



KCS procurement services

ISSUE 6 – MAY 2023

procurement matters



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In this month's edition

In this edition of Procurement Matters we focus on new innovations across key areas of the public sector and how our frameworks and services can support these.



ELECTRIC VEHICLE SALARY SACRIFICE SCHEME

UK HOUSING CRISIS: AN EXPERT INSIGHT

ENHANCE EFFICIENCY AND SAVE YOUR ORGANISATION MONEY WITH HYBRID MAIL

MAJOR BREAKTHROUGH ON RECYCLING PLASTICS

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What's on in 2023

Catch our framework
supplier events

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

A look at the UK's leading
procurement events for 2023

Dates for your diary:

- Procurex National
Thursday 1st June 2023
NEC, Birmingham
- Public Sector Show
Tuesday 4th July 2023
County Hall, London
- Schools and Academies Show
Wednesday 17th May 2023
ExCel, London

Safety and Health Expo:

The UK's largest health and safety event.
16th – 18th May 10-5pm. ExCel, London
Healthy beans / CIS

SIGN UP

Business Travel Show Europe:

The number one platform for the corporate
travel industry 28th- 29th June. ExCel London
Agiito / Selective Travel

SIGN UP

P4H England:

England's Premier NHS Procurement Event
12th July. NEC, Birmingham
Granby

SIGN UP

DfE Webinar:

Buying education management systems for your
school
29th June at 2pm

SIGN UP

DfE Webinar:

Buying multi-functional devices and digital
solutions for your school
29th June at 2pm

SIGN UP



The Procurement Pulse

VIEW MORE

Keep an eye out for our brand new webinar
series, The Procurement Pulse! Hosted by
our Direct Channel Executives.

COMING
SOON TO



Did you know about the expansion of the ULEZ zone?

The ULEZ (Ultra Low Emission Zone) expansion will be introduced on 29th August 2023 across all of the London boroughs. This change will have a positive impact on millions of residents and the general public, with the aim being to ensure better air quality

What is the ULEZ zone?

The ULEZ zone is a defined area in which vehicles have to meet certain emission standards. If certain vehicles that do not meet these standards, such as some diesels, are found driving within these ultra low emission zones they could be subject to a daily charge. This was a regulation that was introduced in April 2019 to help the reduction of CO2 and improve the quality of air within Central London.

Impacting over 1.5 million of the population, the expansion of the ULEZ zone is not being seen as positive by all. Older cars that do not meet the emission standards of the ULEZ zone face a challenge with fines



of £12.50 per day when they drive within these zones.

Which vehicles are compliant to the ULEZ standards?

- Petrol powered cars and vans must meet the Euro 4 emission standards, generalised to be vehicles registered after 2005 by the DVLA.
- Diesel vehicles must meet Euro 6 standards, generalised to be registered since September 2015.

If you want to check if your vehicle is compliant with the ULEZ standards [CLICK HERE](#)

MAP OF EXPANSION AREA BY AUGUST 2023



Electric Vehicle Salary Sacrifice Scheme

Are you looking to offer an additional company benefit to your staff?

We can partner with you and offer a salary sacrifice scheme. We have a dedicated team who are experts in fleet management and vehicle leasing, and have exceptional relationships with fleet dealerships across the country.

What is a Salary Sacrifice Scheme?

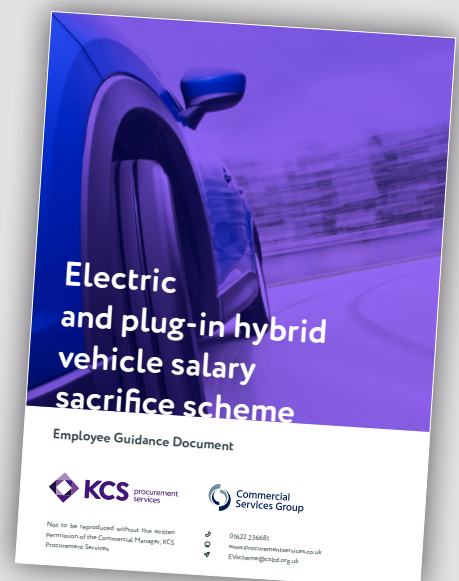
A salary sacrifice scheme is an employee benefit. The employee agrees to exchange part of their salary in return for a non-cash benefit to lease an electric or

plug-in hybrid car. Once they accept a salary sacrifice, their overall pay is lower, so they pay less tax and National Insurance.

