

# procurement *matters*



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**New!** School  *focus*  
Find our School in Focus section inside on page 8

A PROUD BRAND OF



In our 8<sup>th</sup> edition

# procurement *matters*



In this edition of **Procurement Matters** we have insightful articles that support public sector organisations, from saving your tyres to saving people's lives. This month we introduce our new feature 'In focus', with this edition spotlighting the education sector and how our frameworks and services can support schools, students and staff.

Restoring Local UK Roads

Bleed Kits

Sharp Cyber Security

Lifecycle Management Group

The Local Government Association's Call for Action

Saving lives across the UK

Services for Education

Commercial Services Group is thrilled to announce it's new business acquisition

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Check out our inclusion on the Government Business website!



Find out more about our Records Information Management framework

VIEW NOW





## Catch our framework supplier events

Are you looking for events to network and hear the latest industry updates and insights? Keep up with the latest events and webinars across our categories.

## Dates for your diary:

### Procurement Pulse

Online Webinar  
Thursday 26<sup>th</sup> October

This month's webinar looks at our Managed Services for Business Solutions framework and how we can help you digitally transform your organisation.

[VIEW NOW](#)

### HCSA Winter Conference

Manchester Central  
28<sup>th</sup> - 29<sup>th</sup> November

This event will focus on 'One NHS Procurement and Supply Chain' and how the NHS will continue to deliver innovative ways to meet challenges and ensure quality service that meets the needs and expectations of patients.

[VIEW NOW](#)

### University & Healthcare Estates & Innovation

Birmingham  
15<sup>th</sup> - 16<sup>th</sup> November

This event is for higher education and healthcare sector estate professionals to get the latest policy updates and discover new initiatives around estate management, sustainable buildings, smarter working and the technology that enables them.

[VIEW NOW](#)

### Procurex Wales

Cardiff  
Wednesday 8<sup>th</sup> November

This event connects buyers and suppliers across Wales' public procurement sector. This will help all stakeholders to learn about the latest developments shaping the future of this area.

[VIEW NOW](#)

## Choose a sustainable solution to make a long term impact to your organisation and the planet

A recent report from the Intergovernmental Impact on Climate Change (IPCC) has stated that greenhouse gases as a result of human activities have “unequivocally caused global warming, with global surface temperature reaching 1.1°C above 1850-1900 in 2011-2020.”

### But this isn't new news, so why the emphasis?

Because as a global community we have to act with urgency to limit the risks and changes that the effect of global warming has for the short term, and the longer term.

According to the report ‘limiting human-caused global warming requires net zero CO2 emissions’. We have all become familiar with the concept of “net zero”, but this report highlights the urgent need to take action NOW and we all should take responsibility within our own organisations to make changes where possible.

### What can be done?

At KCS Procurement Services, we have a number of frameworks that can support public sector organisations and their contribution to a sustainable future and the Net Zero strategy, just a few examples include:

#### Electric Vehicle Charging Points and Associated Services

Electric vehicles emit less greenhouse gases over their lifetime than conventional petrol or diesel engines cars, and this framework helps local authorities and public sector organisations develop the infrastructure needed for the UK to convert to electric vehicles. The awarded suppliers on the frameworks can provide a feasibility study, installation of chargepoints, deployment, service and management, as well as other associated services.

#### IT Hardware

Sustainability is a key area within the technology sector as suppliers of IT and customers look to reduce the

environmental impact of manufacturing, managing, using and disposing of IT equipment. Our IT Hardware framework covers four LOTs, including the provision of hardware products, refurbished and re-manufactured IT hardware products, and the repair, disposal and recycling of IT hardware products.

#### Multi-Functional Devices and Digital Solutions

As organisations become more aware of their sustainable behaviours, office equipment such as MFDs, photocopiers and printers can be reviewed to find more environmentally friendly options. The awarded suppliers on our Multi-functional Devices and Digital Solutions framework can provide eco-friendly print solutions that include sustainable features including, motion sensors, lower melt toners, eco-timers, lower power modes and the use of recycled parts.

