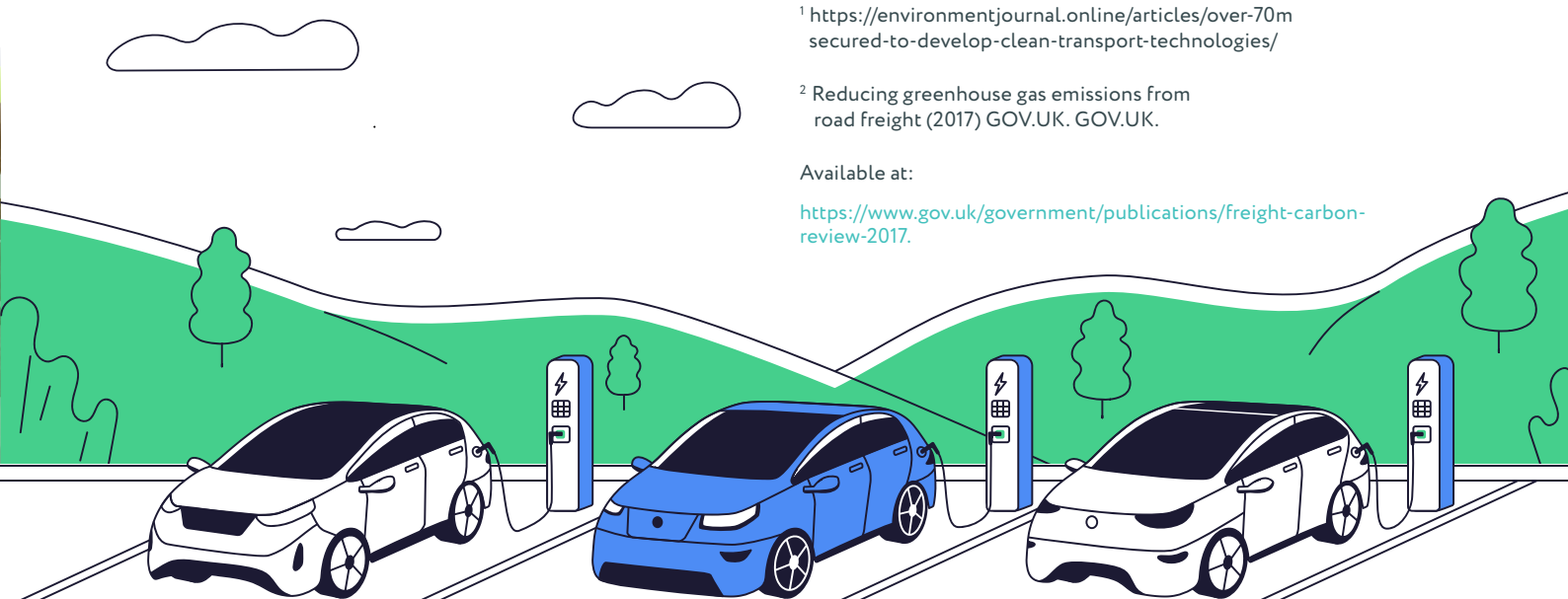
[LEARN MORE](#)

¹ <https://environmentjournal.online/articles/over-70m-secured-to-develop-clean-transport-technologies/>

² Reducing greenhouse gas emissions from road freight (2017) GOV.UK. GOV.UK.

Available at:

<https://www.gov.uk/government/publications/freight-carbon-review-2017>.



Short haul domestic flights to be banned in France

The European Commission recently approved the move to ban short haul domestic flights in France.. This means that certain domestic flights from several different cities are no longer allowed and alternate routes are advised.

There are eight specific routes in France where air travel has been prohibited to and from. These specific rules only apply to cities which can provide alternate means of travel such as rail routes, which will lead to less demand for short-haul flights when more rail routes are built.

Why has this seemingly drastic step been taken?