How does it work?

The team can work with you to design and implement your Salary Sacrifice Scheme, and operate it on your behalf. If you'd like more details please contact:

0808 281 9439 or email evscheme@csltd.org.uk



The UK government continues to support the transition to electric vehicles

Since the creation of electric vehicles, demand from both a consumer and commercial standpoint has been steadily rising. The environmental benefits have been apparent from the start, and this is leading to many governments taking notice and making changes accordingly, and the UK government is no exception.

The UK government is investing £56 million to local councils to support UK electric vehicle infrastructure. Transport Minister Jesse Norman said the funding will help deliver

2,400 charge points in the short-term with plans for thousands more in the future.

This will help to make charge points more accessible for organisations who wish to convert their vehicle fleet to electric, or have already done so. These investments indicate the plans to ban the sale of new petrol and diesel cars in 2030 are still firmly in place, meaning organisations will need to align their vehicle fleet goals and ambitions accordingly. ●

Are you a local authority that is looking to support the rise in electric vehicles and provide the right accessibility to the public sector?

Our Electric Vehicle Charging Points framework can help with the supply and delivery of electric vehicle charging points across the whole of the UK.

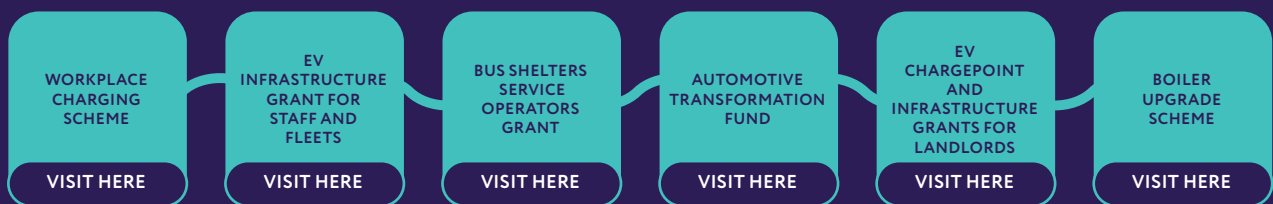
[ACCESS THE EVCP FRAMEWORK](#)



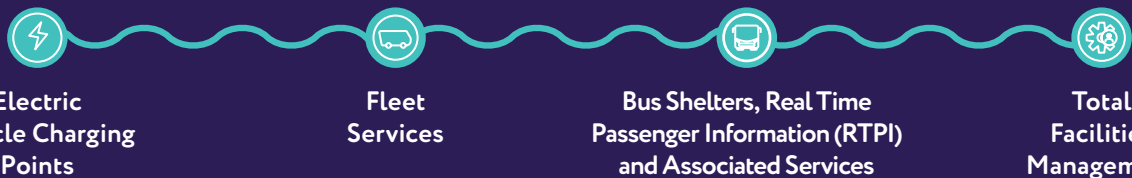
<https://environmentjournal.online/articles/56m-government-boost-for-electric-chargepoint-infrastructure/> ●

Did you know that the government has created the Find a Grant service to make it simpler, faster and fairer for organisations across the UK to find and apply for funding.

The initiative is being delivered by the Government Grants Management Function, in Cabinet Office, and their goal is to modernise and revolutionise grant-making. Some of the current grants available include:



If you are looking at utilising any of the above grants, you might also want to consider accessing one of our frameworks or services to fulfil your requirements:



How much do business travellers value environmentally friendly travel?

A new survey has revealed that business travellers have started choosing eco-friendliness as a key consideration in their travel plan decision making. This means that when given eco-friendly travel options, such as trains and electric powered buses, business travellers would prefer this option over cars and planes which are less sustainable and more damaging to the environment.