#### Travel Management

Travel and transport is a huge source of greenhouse gases, and plays a significant role in carbon emissions globally. For organisations looking to make reductions in their carbon emissions, finding travel alternatives and ways to monitor corporate CO2 emissions is a must. The awarded suppliers on our Travel Management framework can provide sustainable solutions for corporate travel, therefore helping public sector organisations improve their travel emissions.

#### Waste Management Services

Recycling is one of the original practises for organisations looking to improve their sustainability credentials. Our Waste Management Services framework can help with this and covers the provision of comprehensive and innovative waste solutions and proactively assists to reduce the quantities of waste sent to landfills and achieve recycling targets.

#### Wheelie Bins and Kerbside Recycling Containers

Recycling and sustainable waste management practises are made easier with the right storage systems for waste and recyclables. One of our newest frameworks - Wheelie Bins and Kerbside Recycling Containers – gives access to suppliers who are able to provide organisations with the most efficient systems to help them achieve their sustainability and recycling targets.

#### TO FIND OUT MORE ABOUT ALL OUR FRAMEWORKS

\* <https://www.ipcc.ch/report/sixth-assessment-report-cycle/>

# Managing flu season: How we can help

Flu season can be a challenging period for organisations. In the UK, flu season is typically from October – March, which is coincidentally some of the busiest periods for the NHS, education, and several other public sector organisations.

Flu and other illnesses can have devastating effects on employee productivity and cause people to take time away from work to recover. The knock-on effect for organisations can be harmful as targets, goals and deadlines may not be met.

One solution to avoiding these effects is for organisations to offer flu jabs and vaccines to their employees, ensuring that their health is protected during this high-risk time of year. There are several benefits to preventing flu and other illnesses through jabs and vaccinations:

- Vaccinations can save the economy up to £28.9m in averted sick days costs alone.
- Sickness days due to the flu can reduce the productivity and profitability of organisations.
- Employees feel valued and protected by their organisation.
- Promotes healthy and positive brand values.
- Can support in reducing stress on emergency services and the NHS.
- Influenza or flu can make employees bed-bound for up to 2 weeks – a vaccine can help to reduce or avoid this downtime altogether.

If you want to find out more about how your organisation can protect your employees this flu season.

[CHECK OUT OUR MOST RECENT BLOG POST](#)

**VISIT OUR EMPLOYEE SUPPORT  
SERVICES & BENEFITS FRAMEWORK!**





## Restoring UK Local Roads: The Local Government Association's Call for Action

The Local Government Association (LGA), representing councils in England and Wales, is urgently advocating for a comprehensive plan to rejuvenate local roads, citing a significant funding imbalance between motorways and local roads.

With the government spending 31 times more per mile on motorways, the LGA calls for change and challenges political parties to commit to a 10-year program, including the devolution of 2p from existing fuel duty to enhance road conditions and support a cleaner economy. Empowering councils and providing equitable funding settlements would not only improve roads and commutes but also strengthen the economy and create sustainable transport.

Global trends show contrasting funding approaches; while the UK saw a decline in local road maintenance funds, other countries increased investments. A mere 34% resident satisfaction rate stresses the urgency for action, as a staggering £14 billion road repair backlog persists. The LGA emphasises collaboration between the government and councils to enact a fully-funded, long-term solution, envisioning a transformed road network that shapes our journeys, economy, and collective future.

[READ MORE](#)

Check out our Highways category which includes frameworks to keep traffic moving, to ensure road users are kept safe and informed and to support multiple agencies who work on maintaining and improving the UK road network.



**Visit our frameworks:**

[SIGNS & ASSOCIATED SERVICES](#)

[WINTER MAINTENANCE SERVICES](#)

# Saving lives across the UK



Every second counts in a life-threatening situation, and being prepared can make all the difference. Bleed kits are indispensable tools that can potentially save lives until paramedics arrive.

These kits are not just for medical professionals but for anyone who may find themselves in a situation where excessive bleeding poses a serious risk. In workplaces where machinery is in use, injuries can occur, and rapid response is crucial.

