



## We continue to support you with our new and improved Consultancy Services framework (664)

Following the success and popularity of our previous Consultancy Services framework, we have worked with the public sector and industry experts to create a new and improved version so we can continue to support our customers.



Whether you're looking to procure consultancy services for social care in adults and children or consultations on waste and recycling, [Framework 664-21](#) has been designed to create a simple and efficient solution for public sector organisations looking to procure trustworthy advice across a broad range of areas.

### What are the benefits?



#### Flexible solution

Organisations have the flexibility to select more than one consultancy service from numerous service providers but all accessed in one place.



#### Social value benefits

As part of our ongoing commitment to social value practices, we have partnered with the Social Value Portal. As part of the supplier award criteria, their social value was assessed to ensure these benefits were obtained.



#### Extensive range of suppliers

Through our extensive range of suppliers covering a broad range of areas, you are able to determine which supplier best suits your needs and specifications.



#### Routes to market

Procure simply through a direct award process or a further competition option. We even offer free further competition document templates for you to use.



#### Wide range of areas covered

The solution caters for a wide variety of needs from consultations on environmental and waste, to financial services and auditing. We have you covered!



#### Easily identify your audit service

Our Internal Audit and External Audit services have been separated as two individual Lots so you can access the right solution easily and quickly.

We have created a complete framework solution that covers all aspects of consultancy services. We have embedded social value as a core element to demonstrate our commitment to supporting our customers' requirements.

Iain McFaul,  
Customer Relationship Manager, ESPO



Consultancy  
Services

LIVE WEBINAR

JOIN OUR WEBINAR  
Thursday 25 November 2021

[CLICK HERE TO BOOK](#)





## Your one stop shop solution for Total Facilities Management (TFM)

**A Total Facilities Management (TFM) solution for your organisation can bring a range of benefits to your daily operations, as well as providing a one-stop shop solution incorporating all FM services and removing the hassle of running multiple procurement processes.**

As public sector organisations often work to tight budgets, the TFM route can help save valuable time and money. With organisations continuously looking for ways to increase efficiency, strategic facility management through TFM can help you to operate more effectively by supporting the functionality, safety and sustainability of an organisation and can prevent unplanned disruptions.

### What are the benefits?

Procuring your own solution for facilities management services can often be a lengthy, expensive and complicated process to undertake. Our new and improved [Framework 676](#) can help you to procure an extensive range of services.

At ESPO, we have a team of procurement experts who have created a comprehensive and compliant route to a broad range of services - we've done the work, so there's no need for you to run a full procurement process. Take a look at some of the benefits and improvements of our new Framework 676:

### Straight forward processes

Use ESPO's call-off terms for a more straightforward process.

### Access to more services

More services have been added to the core scope including energy management, voids property management and guardian services.

### One solution

Hard FM and Soft FM services can be procured from all service providers as one solution.

### Social value enabled

For this framework, social value was assessed as part of the award criteria allowing social value benefits to be obtained including environmental benefits.

### Support and guidance

We can provide you with template further competition documentation to save you time and our team at ESPO can assist you along the way as much or as little as you need.

**"We have created a total FM framework that covers all areas of facilities management with a wide range of experienced providers on a national basis. Our framework offers a quick, compliant and free-of-charge route to market for all ESPO customers to use."**

Emma Baker, Procurement Officer, ESPO



Get in touch with our dedicated team to find out more about Framework 676:

m: 07880 063251 | e: [place@espo.org](mailto:place@espo.org)



## Securing energy prices with ESPO

**As the UK faces challenges in the energy market with wholesale prices that have soared, it puts a further strain on public sector organisations who already face ever increasing budget constraints.**

### What is ESPO doing to support the public sector?

We plan and predict demand in advance so that we can gain an understanding of how much energy is needed to secure in line with our trading strategy. With this, we buy our energy ahead of time to secure prices and this helps to protect our customers from further price rises as seen during the current market challenges.

Our Energy team constantly monitor the market and continue to look for opportunities to secure energy in advance and provide savings, supporting public sector organisations by buying below the market average. ESPO is active in managing and influencing the energy supply chain both through direct contact with the various industry Regulators, Government Departments, Parliamentary Committees and key organisations such as National Grid, OFGEM and through active participation in consumer groups.

If you would like to find out more or discuss your requirements, get in touch with our dedicated Energy team on [energy@espo.org](mailto:energy@espo.org) or call 0116 265 7878.







## Bringing you innovative technology enabled care products and services

Technology Enabled Care (TEC) Services has evolved over the years from what was traditionally referred to as telehealth and telecare. With the Covid-19 pandemic and the increased need for remote care solutions, Framework 203 can help your organisation adapt to the digital change in the market.

### TSA Standards

In order to ensure that we have the best providers on this framework that understand the sector and not just the technology, one of the key elements of the framework is that service providers must deliver and supply their goods and services in line with industry best practice, as set out in the TSA Quality Standards Framework (QSF) - standards that have been determined by commissioners and suppliers working together.