According to Trainline Partner Solutions, **72%** of those surveyed said they would like more of their journeys in 2023 to be made via low-carbon transport. As well as this, **67%** said they were concerned about their climate impact due to how they travelled in 2022.

With such a high percentage of travellers being conscious of their environmental impact, the demand for environmentally friendly travel options will

continue to rise. If this is an area of importance for your organisation, our Travel Management framework can help. This provides a place where customers can research, book and manage their travel requirements via our awarded suppliers.

For more information about our Travel Management framework:

VISIT HERE

We can support the rise in sustainable transport with our Electric Vehicle Charging Points framework, where we provide a compliant route to procuring electric vehicle charging points.

For more information on our Electric Vehicle Charging Points framework:

DISCOVER MORE

<https://environmentjournal.online/articles/business-travellers-willing-to-use-less-carbon-intensive-transport/>

How Bristol City Council are future proofing their buildings

Bristol City Council is investing in substantial fire safety improvements for all of its tower blocks to help ensure the

safety of tenants living in multi-storied buildings across Bristol. The decision was made after an assesment under PAS 9980 showed that a large quantity of council buildings were high risk. The total cost of the fire safety works is £96 million over the next 10 years, compared to the original £21 million previously allocated, and the funding will be spent primarily on the removal of dangerous cladding and the installation of sprinkler systems and fire alarm systems.

The identification of similar safety requirements will be a priority for councils around

the country, as they continue to ensure that public safety is their highest concern. Our Fire Safety Products & Associated Services framework can help organisations looking into this.

For more information about our Fire Safety Products & Associated Services framework and a compliant route to procure fire safety equipment.

VISIT HERE



<https://www.fia.uk.com/news/bristol-city-council-to-spend-96-million-on-fire-safety-measures-including-sprinklers-in-all-its-tower-blocks.html>

UK housing crisis: an expert insight

We spoke with two of our Legal Services framework suppliers; Birketts and Davitt Jones Bould, to discuss the UK housing crisis.

They gave their views on the issue of unsatisfactory housing conditions and how they have been advising customers regarding these issues.

Jonathan Hulley, the Head of the Social Housing Team at Birketts, gives some expert insight into why the social housing sector should make better use of the legal remedies available. He also discusses some confusion in this area which leads to tenants not taking action.

Elizabeth Colin and Stephanie Hall from Davitt Jones Bould discussed their role in supporting local authorities dealing with the crisis.

They highlighted the importance of keeping the public informed about housing related issues, as this can be a leading cause in resolving this crisis.

For more information about our Legal Services framework:

[VISIT HERE](#)

Check out the full interviews below:



DJB Housing
Crisis
Podcast



Birketts
Housing Crisis
Podcast





Enhance efficiency and save your organisation money with Hybrid Mail

When remote workers use home printers or local print shops outside of the company's network of suppliers to print outbound mail, there is always a hidden cost. And even if outbound mail is produced in the office, disparate departmental print devices can often result in little central control, leaving businesses with spiralling costs and inconsistently used brand guidelines.

Hybrid Mail is the solution that can transform how organisations process ad hoc mail. It provides automated systems and processes for standardised mail creation, and secure submission to centralised print facilities where mail can be enveloped and aggregated, saving cost in both the production and distribution of outbound mail.

Hybrid Mail can support remote and hybrid working

It can empower employees to make quick updates to document features such as signatures, names and letterheads, without the delay of them needing to log a support ticket with IT. By saving time on manual tasks, employees can focus on their core duties and generating value for the business.

Hybrid Mail can maximise print room efficiency

A push towards Hybrid Mail can also help deliver efficiency improvements to print rooms, for example, outbound mail documents can be consolidated into a single, brand-compliant, print-ready file, removing potential issues with missing fonts and inconsistent formatting

Those organisations already with in-house print and mail facilities will also benefit from Hybrid Mail.

A switch to this solution might either increase or decrease mail volumes going through the print room facility, but either way, creating efficiency.

Remove hidden costs and deliver greater agility with Hybrid Mail

Hybrid Mail is a smart solution that removes hidden costs, delivering greater agility and efficiency for organisations grappling with increased needs for digital transformation, along with accelerating trends towards remote and hybrid working by employees. It is also a proven and pain-free way of achieving high levels of process automation, with benefits likely to be felt throughout the organisation.