Bleed control kits are carefully created to provide the necessary equipment and instructions to manage severe bleeding effectively. These kits typically include the following components:

## Tourniquets

Tourniquets are devices used to constrict blood flow to an injured limb, thereby stopping severe bleeding from a major artery. Modern tourniquets are designed to be easy to apply, with clear instructions for proper use.

## Hemostatic Agents

These agents, such as gauze impregnated with clotting agents like hemostatic powder or kaolin, help

promote blood clotting and control bleeding when packed into wounds.

## Pressure Dressings

These are sterile dressings designed to apply direct pressure on wounds to control bleeding. They often come with a built-in pressure bar or bandage to ensure proper compression.

## Gloves

Disposable gloves are essential to maintain a sanitary environment and reduce the risk of infection while providing aid.

## Scissors or Trauma Shears

These are used to cut clothing away from the wound site for better visibility and access to the injury.

## Instructions

Clear, step-by-step instructions on how to use the kit components safely and effectively are included in most bleed control kits.

By having these kits on hand, we can equip users to respond effectively in emergencies. It's about empowering our communities and workplaces to be safer and more prepared.

**Did you know our Emergency Response, Rescue Equipment and Associated Services framework can help?**

Working collaboratively with our awarded suppliers, you can feel confident that should an incident occur, you'll be fully prepared.

You can find out more here:

[VISIT HERE](#)

## Sources:

What is in a bleed control kit? | Turtle Engineering | Lifesaving kit ([turtledefibcabinets.co.uk](http://turtledefibcabinets.co.uk))

Lifesaving bleed control kits installed across Avon and Somerset area - BBC News

Call for more bleed control kits as knife crime rises ([thetimes.co.uk](http://thetimes.co.uk))

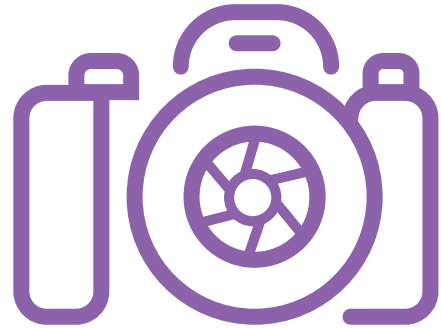


## School *focus*

Our  
Schools  
in *focus*

section

highlights how  
our frameworks  
and services can  
support within  
the education  
sector.





## School focus

# Everyone deserves the joy of reading



The Royal National Institute of Blind People's research shows that 64% of visually impaired children between 5-16 years are educated in mainstream schools (Choosing a school | RNIB). With these years being of crucial importance to children's development, ensuring your school has reading materials that visually impaired children can access is of great significance.

It is the case that sometimes physical books can be tasking and unengaging for SEND children, and therefore alternative solutions need to be sourced. Through the use of E-books and audiobooks, all children can be given the opportunity to help expand

their vocabulary and stimulate their brains.

Our Books, Downloads & Associated Services framework can help you give your students access to the literary support they need.

Our awarded framework suppliers can stock your school with printed books (fiction, non-fiction, curriculum, and reference), e-Books, audiobooks and associated services, such as library stocking and related services, training, CDs and DVDs.

To find out more about this framework: [VISIT HERE](#)

# Showcase your school with our Promotional Merchandise framework



With the open day season upon us, there has never been a better time to make sure your school is up to date with its branded merchandise, and with the help of our Promotional Merchandise framework, it couldn't be easier!

Our framework covers the supply of promotional and personalised merchandise providing a wide

range of products, using branded, unbranded, and environmentally friendly alternatives, from stationary, to wearables, to drinkware, and much more.

Ensure your school makes the best possible impression on your prospective students and visit our framework here:

[CHECK IT OUT](#)

## Ensure your classroom is equipped for all your students

A 2021 EdTech Survey conducted by the Department for Education found that only **52% of primary schools** were likely to use assistive technologies. (Education Technology (EdTech) Survey 2020-21)

With the continual increase in adoption of modern technology, **schools can utilise equipment** beneficially within educational development to help **enhance learning and teaching strategies**. The wide variety of tools available can make any classroom more adaptive, inclusive and accessible to all.