To stop the quantity of unnecessary air pollution in France.

Travel by train is objectively more sustainable and does less damage to the environment than flying and could be a step in the right direction in France's attempt to become net zero.



France has also announced plans to crack down on private jets with increased tax rates from 2023, showing that their ambition to tackle pollution involves several plans and changes. This could lead to more European countries taking notice and removing short-haul flights where necessary on a continental scale. This shift in attitude towards short-haul flights would lead to a mass change in how people travel domestically and potentially even internationally.

[READ MORE](#)

If you're interested in what's going on in the world of travel, then our Travel Management framework can help. Working collaboratively with our awarded suppliers, we can ensure your travel plans are adapted accordingly.

[LEARN MORE](#)

We are DfE approved on a number of our technology frameworks. Check them out:

- [Audio Visual Solutions](#)
- [Communications Solutions & Associated Telephony Services](#)
- [Education Management Systems](#)
- [IT Hardware](#)
- [Multifunctional Devices & Digital Solutions](#)
- [Software Products & Associated Services](#)

Our frameworks are accessible to all public sector organisations, including local government, central government, NHS, education, blue light, charities and many others.

Discover how we can support in your procurement:

[OUR CUSTOMERS](#)

Air quality in schools

The Air Quality in UK Classrooms Report was recently published and found several interesting statistics. It is already known that poor air quality at its most extreme can lead to worsened asthma, fainting and dehydration, but more discrete impacts have been found. An individual's ability to concentrate can be harshly affected by poor air quality and this introduces an issue in classrooms when students are trying to learn, revise, and most importantly, complete tests or exams.

It was found that **91%** of teachers agreed that **poor air quality** had a negative **impact on students' health**, behaviour, or ability to work¹. This issue is made more prevalent by the discovery that three in four



classrooms suffer from air quality which is 'below standard'.

Exam season can be a stressful time for students, and schools should be doing everything that they can to ensure the best opportunity for success, including identifying the need for change in the air quality of classrooms and exam halls within schools. The best way to make this change is through new or improved ventilation systems.

We can support schools tackle this issue and improve their student's wellbeing with our **Total Facilities Management framework**, working collaboratively with our awarded suppliers who support with air quality and ventilation solutions. This means that all schools can easily provide their students with improved learning and the best chances of success.

[LEARN MORE](#)

¹ <https://education-forum.co.uk/briefing/air-quality-harming-students-mock-exam-prospects-warn-experts-and-teachers/>

The Schools Commercial Team (SCT) within DfE have been reviewing technology frameworks recommended for schools and the KCS Procurement Services frameworks have been assessed for compliance with procurement regulations, ease of use, suitability and value for money. Not only that, but feedback from schools is also considered so you can rest assured schools using our frameworks already recommend them for making procurement easier!

Find out more about our frameworks and services by visiting <https://www.procurementservices.co.uk/> or contact procurementservices@cs ltd.org.uk



Have you considered sustainable technology?

With the technology industry continuously developing and introducing new advances, it is important for public sector organisations to consider not only the cost and resource benefits, but equally the potential harmful impacts that upgrading and replacing IT equipment can have on the environment.

As we continue to work towards a sustainable future, more organisations are becoming aware of remanufactured and refurbished technology, and are beginning to explore the reliability of this approach as a solution. By expanding the life of your current equipment, you can gain benefits including:

- Reduction in waste
- A boost in green credentials
- Cost savings
- Improvements in tech performance

We can help you to introduce sustainable technology procurement for your organisation through our IT Hardware framework, which includes options to procure remanufactured, repaired or refurbished equipment.

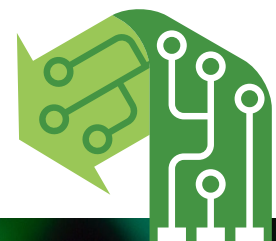
Our framework consists of 4 LOTs:

- LOT 1 IT Hardware
- LOT 2 Remanufactured IT Hardware
- LOT 3 Refurbished IT Hardware
- LOT 4 Provision of Repair, Disposal and Recycling Services

The suppliers awarded on our framework can help to educate and transform your organisation in understanding and choosing sustainable technology and IT solutions.