**"We want any commissioner approaching us to know that all our technology enabled care suppliers are contractually bound to deliver their products and services in line with not only best practice in the industry but also quality assurance. The nature of technology enabled care is to keep people safe, so for us this was a given."**

Jane Blois, Category Manager, ESPO



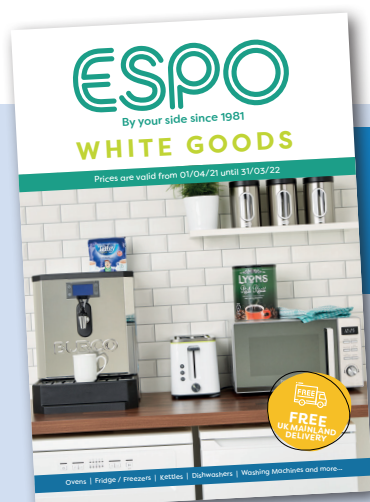
Find out more about Framework 203 at [espo.org](https://espo.org)

[Click here](#)

## Have you seen our White Goods catalogue?

Thousands of customers choose ESPO for their white goods and electrical products knowing they receive high quality, top brands at competitive prices.

[Click here to browse our wide range of products](#)



## Hybrid mail and digital mailroom - save on costs for your organisation

Switching to hybrid mail could save you up to 35% of your spend on mail activities. With organisations looking to switch to smarter ways of working, find out if moving to hybrid mail or a digital mailroom solution could work for your organisation.

### Benefits of using hybrid mail

- Savings on floor space, storage and consumables.
- Flexible solutions that can adapt to your outbound and inbound volumes.
- Savings on postage, access volume related discounts and pre-sort discounts.
- Access to latest IT technology.
- Email and SMS capability to communicate effectively with your end users.
- Easy to use with a full audit trail allowing you to track and manage what is sent.
- Reduction in carbon footprint with less deliveries and collections.
- Can be accessed whether employees are working from home or in the office.

In collaboration with CCS and YPO, our Postal Goods, Services and Solutions framework (RM6017) offers a range of mailroom equipment, inbound and outbound mail services or more complex solutions for digital transformation of mail and communications.

The framework covers Hybrid Mail solutions which enable all the advantages of being in the office, whilst supporting Smarter Working, and provide you with a full audit trail of your mail from creation to print and with a Mailmark discount and tracking to Royal Mail handover. You have full control over the postage class, whether this be first or second class.

Get in touch with our dedicated team on [ict@espo.org](mailto:ict@espo.org) to discuss your requirements.



Find out more at [espo.org](https://espo.org)

[Click here](#)



## Helping the environment and your organisation with secure paper shredding and recycling

**Not only is shredding waste paper the best way to prevent printed documents falling into the wrong hands, it can also be an excellent way to care for the planet.**

Every organisation wants to guard against the loss of confidential data and most also want to reduce their carbon footprint. But did you know that paper shredding can help you do both?

At Shred Station - a supplier on ESPO Framework 981 - once documents have been destroyed, the paper shreds are taken to a paper mill for recycling. The fibres of the shredded paper are separated, the paper pulp is screened, any ink is removed and finally the resultant pulp is mixed with fresh pulp to make new paper products.

Recycling paper has a host of benefits for the environment. It helps to save forests, reduce greenhouse gas emissions, cut energy consumption, conserve water and reduce landfill.

**Shred Station destroy an average of 4,003 tonnes of waste paper every month, and all of it gets recycled. In the process, they save 68,051 trees a month – that's an incredible 816,612 trees a year.**

Their best-practice recommendation is to adopt a 'shred all' policy for all office documents, so you simply shred everything when it's no longer needed preventing any possible data breach due to confidential information escaping the shredder - and saving you valuable time.

Find out more and read the full article at [espo.org](https://espo.org)



Watch the shredding process from collection to recycling at Shred Station

[Click here](#)

## What's New?

Take a look at the new frameworks launched since our last edition:



### Buildings

- Commercial and Industrial Laundry Equipment (24)



### Energy

- Energy Performance of Buildings Services (343)
- Utility Metering and Data Services (512)



### Fleet and Highways

- Vehicle Charging Infrastructure (636)



### Food and Catering

- Grocery, Fresh, Chilled and Frozen Foods (83)



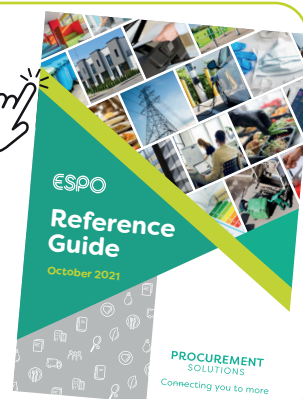
### People and Professional Services

- Consultancy Services (664)
- Managed Training Services (383)

### Latest Reference Guide now available!



Designed to help you find the right framework for your organisation quickly and easily, our latest Reference Guide is now available.



For further information on any of the articles in this newsletter, or to discuss your procurement needs please contact [frameworks@espo.org](mailto:frameworks@espo.org) or visit [espo.org](https://espo.org) for more information on our frameworks.

There is a named contact for each of our frameworks that can be found on every dedicated framework page on the website.

**Why not ask us how we can help you demonstrate social value in your procurement.**