There are many opportunities for assistive technology to be used in schools. **SEND children can thrive** with the use of **audio visual equipment** within many aspects of the curriculum. From projectors being

used to create visual stimulation and exercise the brain, to interactive whiteboards offering varied and adaptive learning, the possibilities with AV equipment in the classroom are endless.



Our Audio Visual Solutions framework can give your school access to suppliers with expertise in the provision of a full range of audio visual and interactive solutions, associated services, support and maintenance to make sure all students have the best learning experience they can.

To find out more about our framework: [CHECK IT OUT](#)

School*focus*

**THIS FRAMEWORK IS DFE APPROVED**



## Digitally transform your school with our MFD services

### *Meet the Team*

**Rebecca Weaving**  
Senior Account Specialist



**Stuart Whitehead**  
Senior Key Account Specialist



**Gemma Matharu**  
Account Specialist



**Mike Newton**  
Account Specialist



**Elohor Ogborokpa**  
Account Specialist



**Rebecca Davies**  
Customer Support Assistant



**Razu Ahmed**  
Account Specialist



**Hazel Stockford**  
Account Specialist



Want to book a meeting with us?

[VISIT HERE](#)

**THIS FRAMEWORK IS DFE APPROVED**

Our specialist Account Managers are dedicated to supporting schools and public sector organisations with their multifunctional device (MFD) contracts. Our customers benefit from:

- Access to multiple brands and suppliers, enabling bespoke configuration
- Terms and conditions which protect customers
- Cost-effective solutions – saving time and money
- Solutions that drive digital transformation in the school and workplace
- Expert advice on procurement, contracts and suppliers

Our MFD framework covers the provision of multi-functional devices and digital solutions, including both A4 and A4/A3 networked and standalone multi-functional devices, printers, high volume print room devices and wide format printers, all with the option of CPC maintenance.

If you would like more information on our Multi-Functional Devices and Digital Solutions framework

[VISIT HERE](#)



## School focus

# Ensure your school is up to date with its facilities management

## Cleaning services in schools

Making sure your school is clean is significant for many reasons: **student productivity**, keeping **students and teachers healthy** and creating better **habits**.

### Impact on teachers

With the right cleaning services in place, teachers will have **more time to plan lessons**, grade homework, and dedicate more time to their work. When the cleaning and care of classrooms are looked after, teachers will have **fewer distractions and perform better** - just like their students!

Additionally, teachers are less likely to get sick when the school is regularly cleaned, which means **fewer substitutes are needed** and lessons can be carried out as planned.

### Improved learning experience

Not only does a clean environment impact a student's productivity levels, but it is also shown that students can **achieve higher grades**. Research suggests that students are more inclined to have a **positive mindset and attitude** to learn when their **classroom is clean**.

### Decreasing sickness and other symptoms

The healthier the school population, the fewer sick days are taken. When your school is cleaned regularly, the **spread of germs and illnesses is reduced** and a healthy school environment is created.

Some students may have allergies and asthma symptoms that can distract them from their learning. However, if regular school cleanings schedules help to reduce these triggers and enable your students to **focus on their lessons**.

### Creating better habits

Children of all ages tend to mimic what they see or learn from their surroundings. When a school is clean they are more likely to **instill the habits of cleanliness and tidiness at home** and in their future.

Does your school need to take a fresh look at cleaning?

Our Cleaning Services framework covers a range of requirements in schools such as classroom cleaning, emptying bins, litter picking, deep cleaning including kitchens and much more.

[FIND OUT MORE](#)



## Does your school carry out PAT testing?

### Portable Appliance Testing (PAT)

A portable appliance is an item of electrical equipment which is connected to the power supply with a flex and a plug. Testing engineers will inspect, test and certify all your portable appliances as well as provide advice on their condition and safety.

### Why it is important for your school?

PAT testing needs to be done regularly in schools to ensure safe electrical equipment is maintained to protect the students and staff using it.

### What equipment needs to be tested in schools?

Schools use a wide variety of electrical equipment that needs to be tested including computers, printers, interactive whiteboards, projectors, and kitchen equipment.

