



**We have launched our brand new Managed Services for Temporary Agency Resources framework (653F) and it is bigger and better than ever**

**Following the success of MSTAR and MSTAR2, we have worked with customers and industry experts to create a comprehensive framework that we feel caters for an evolving market.**

We know that public sector organisations have a variety of needs and that the landscape is changing and evolving with technology, therefore we have introduced new services and expanded our supplier list.



## Find out what's new!

**1** FRAMEWORK  
**3** LOTS  
**22** SUPPLIERS

### BIGGER & BETTER!

MSTAR3 is bigger and better than ever with a larger range of suppliers available than before! We have two brand new Lots and 22 suppliers all under one framework.

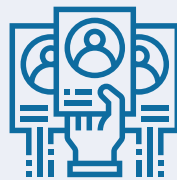


### GREATER PRICE TRANSPARENCY

We have fixed statutory costs at framework level which provides customers with price transparency and potential savings.



Vendor Management Systems



Talent Pool Technology

### BRAND NEW LOTS

We have embraced technology and introduced two new Lots to the framework; Vendor Management System and Talent Pool Technology.



### SUSTAINABLE SUPPLY CHAIN

The framework features a dynamic call-off structure which ensures sustainability of the supply chain by using better aligned agency fee rates.



### BESPOKE SERVICE PACKAGES

Organisations have a variety of requirements so we have enabled you to build your own package of services based around your needs.

**11%**

### POTENTIAL SAVINGS ON TOTAL COST

We have improved our agency fees and costs from the previous framework to achieve impressive savings for our customers.

**"The procurement team here at ESPO have vast industry knowledge which has helped to deliver a robust and sustainable framework for the public sector. The framework represents great value for money on current MSP contracts and the introduction of the two new technology Lots will give organisations the opportunity to embrace the change in technology that is happening across the recruitment sector."**

Jamie O'Connor, Customer Relationship Manager, ESPO

If you would like to find out more about the framework please contact Jamie O'Connor on [resources@espo.org](mailto:resources@espo.org) or 0116 294 4072.



## Are your energy bills correct?

Whether you currently benefit from ESPO's Energy frameworks or you have another solution in place, it is worth checking that the supplier is billing to those competitive rates you agreed to.

ESPO's bureau team provide invoice validation service for both gas and electricity. Experts are able to examine your invoices to see whether you are being billed as per the contract agreed and for only the energy which you have used in an erratic market place.

### £42,000 credit

ESPO's biggest saving to date on a single incorrect invoice for a customer.

### 441 suspended invoices

During August last year we received 3078 invoices and identified 441 for further investigation.

#### What does the service include?



**Data management**



**Invoice validation**



**Fully managed invoice queries**



**Cost recovery**



**Portal access 24/7**

This service will be available from July, if you are interested in finding out more contact the Energy team on [billvalidation@espo.org](mailto:billvalidation@espo.org) or **0116 294 4015**

## Helping you to manage your building

**We've made some substantial changes to our new Building Supplies framework (12) to bring our customers the best solution possible.**

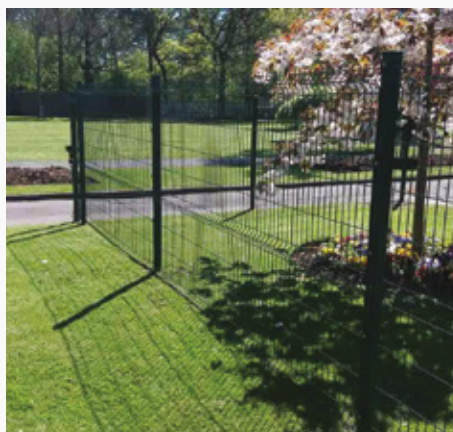
To complement the competitively priced Lots for Building Materials, Electrical, Plumbing and the One Stop Shop facility from the previous framework, we have now added:

**NEW! Bathrooms (Lot 3)** – offering a wide choice of good value bathroom suites on a supply only basis.

**NEW! Kitchens (Lot 4)** – operating on a discount-off list price and including cupboard units, worktops, taps and sinks in various materials.

**NEW! Fencing (Lot 6)** – includes metal and timber fencing and gates such as welded mesh, bow top, security and playground fencing.

**NEW! Decorators' Scheme (Lot 7)** – this Lot provides decorating cards/vouchers in any quantity pre-loaded with funds to enable end-users to purchase decorating products such as paints, cleaning materials, abrasives, tools and sundries. You can specify what products the end user can purchase and with the discount-off list price facility you can purchase a £100 decorating voucher but only pay £45!



For more information contact [place@espo.org](mailto:place@espo.org) or call **0116 294 4164**

Our ESPO catalogue also offers a large range of power tools and building equipment.





## Choosing the right employee benefits for your organisation

**Employee benefits have become more useful than ever as a tool to motivate and support employees during economic uncertainty. Sodexo, a supplier on our Staff Benefits framework (319), discuss the things you should consider when choosing employee benefits for your team.**

### **What should you be considering before deciding on a benefits strategy for your business?**

There's a huge range of employee benefits out there in the ether, just waiting to be offered to your team. But with so many options available, it can be difficult to know what to choose.

We've spoken to a lot of organisations about finding the right employee benefits for them – and there's rarely a simple answer. You really need to get to know a company, and its people, to work out the best approach to take. We've pulled together a few points you'll need to think about, in order to start developing the perfect employee benefit strategy for your people.