If you'd like to discover more about Hybrid Mail, contact Ricoh today: Digital Services & Printing Solutions | Ricoh United Kingdom

Ricoh is an awarded supplier on our Records Information Management, Managed Services and Multi Functional Devices and Digital Solutions framework, to find out more visit:

RICOH

MANAGED SERVICES

MULTI FUNCTIONAL DEVICES AND DIGITAL SOLUTIONS



Better outcomes for infrastructure with SD-WAN

Software can enable networks to operate more efficiently and is a necessity when needing to deliver with ever increasing demands on infrastructure.

With little or no time to think beyond the tactical, how can public sector bodies expect to implement a network modernisation strategy with positive outcomes?

Trustmarque offer solutions focussed on customer outcomes and success. Our aim is to lower the bar of entry to realising the benefits of software defined networking through use cases that shorten the time-to-value.

SD-WAN (Software Defined Wide Area Network) is one such solution that offers much in terms of efficiency and adaptability in a multi-cloud world. SD-WAN can offer truly flexible and highly secure wide area communications. Bringing together any transit at any location gives customers control of a critical infrastructure where once there was very little. Providing you rich information and ever-increasing flexibility through integrations and new features builds confidence in making decisions that have the most impact. This could be refocussing operational

time through automation, increasing flexibility and options of connectivity providers, supporting the migration to cloud/hybrid cloud, increasing in user experience and efficiency or adoption of architectures such as SASE (Secure Access Service Edge) to support hybrid working.

Whatever you are trying to achieve in line with your organisation's priorities, Trustmarque can help advise, design, deploy and support you with a solution and service portfolio that can complement any organisation. Leverage our experience and developmental approach through use case adoption that measure and track value throughout the engagement lifecycle. We start by working with you to assess your readiness to adopt, identifying the most appropriate SDN use cases and helping you build a go-forward plan to accelerate towards your outcomes.

Talk to us today about our Secure SD-WAN Solutions or SDN Readiness Assessments to help inform your approach.

[CLICK HERE](#)

Trustmarque is an awarded supplier on the following framework; Communications Solutions and Associated Telephony Services, IT Hardware, Managed Services for Business Solutions and Software Products and Associated Services.

[ACCESS HERE](#)



TRUSTMARQUE

Latest CCTV Technologies in the UK

CCTV plays a significant role in keeping people protected in public spaces, so it is important for organisations to implement these systems correctly and ensure they are used as a supporting tool which is lawful, necessary

and proportionate to the circumstances. New and upcoming technological advances are a vital step in the journey to creating and maintaining safer spaces. We found nine advances your organisation should know about:

1

Video surveillance

Video surveillance is prominent in providing comprehensive security solutions to for organisations looking to safeguard their people, buildings and sites. Situations such as terrorist threats have led to the need for organisations to make sure their networks and security is more advanced to reduce risk.

2

Multidimensional perception

Sensing capabilities such as radar, multispectral imaging, humidity, temperature measurement and gas pressure sensing, are being integrated into cameras and video systems. These developments will help organisations with their surveillance and security requirements, protect the public and provide quality insight.

3

5G technology

This well-known wireless transmission is revolutionising today's video security market. Cameras that are backed up by the power of 5G allow live footage streaming and reduced lagging time, meaning organisations are able to rely on this fast network to provide quick resourceful information.

4

Convergence of multiple security systems

More organisations are looking to combine multiple security systems such as video, access control, alarms, fire prevention and emergency management. Having these all in one platform will result in efficiencies in time, effort and cost for organisations.

5

Artificial Intelligence (AI)

AI offers the possibility of analysing data with greater speed than can be achieved by a human, and alerting relevant parties of unexpected situations in real-time. For example, facial recognition or people counting has been put in place to simplify surveillance and manage the safety of people within buildings and public areas.

6

Edge computing to help bring AI everywhere

Edge computing is said to help normalise AI in security systems, with smarter algorithms finding broader applications. This will continue to improve safety in local communities and efficiency of data.