It's important to understand the specific requirements for each type of equipment and to ensure that it is tested regularly.

Common equipment failures include damaged cables, faulty plugs, and broken switches. A qualified PAT tester will be able to identify any faults and advise on the best course of action.

### Does your school have PAT testing in place?

Our **Electrical Testing Services framework** gives you access to our awarded suppliers who are experts in PAT testing, Fixed Installation Testing (FIT) and electrical testing of street lighting and furniture.

Find out more information and how to access the **Electrical Testing Services framework** here:

VISIT NOW



# Want the latest information on our frameworks and services?

## Check out our YouTube channel.

Keep an eye out for our recent webinars!



VISIT NOW

[www.procurementservices.co.uk](http://www.procurementservices.co.uk)  
[procurementservices@csltd.org.uk](mailto:procurementservices@csltd.org.uk)

# Protect your students with CCTV systems



CCTV is crucial in schools to ensure the safety and security of students and staff. Cameras on site can identify any criminal activity or suspicious behaviour, which means school staff will be able to respond quickly to any emergencies.

CCTV systems can also prevent bullying and vandalism by monitoring school grounds and any anti-social behaviour shown by students. Specific footage can provide evidence to help schools investigate incidents and provide the appropriate disciplinary action.

Having a CCTV and security system in place provides protection to students and staff but also gives confidence to their caregivers and community that their school is safe and protected.

Our CCTV & Access Solutions framework includes public and private space surveillance systems, intruder detection systems, video analytics and more. We give access to our awarded suppliers who are experts in their field.

**View our CCTV & Access Solutions framework**



## Is your school looking for experts who cover all of these facilities requirements in one contract?

Then our Total Facilities Management framework is just for you!

Our framework covers hard and soft facilities including:

- Building Maintenance
- Building Services
- Cleaning Services
- Grounds Maintenance
- Lift Installation and Maintenance
- Security Services
- Specialist Maintenance for Blue Light Services
- Washroom and Janitorial
- Waste Management Services



[FIND OUT MORE](#)

# The importance of signage in schools

Signage plays a pivotal role in ensuring safety, efficiency, and effective communication.

Clear and well-positioned signage can help students know what to do in a fire, communicating what they should do and where to go. But it doesn't stop there, signage is useful for establishing a clear brand identity, encouraging dress code, informing students of important news or updates, wayfinding and much more.

Signage is not just a passive element within schools; it is a dynamic and critical part of the educational environment. By investing in these services, your school can create an environment that is efficient, secure, and technologically advanced, ultimately benefitting students, staff, and visitors alike.

Does your school need to improve its signage communication?

We have the framework just for you, giving you access to our awarded suppliers who are experts in wayfinding, health and safety, temporary signs and much more!

[FIND OUT MORE](#)



## Is your school fully equipped should a fire break out?

According to a blog written by Smart Horizons, some common causes of school fires include:

- Arson
- Accidental Fires
- Neglect of Fire Safety Systems

With the implementation of secure fire safety systems, you can gain a sense of readiness to effectively handle such incidents if they were to arise, such as:

- Periodic assessments to identify fire risks
- Ensure the upkeep of fire safety equipment
- Establish preventative measures against fires
- Educate students and staff about fire safety

It is crucial for everyone to be conscious of potential fire hazards and equipped with knowledge of fire prevention techniques.

Want to find out more about our Fire Safety Products & Associated Services framework?

[VISIT HERE](#)

### Sources:

Fire Safety in Schools:  
A Comprehensive Guide - Fire Training Company  
Fire statistics data tables - GOV.UK ([www.gov.uk](http://www.gov.uk))  
Causes of Fire in the Workplace | News - Target Fire Protection ([target-fire.co.uk](http://target-fire.co.uk))

# How can a minibus enhance your school?

Minibuses are important assets for many schools across the UK, with the vehicles used to enable their out-of-school activities and promote a rounded educational experience.

Is In which ways can a minibus help your school improve education and learning?