Do you want to make a difference and support a sustainable future?

[ACCESS OUR IT HARDWARE FRAMEWORK TO FIND OUT MORE:](#)



The Renewed Store have been supplying refurbished computers, laptops, tablets and monitors for over 25 years. What started as a way to enable businesses to update and upgrade IT hardware to maximise the lifespan and performance, has grown into a passion and deep belief that refurbished IT hardware is a viable, cost-effective, reliable and sustainable IT hardware solution. Renewed are a BSI Kitemark Certified Reconditioner, supplying Grade A refurbished tech at prices up to 40% lower than new to organisations across the UK.

By switching to refurbished hardware, your organisation can improve CSR and ESG performance, as well as only pay for the spec you need – who doesn't need to trim costs and get the most out of budgets at the moment? Renewed are here to help and collaborate with organisations on their journey to ensure maximum impact on environmental footprint by rethinking IT purchasing decisions.



SHARP Print Management Software Solutions

In today's economic environment resources are often limited, but public sector organisations are under growing pressure to do things faster and more sustainably.

Understanding exactly what you print and copy, how much it all costs and its environmental impact is essential and the only way you can improve sustainability is by identifying where the issues are.

Print Management Software helps you do just that by proactively monitoring and managing your print, scan, and copy usage whilst encouraging sustainable printing, ultimately benefitting the environment, and your bottom line. It lets you see precisely how much your printers are being used, by who, and when, and you can control the access rights for every printer on your network. These valuable insights allow you to improve productivity and enhance document security, sustainability, and regulatory compliance.

Making public sector organisations more sustainable is a critical challenge in today's social and economic reality. If you're looking for a way to start your sustainability journey or add another piece to your story alongside carbon offsetting, green energy use, and recycling - you can benefit from using these 3 top tips to improving sustainability in your organisation with print management software:

Think before you print.

Encourage your workforce to adopt conscious printing by implementing messaging throughout your organisation. Utilising mindful printing posters to hang by your print devices and pop-up print policies to prompt users to follow waste reduction practices

Enable print release and duplex printing

Print release allows users to select which documents they'd like to print when they're at the machine. This reduces the frequency of uncollected print jobs, makes people think twice before pushing the final button, and reduces waste with accidental printing.

Whilst duplex printing cuts paper use in half, creating automatic double-sided print jobs.

Plant more trees than your printing uses

Papercut Grows transforms essential document output into direct environmental action, with more trees planted than paper used within your organisation. The scheme empowers your organisation with a poignant sustainability story improving the likelihood of attracting capital investment from environmental, social, and corporate governance-minded stakeholders.

Learn more about Print Management software from Sharp UK.

FIND OUT MORE

Sharp UK is an awarded supplier on these frameworks:

MFD

AUDIO VISUAL



Digital solutions to improve sustainability

Sustainability has been part of a global conversation for a long time now. As nations continue to discuss climate change under increased public pressure, so too must businesses meet the expectations of their customers and Managed Print Services can help.

What is Print Sustainability?

Print sustainability involves responsible business practices that meet customer expectations and global social, environmental, and resourcing needs. It considers future generations, not just in terms of people, but also the shelf-life of devices and of incorporating new and more efficient technology in the future.

How should you incorporate Print Sustainability into your business strategy?

The latest multifunctional printers are a key cornerstone for both today and tomorrow. They can turn tedious tasks and paper trails into efficient digital processes, cutting down on waste and take less energy to complete. Especially if they were designed with a 360° approach to sustainability.