7

Cybersecurity

There is always the challenge of creating systems that are difficult to hack into by cyber attackers, which is why the implementation of cybersecurity measures is vital to help reduce vulnerabilities and attacks on CCTV and surveillance networks.

8

Data privacy

Millions of devices and security systems are connected via innovative technologies such as cloud-based solutions. It is imperative that the data of those being captured by these systems is kept safe and guidelines are in place to ensure compliance.

9

Cloud storage

The cloud is responsible for securing management of devices, providing storage and being able to save large amounts of data, cloud storage helps reduce the worry of data loss and corruption, and can be a lot cheaper to replace or upgrade than other hardware devices such as DVRs (Digital Video Recorder) or NVRs (Network Video Recorder).

Is your organisation looking to keep on top of the latest CCTV trends? Find out more from the awarded suppliers on our CCTV & Access Solutions framework:

FIND OUT MORE

Hot off the press

Scientists find a new way to tackle waste!

There have been major scientific developments in the United States, where a team has invented a process to break down single-use plastics into fuel - this will have a significant impact on advancing sustainability plans and combatting waste.

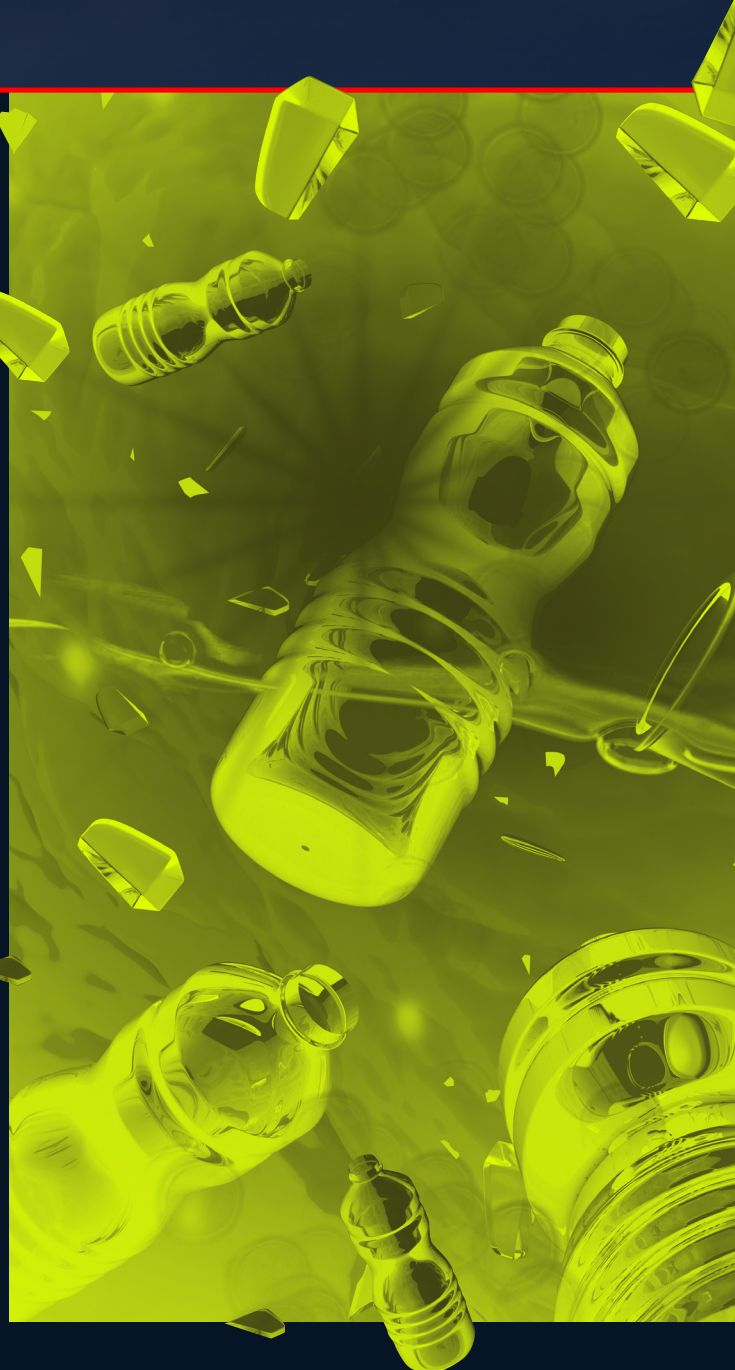
Recycling plastics usually needs high temperatures to break down the chemical bonds, but this makes it an expensive and intensive process. However these US scientists have found that by adding a second reaction step with alkylation catalysts, they are able to transform the waste into a gasoline-like fuel, which can be done in near room temperatures.