- Subject field trips
- Sports events
- Extracurricular visits
- And other opportunities open to all students

Our fleet services team can support by providing access to minibus solutions which can include:

- Options for lease or outright purchase
- Range of seat capacities to suit your needs
- Telematics solutions available to ensure pupil and staff safety
- Dedicated Account Specialist to support you throughout your contract
- Customisable options internally and externally with a range of colours and signwriting

How else can we support?

Our fleet team offer a range of services including:

- Vehicle Leasing
- Vehicle Purchase
- Vehicle Managed Service
- Salary Sacrifice
- Vehicle Telematics

Get in touch today

VISIT HERE

School*focus*





# Sharp Cyber Security Services for Education

Technology plays a key role in schools, supporting teachers in delivering outstanding lessons. However, today more than ever, cost reductions and cyber security are critical factors across the public sector. Sharp strives to help organisations across the board overcome challenges with high-quality, dependable, and secure technology, services, and associated consultancy.

Schools are falling behind in developing digital strategies, as they often lack a clear vision of what they need to change or implement. Meanwhile, there is a concerning rise in cyber-attacks against schools, with educational establishments now more likely to suffer a cyber security breach than the average business in the UK. In 2023 alone, 63% of Secondary Schools and 82% of Further Education Colleges have identified data breaches or cyber-attacks compared to 32% of UK Businesses.

The NCSC (National Cyber Security Centre), states that “This is a growing threat, and we strongly encourage schools, colleges, and universities to act on our guidance and help ensure their students can continue their education uninterrupted.”

So, with all that being said, what can schools and other educational institutions do to stay one step ahead of potential hackers?

## Education is key, equip your team with Security Awareness Training.

One of the most simple and effective ways to avoid a cyber-attack is to educate staff and pupils on how to prevent themselves from falling victim to threats. This is why we offer free resources, blogs, and The

Complete Training Portal which has important guidance for maintaining the security of your IT operations, starting with the main line of defence – your team.

Embedding a positive security culture is a sure way to help protect your organisation from cyber-attacks and breaches by essentially creating a human firewall, acting as the first layer of protection for your school. Sharp offers Security Awareness as a Service (SAaaS) as a de-risking, training, and education solution to help organisations maintain ongoing cyber security training for their teams all year round. SAaaS is about simply providing your team with the right tools and knowledge to be able to observe and report threats to keep your organisation safe.

The Security Awareness Service includes an initial assessment, where all team members will be tested on their knowledge against:

- Incident Reporting
- Internet Use
- Social Media
- Email Security
- Passwords and Authentication
- Mobile Devices
- Human Firewalls

These enhanced core skills and the further understanding of security to improve working processes by your team.

## Cyber Essentials scheme

The Cyber Essentials accreditation is a simple and effective Government backed scheme that schools of all sizes can enrol in to help protect themselves against most internet-

based threats. The scheme highlights how schools can protect themselves, their employees, and their data, from unauthorised access and theft. While providing guidance and support tailored toward the Education sector.

At Sharp, we can guide you through the accreditation process by drawing upon our wealth of IT expertise. We recognise the cyber security threats faced by UK schools, we know how to ensure an IT operation is secure, and we understand the steps needed for you to become Cyber Essentials certified.

### Complete Security Audit

The Complete Security Audit service will provide a 360 view of your IT environment. We conduct an in-depth review covering 5 key areas to identify high-risk issues which could leave you vulnerable to cyber attacks:

- Internal Infrastructure Review
- Microsoft 365 Phishing and Impersonation
- Dark Web Scan
- Microsoft 365 Security Review
- Cyber Essential Gap Analysis

If you decide to partner with us, we will work with you to provide a tailored IT roadmap that incorporates key elements to help improve your IT security. Providing peace of mind that your data and systems are up to date, secure and monitored.

Sharp is an awarded supplier on the KCS Procurement Services Multifunctional Devices and Digital Solutions framework. These services would be available as part of a wider digital transformation

solution via LOT 2 of the framework.