It all comes down to digital transformation. Evolving your organisation to incorporate modern day digital solutions that automate business-critical

decisions, improve productivity, and enhance security. As well as improve the sustainability of your processes and practices.

Established print device partners consider sustainability a core part of their design principles. When you're searching for the right device for your business, here are some of the innovative features you should be looking out for:

Human detection sensors

Allows your printer to automatically calculate whether it should be in sleep mode or ready for action. This means your printer consumes less energy during periods of inactivity. Therefore reducing both your carbon footprint and running costs, while still being available to your people when required.

End of life services

The best print partners will work with you to specify the right products and maintain an ongoing relationship with your organisation. They'll be ready to remove, recycle and replace consumables like ink cartridges.

Staple-less finishing

A neat finishing option that allows you to create bound documents without needing staples. Instead, the device will crimp the corners of pages together using serrated metal teeth which bind the

papers together and hold them firm. This reduces the complexity of print production and creates documentation that is easier to recycle.

Ricoh, your people-first Managed Print Service provider

Ricoh has years of experience in understanding the vital role office print plays in an organisation – including sustainability.

As a Managed Print Service provider, we specialise in analysing the needs of your business. Identifying the right solutions for both you and your people. Helping to integrate them seamlessly into your workflows – ensuring your people know how to make the most of them.

Find your perfect Managed Print Solution

Learn more about Ricoh's support values with our 'Finding Your Perfect Print Solution' guide. Ricoh is an awarded supplier on these frameworks:

MFD

MANAGED SERVICES



RICOH



Customer Case Study

The challenge

Bright Futures Educational Trust is a Multi-Academy Trust with 12 schools across Manchester and Blackpool. Before Bright Futures got in contact with the team at KCS Procurement Services, they had a number of MFD contracts with different end dates, with a range of purchased devices and some leased devices, which made it difficult and inconsistent for them to manage.

The solution

Bright Futures reached out to KCS Procurement Services for support and worked closely with our MFD team. They were able to run analysis on the schools across their trust and provide detailed information on pricing and functionality from the Multi-Functional Devices and Digital Solutions framework. As a result of the support and efficient quote process, Bright Futures direct awarded to Sharp UK. In Bright Futures opinion, the framework has helped in centralizing requirements as they previously had 11 different providers across the trust, all on different contracts, terms and conditions, pricing, inflation mechanisms etc. Using the KCS Procurement Services Multi-Functional Devices and Digital Solutions framework has brought everything together for Bright Futures, as they now use one supplier with fixed pricing for their initial term. Lindsey Bates



from Bright Futures has said “it has been a massive benefit” and they plan to use the framework again once their contracts are due for renewal.

The benefits

- Easy to use
- Pricing from suppliers provided (without needing to directly involve suppliers) from early stages
- No complications
- Zero pressure from the MFD team on the school
- Range of market leading suppliers on the framework
- Transparency around pricing

VISIT FRAMEWORK

”



Lindsey Bates
Procurement & Contracts Manager at Bright Futures Educational Trust.

“Stuart Whitehead was consistent and reliable. He has been brilliant, very responsive and there when you need him, I trust his advice and guidance.”

“I have a wide range of experience using frameworks and this has been a great one and stands out as an easy frameworks to use.”

“It’s a competitive area and after trying a lot of different frameworks, I find KCS Procurement Services easiest to use.”

If you are interested and would like more information on our Multi-Functional Device and Digital Solutions framework, visit our website.

[VISIT WEBSITE](#)

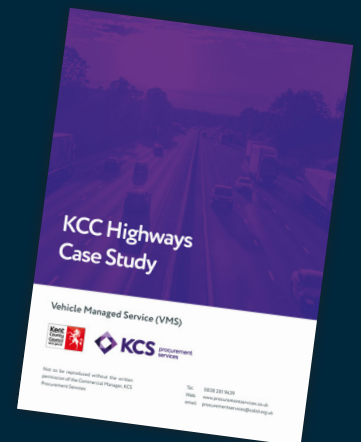


Are you aware of our fleet services for the public sector?