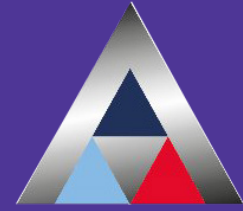
With the increase in research, technology and developments, these experiments may have a significant impact on reducing waste and helping the environment across the globe.

We believe it is important for every organisation to take action against waste and contribute to saving the planet as best as they can. Does your organisation want to make a step in the right direction?

Find out more about our Waste Management Services framework

VISIT HERE





UNITY
SCHOOLS PARTNERSHIP

Case Study



Unity Schools Partnership
Case Study

Multi-Functional Devices and Digital Solutions



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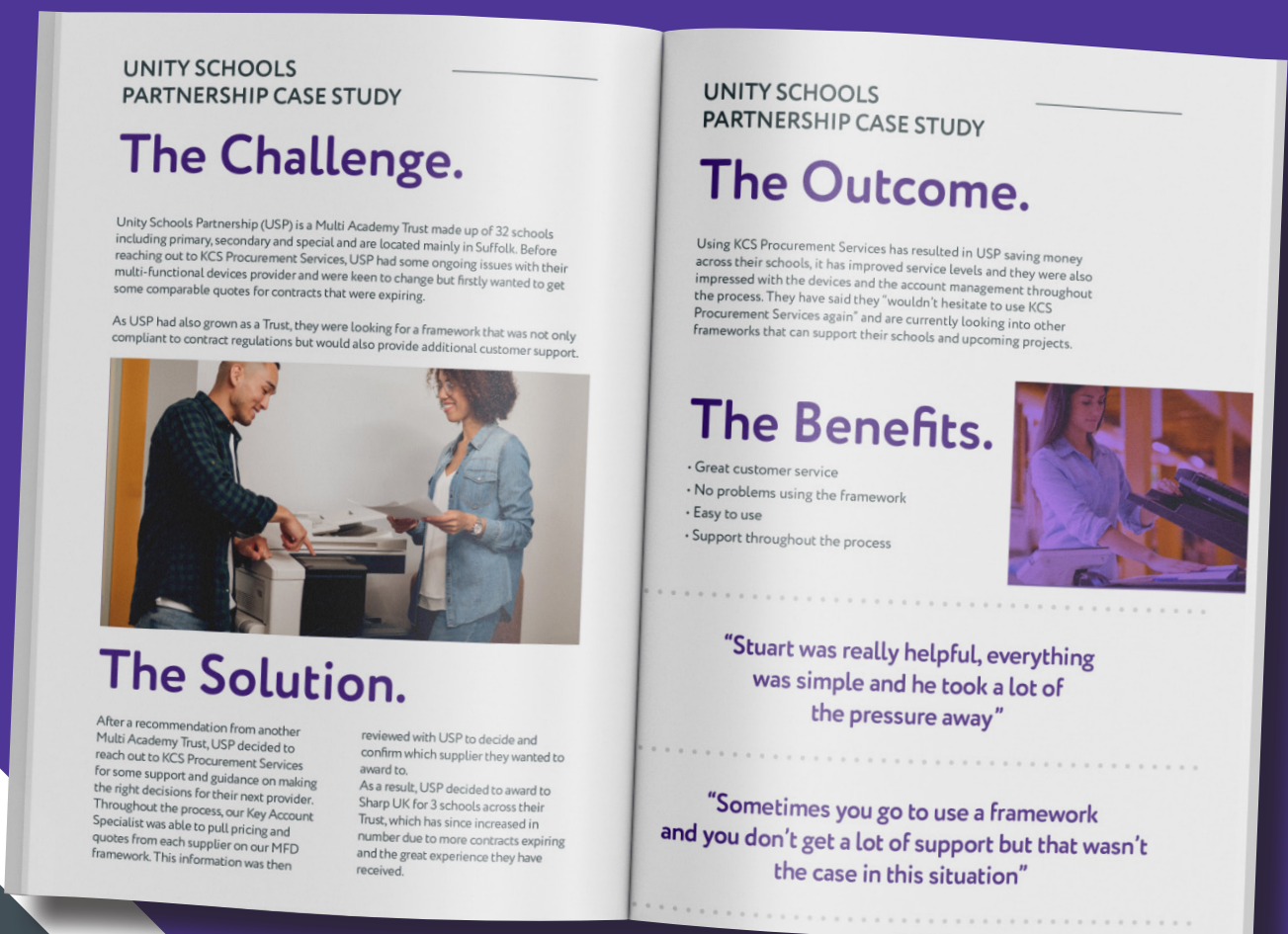
Unity Schools Partnership (USP) is a Multi Academy Trust made up of 32 schools including primary, secondary and special, and are located mainly in Suffolk. Before reaching out to KCS Procurement Services, USP had some ongoing issues with their multi-functional devices provider and were keen to change, but firstly wanted to get some comparable quotes for contracts that were expiring.