Learn more about Cyber Security Services from Sharp UK here: <https://sbsuk.me/3skstr3>

### AI's Impact on Cyber Security and Data Privacy- Industry Expert Panel Session

This Cyber Security Awareness month, we're hosting a panel session discussing the effects of Artificial Intelligence and its impact on Cyber Security within the Education sector

Generative artificial intelligence (AI) tools such as ChatGPT and Google Bard are already making a difference in schools, and although AI has the potential to improve the quality of education, more work is needed to understand the benefits while being aware of the potential risks that the technology could bring.

To ensure that AI is used safely and effectively in education, students and educators need to be educated about the risks and benefits of AI.

We'll be discussing this and more during our panel session...

To learn more about how you can harness the power of AI without posing cyber security threats to your organisation, register for our **AI's impact on Cyber Security and Data Privacy - Industry Expert Panel Session here**

VISIT HERE



Cyber Security  
Awareness Month  
October 2023

SHARP  
Be Original.

# Important Update

## PSTN Switch Off

We would like to bring your attention to an upcoming transition that will impact telecommunications services across the United Kingdom – the Public Switched Telephone Network (PSTN) switch off.



### 01

#### Assess Your Current Infrastructure:

Evaluate your current telecommunication setup and identify PSTN dependencies. BDR Group can conduct a thorough assessment for you.

### 02

#### Engage with BDR Group:

Discuss plans and alternatives with BDR Group and your telecommunication service provider(s). Get expert guidance on VoIP, SIP trunking, or hosted voice solutions.

### 03

#### Develop a Migration Plan:

Collaborate with BDR Group to create a detailed plan, including timelines, milestones, and responsibilities. Establish a clear communication strategy.

### 04

#### Upgrade Network Infrastructure:

Ensure your network supports new communication technologies. BDR Group can recommend upgrades like fibre optic connectivity or Wi-Fi enhancements.

### 05

#### What are the benefits?

[DISCOVER MORE](#)

Tel: 01622 797 640



- Save money on budget with reduced costs on calls and line rentals
- Flexible working
- Free call recording, increasing and ensuring safeguarding
- Lockdown the entire building using just your classroom handset with emergency lockdown functionality
- Automated attendant included in every VoIP system to route calls efficiently Direct dial for afterschool/breakfast clubs
- Make instant changes from your computer or phone via Online Portal Experience resilient and hardened uptime
- Procure safely and securely via the KCS Procurement Services Communications Solutions and Associated Telephony Services framework, your new VOIP phones.



BDR is an awarded supplier on two of our frameworks check them out here

[CCTV and Access Solutions](#)

[Communications Solutions Associated Telephony Services](#)

# The Procurement Pulse



Procurement Pulse is our very own webinar series where our Direct Channel Executives give updates within the public sector and highlight how our frameworks and services can help your public sector organisation.

Keep an eye out for our next episode which highlights our Managed Services for Business Solutions framework!

Thursday 26th October 11am BST

[SIGN UP TODAY](#)



Mujammel Hussain  
Direct Channel Executive at  
KCS Procurement Services



Richard Sowten  
Direct Channel Executive at  
KCS Procurement Services



# HCSA

## Winter Conference 2023

28-29 November 2023 | Manchester Central



## Have you got your tickets for the 2023 HCSA Annual Conference and Exhibition?

We have got ours! We are looking forward to finding out more about the current updates and developments within the NHS. Want to find out how our frameworks and services can support your organisation?

Contact us today – [pscustomerenquiries@csLtd.org.uk](mailto:pscustomerenquiries@csLtd.org.uk)



Part of Commercial Services Group

# Leaders in the provision of procurement and contract management solutions to the NHS and wider public sector.

Our services help our customers achieve better value from their external spend, enabling them to reinvest the savings into frontline services.

Lifecycle has been providing value adding services in the NHS for 25 years and we have delivered hundreds of millions in cash releasing savings.

Our focus has always been to deliver services that are aligned to our customers' needs, and we have evolved a bespoke set of service to support this.