We work with customers to understand their requirements and provide vehicles fit for the job, whether it's a tipper truck or an electric minibus, we always deliver. Our solutions include;

Our Vehicle Managed Service (VMS) ensures organisations are safe on the road; we provide driver training, full management of insurance claims and penalty charges, reporting on driver behaviours through telematics analytics and driver checks to make sure people are safe on the road.

- Vehicle contract hire
- Vehicle daily rental
- Vehicle purchase
- A full vehicle managed service
- Telematics
- Salary sacrifice



WANT TO FIND OUT MORE, READ OUR KENT COUNTY COUNCIL CASE STUDY.

Top tips for driving safely during the winter months!

With the cold days, dark mornings and slippery roads at this time of year, it is important to check whether your vehicle is winter ready.

What's your hurry?

It's important to slow down and perform gentle manoeuvres in these winter months. You might feel the need to put your foot down when running late to work, but remember nothing is more important than your safety and the drivers around you.

Tips before you set off

- Check the weather forecast ahead of your journeys and plan your routes accordingly, taking into account which roads are more likely to be gritted and cleared.
- Check your tyres, battery, brakes, oil, heater, cooling system and wipers.
- Check your fuel levels; even if you are only doing short journeys you should always aim to have at least a quarter of a tank in case of any unexpected delays.
- Plan your morning to ensure you are ready to leave 10 minutes earlier than usual; this will give you time to fully clear your windscreen if icy, and ensure that the windscreen and windows are fully de-iced and de-misted before setting off. You should also keep your lights and mirrors clear of ice and snow.
- Allow extra time for winter journeys.

Winter essentials

Carry a winter driving kit that contains the following items:

- De-icer
- Ice scraper
- Gloves
- Hand warmers
- First aid kit
- Wind up torch / torch with spare batteries
- Drinking water and snacks
- Blanket
- Warning triangle (not to be used on the motorway, only to be used if safe to do so)



What if you get stuck in snow or ice?

Don't panic! It's important to remain calm so you can make the best decisions to resolve the situation you are in.

- Assess the situation around you – is the vehicle stuck anywhere that could prove to be life-threatening (e.g. at the top of a steep hill or on a busy road that traffic is still manoeuvring down)? Is it safer to remain inside or outside of the vehicle?
- If you are in snow, don't rev the engine and spin the wheels – this will only cause the wheels to dig deeper into it.
- If possible, dig the snow away from the wheels, then put the car into as high a gear as possible (usually 2nd or 3rd) and slowly edge forwards and backwards in an attempt to creep out of the snow.
- Don't do anything that would be hazardous to your safety; we have breakdown cover for all vehicles on Highways fleet.



Looking for a fleet management specialist for your organisation?

We are experts in fleet operations for the public sector and we pride ourselves on providing compliant, tailored solutions to fulfil each customer's requirements.

The services we provide include:

- Vehicle Managed Services
- Vehicle Contract Hire
- Vehicle Daily Rental
- Vehicle Outright Purchase

For more information, Check out our fleet services framework and explore how we can help you:

[FLEET SERVICES](#)

For winter safety solutions, check out our brand new Grounds Maintenance & Associated Services framework, which includes the following associated services that can keep your employees safe this winter:

- Removal of snow and ice from walkways and car parks
- Gritting pathways and car parks

To find out more, access our framework here:

[VISIT HERE](#)



Employee insight: keeping a work life balance

We spoke with one of our Direct Channel Executive's to find out how he keeps a good work life balance.

How do you keep a work life balance?