### **Choosing the right employee benefits for your organisation**

First things first – if you're going to make sure the benefits you offer are right for your team, you've got to make sure they're right for the wider organisation too.

Whether you're making the decision from a HR, payroll or board level, it's essential not to let your judgement become clouded by solely your job role – or your personality.

It's almost always a bad idea to assume the benefits you want are what everyone wants – remember, not everyone within the organisation will have the same circumstances as you so it needs to be a considered decision.

You can read the full article at [espo.org](https://espo.org)

**“We have worked hard to create a framework that offers a broad range of suppliers and benefits for organisations. We know our customers are often time-poor so our framework contains schemes that are designed to be fast and easy to implement which reduces the administrative burden for employees.”**

**Louis Blake, Senior Procurement Officer, ESPO**

## Meeting your parking management needs with the launch of our new Parking Management Solutions framework (509)

**Parking is one of the few services that can generate income for public sector organisations so it is vital that the hardware and software are reliable, up-to-date and of good quality.**

Building on the success of our previous 509 framework, we have renewed the solution and added a brand new Lot for Cashless Parking.

Managed by ESPO's Fleet and Highways team this framework incorporates four distinct Lots:

**Pay & Display Solutions (Lot 1):** supply, installation and maintenance of a range of ticket machines payment terminals with cash and cashless (contactless) payment options, back office systems, parking bay sensors and much more.

**Pay on Foot Solutions (Lot 2):** supply, installation, maintenance of Pay on Foot products and services. Customers can purchase anything from a single pay station right through to a complete Pay on Foot solution, including back-office control systems, ANPR and maintenance packages.

**NEW! Cashless Parking Solutions (Lot 3):** offers access to cashless parking solutions that allow car park users to book, pay for and extend their parking sessions via telephone, mobile applications and dedicated websites. Revenue-sharing options are also available.

**Civil Enforcement Systems (Lot 4):** offers the provision and maintenance of civil enforcement software solutions and associated services together with hardware to assist Local Authorities in managing enforcement under the Traffic Management Act 2004 (TMA) and other similar legislation.

We know that there are a range of factors that customers may want to consider when purchasing a parking management solution so we offer guidance on how to access services and purchase bespoke solutions through this framework.

**Did you know?**  
You can use our Cash Collection in Transit Services framework (324F) to collect cash from your on-street and off-street Pay & Display machines.



For more information these frameworks contact [place@espo.org](mailto:place@espo.org) or call **0116 294 4164**.

# What's New?

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



## Buildings

- Building Supplies (12)
- Estates Management Professional Services (2700)



## People and Professional Services

- MSTAR3 (653F)
- Staff Benefits (319)



## Food and Catering

- Bread, Pastries and Baked Goods (833)
- Catering Consumables (45)



## Documents and IT

- eProcurement Solutions (774)



## Energy

- Electricity (191 B/C)
- Mains Gas (192)



## Fleet and Highways

- Parking Management Solutions (509)
- Lubrication Oils, Greases and Anti-Freeze (106)



## Waste and Environment

- Grounds Maintenance Machinery (274)

# Join ESPO at events around the UK



We are delighted to be exhibiting at the **Public Sector Solutions Expo** this June!

Our knowledgeable Corporate Accounts team specialises in helping organisations just like yours, so whether you are there from central/local government, the health sector or are a representative from the wider public sector in the UK, we'd love to talk to you and see how we can help meet your procurement needs.

Register for your free place at [www.pssxpo.co.uk](http://www.pssxpo.co.uk)



## Professional support for F&E projects

Whether it's fitting out a brand new school or refurbishing an office, planning for large scale furniture and equipment project can be a daunting task. At ESPO we have a dedicated F&E Projects team specialising in new build and refurbishment projects.

Working closely with you they can support you to streamline the process and help ensure things run smoothly from start to finish covering important aspects including:

- Procurement compliance
- Budget control
- Product selection and ordering
- Timing and deadlines
- Delivery and installation

Over the years our customers have included schools and academies, government and council buildings, emergency services, care homes and many more.

Visit [espo.org/fandeprojects](http://espo.org/fandeprojects) for more information or to view our online brochure.



Have you seen our brand new 2019/20 catalogue? Order yours today from [espo.org](http://espo.org)

For further information on any of the articles in this newsletter, or to discuss your procurement needs please contact the relevant Account Manager:

**Tarnya Jinman**  
National Account Manager

NHS, Emergency Services and Housing Associations

T 0777 133 5743  
E [t.jinman@espo.org](mailto:t.jinman@espo.org)

**Steve Exley**  
National Account Manager

Local Authorities, MOD and Central Government Departments

T 0782 788 1641  
E [s.exley@espo.org](mailto:s.exley@espo.org)

**Julie Collins**  
National Account Manager

Universities and Charities

T 0792 053 4456  
E [j.collins@espo.org](mailto:j.collins@espo.org)



To make changes to your contact details, email: [communications@espo.org](mailto:communications@espo.org)



If you prefer to receive an electronic copy of this newsletter in the future, email: [communications@espo.org](mailto:communications@espo.org)

© ESPO 2019 • [espo.org](http://espo.org)

ESPO Barnsdale Way, Grove Park, Enderby, Leicester LE19 1ES

This publication is printed on paper made from a mix of wood sourced from sustainable forests and recycled pulp.

# ESPO