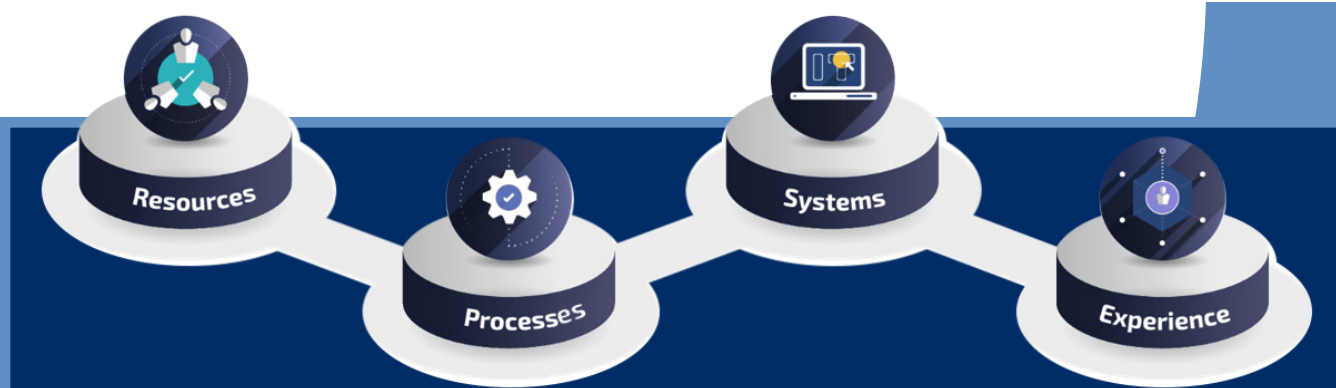


**Data-led planning and opportunity assessment:** we take a holistic view of supplier spend, contract coverage, service requirements and market knowledge to identify areas of opportunity for procurement and end users.

**Category expertise:** we are experts in asset finance, asset maintenance, estates, facilities and IT software and hardware maintenance spend. Our skilled teams develop category-led procurement plans to deliver optimal value these areas of spend.

**Full-managed procurement:** we work alongside in-house procurement teams and end-user stakeholders to manage all elements of procurement; from specification development, exploring routes to market, tendering, evaluation, and contract award.

**Ongoing contract management:** we don't walk away once the contract is awarded, we continue to manage the contract from both the supplier and customer perspective to ensure performance and on-going value for money is achieved.



We have developed a set of enablers to deliver the service at scale. This includes the relevant resources, processes, systems, and experience required to deliver across 40+ customers, thousands of contracts, and millions of spend under management.

Now part of the Commercial Services Group, we can offer our services across the whole of the public sector and can support all procurement activity as part of a full managed service.

Please get in touch to discuss any requirements that you have.

VISIT OUR WEBSITE



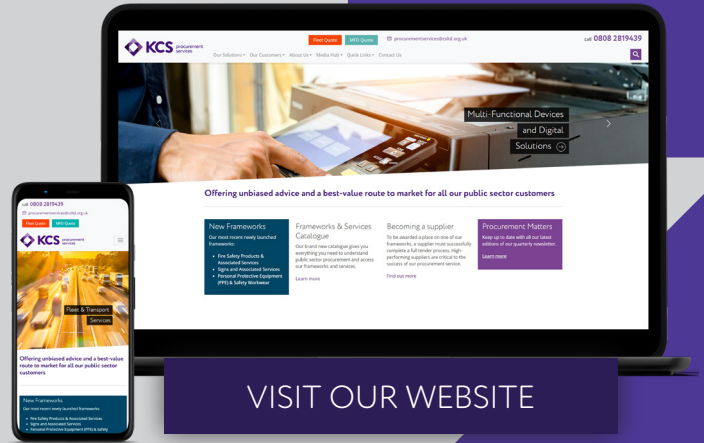
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**Commercial Services Group**




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.




## New Frameworks

Vehicle Telematics & Associated Services



Y23051

Winter Maintenance Services



Y23063

## What's Coming Soon?

Catering, Vending Machines & Watercoolers



Y23009

Plant Machinery, Site Equipment & Tools



Y23057

Language Services



Y23031

Logistics, Warehousing & Removal Solutions



Y23021

Terms and Conditions Apply. E&OE.