I really believe you should be in a job you enjoy because it is much easier to manage the work/life balance. I would recommend trying new things and finding out the things you do enjoy. For me, I like to give myself 4 goals to achieve everyday

1. Learn something new - this is inevitable in my role but keep expanding your knowledge
2. Treat yourself - whether that's to a biscuit with your tea or something you find comforting
3. Have a non work related conversation - get to know people
4. Have 5 minutes before finishing work to process your day and put it to bed to then pick up the next day - this is a good way to separate work from your personal life when working from home

How would you describe the company culture?

The culture is brilliant. It's one of the best companies I've worked for purely because the wellbeing of staff is paramount. They [the organisation] look after their people, whoever you are, you feel supported. All management teams are kind, considerate and put their employees first, which makes KCS Procurement Services a great organisation to work for.

"The respect the company has for their employees is reciprocated in the attitudes towards the organisation which is a testament to what they are trying to achieve."

What advice would you give to someone who is dealing with stressful work situations?

This is quite difficult because everyone is different and deals with stress in different ways. The first thing I would suggest is to look at why you are stressed? What are the reasons behind it? If it is work-related and you're under too much pressure, take breaks, speak to your colleagues or your line manager, then make a plan to support you going forward.

"But the one thing you shouldn't do is not say anything"

It doesn't matter who you talk to, whether it's your friends, family, colleagues or manager talking about the situation can make it easier and help your mental wellbeing. There is nothing worse than going into work feeling unhappy and stressed. But on the flip side, if you are aware that your colleagues might be under pressure or are having some difficulties, make sure to reach out so they feel supported.



Richard Souten

Direct Channel Executive

How do you wind down?

I've always been into sports, I love watching football and playing golf - they say golf is an old man's sport so it fits well. I am most definitely a family man and like to spend a lot of time with my wife and kids whenever I can.

I guess I don't "wind down" so often but that's just me. I like to be busy and do the things I enjoy.

"My advice to someone struggling with mental health or stress at work is to find a hobby or a passion"

I'm a big advocate of you can always make time for the things you love, because those are the things which can make your day that little bit better and add to your overall happiness.

What piece of advice would you give to your younger self?

I don't really have any regrets in life but if I was to say something, I never went to university and would have liked to experience that. There are most definitely factors in your life you cannot control so for me I was made redundant once and although it is not nice at the time you must learn from your experiences and move on.

"I often tell my kids and will say this to everybody, health and happiness is all that matters"

– Uncle Rich

Want to ensure your employees are getting the right support and help them manage their work life balance?

Check out our Employee Support Services and Benefits framework here:

[VISIT HERE](#)

WEBINAR: New year, same challenges?

Why not join a panel of Sharp UK & KCS Procurement Services technology experts at 11am on the Thursday 23rd February. Together, we can help you to navigate some of the biggest procurement challenges facing the education sector including:

- IT recruitment difficulties & cost
- Reducing costs through outsourcing IT
- Securing and maintaining funding through cyber essentials scheme
- Cyber security – what should schools be doing to protect themselves?
- How digital transformation & cyber security

SHARP



benefits teaching whilst reducing cost

Schools are witnessing a concerning rise in cyber-attacks. Educational establishments are more likely to suffer a cyber security breach than the average business in the UK. 58% of high schools and 78% of further education colleges identified breaches or attacks in the last 12 months compared to 39% of all other businesses.

Allow us to educate you and relieve the challenge of IT support and management off your shoulders, so that you can focus on the things that matter.

Join our webinar here:

REGISTER NOW

Frameworks also available



Records Information Management: Y23002

Covering the provision and installation of a full range of records information management, associated services, equipment, support and maintenance



Fire Safety Products & Services – Y23025:

Offering access to service providers to deliver fire safety products and services..



PPE & Workwear – Y23033

The provision of PPE and health and safety uniform. This includes the management of workwear and generic and specialised equipment.



Signs and Associated Services – Y23026

Offering the provision and maintenance of road signs and signals.



2022 Frameworks & Services Catalogue

Our catalogue gives you everything you need to understand public sector procurement and access our frameworks and services.

DOWNLOAD CATALOGUE