As USP had also grown as a Trust, they were looking for a framework that was not only compliant to contract regulations but would also provide additional customer support.

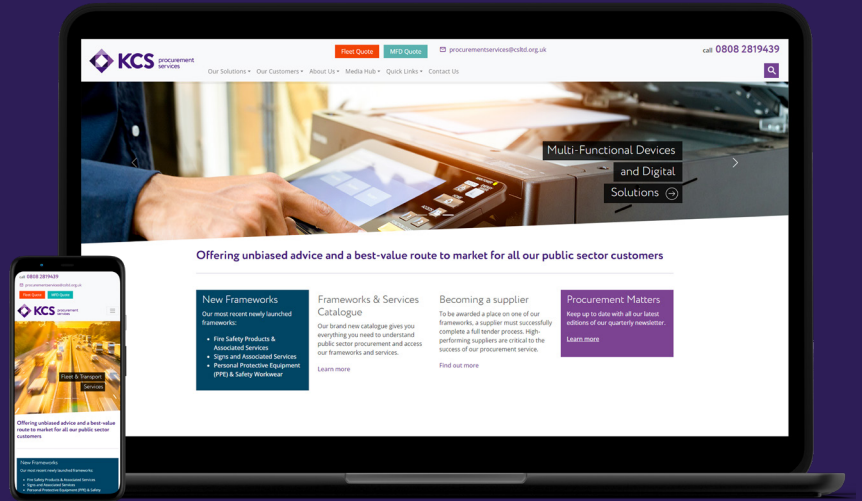
After a recommendation from another Multi Academy Trust, USP decided to reach out to KCS Procurement Services for some support and guidance on making the right decisions for their next provider. Throughout the process, our Key Account Specialist was able to pull pricing and quotes from each supplier on our MFD framework. This information was then reviewed with USP to decide and confirm which supplier they wanted to award to.

As a result, USP decided to award to Sharp UK for 3 schools across their Trust, which has since increased in number due to more contracts expiring and the great experience they have received.

VIEW FULL CASE STUDY



KCS Procurement Services is a market leading framework provider with a wide range of fully-compliant, national frameworks that are created according to Public Contract Regulations 2015.



Newly Launched Frameworks



Records Information Management: Y23002

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



Electrical Testing Services – Y23003

It covers the testing of portable appliances, fixed installations, street lighting and street furniture.



ICT Managed Services and Consultancy – Y23038

This framework covers the supply of managed ICT services and consultancy.



Audit and Assurance Services – Y23030

This framework covers the provision and ability to provide a range of audit and assurance services.



Frameworks & Services Catalogue 2023

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

[Download catalogue](#)



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