



Celebrating 40 years at ESPO

In 1981, ESPO was born with the goal of driving value-for-money for the public sector. 40 years on and we're still by your side.

This year is our 40th birthday! Originally formed in 1981 to provide a comprehensive procurement service to member authority councils, ESPO has grown into one of the largest public sector buying organisations in the country, supplying goods and services to over 20,000 customers across the UK.

From the products that fill our schools to the services required for councils to run efficiently; ESPO provide a true one-stop shop solution to all areas of the public sector including education, local authorities, government, NHS, emergency services and the wider public sector.

Throughout our 40-year history we've changed, innovated and expanded, growing our portfolio to meet the needs of our customers. As well as our comprehensive product offering we've established a market leading range of over 100 framework solutions providing quick, easy and compliant access to a wide range of goods and services. From Energy to Consultancy services and everything in between, our framework solutions now account for £2.4bn worth of public sector spend every year.

We're still 100% owned by the public sector, returning any surplus we make back to the public purse to help fund key services.

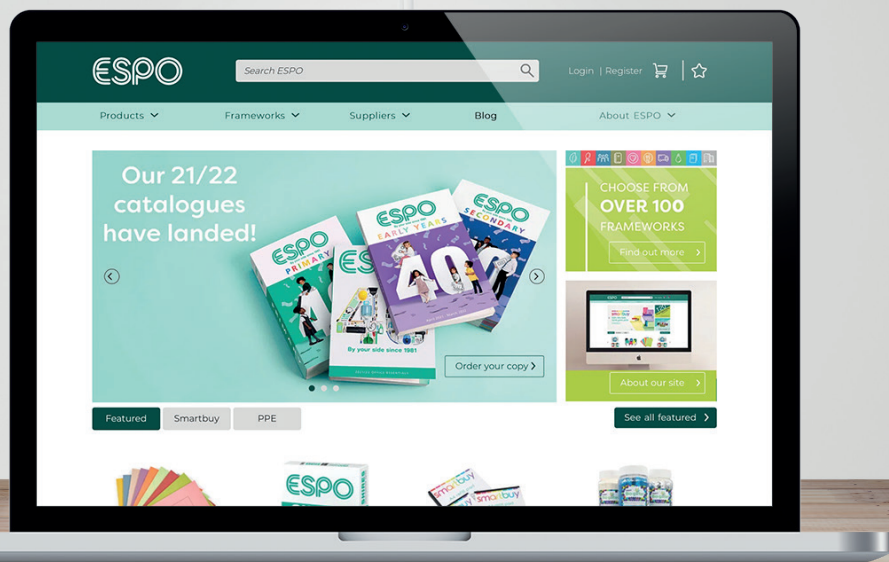
ESPO has stayed open throughout the Coronavirus pandemic as a key provider to front line workers helping to distribute vital PPE as well as emergency care packages to some of our most vulnerable members of society. Going above and beyond for our customers is what we've always done and will continue to do.

No matter what comes your way, we're by your side.

40 YEARS



**Have you seen our
new 40 years video?**
Click here to watch



We've launched our new website!

2021 is an exciting year for ESPO! Not only are we celebrating 40 years' servicing the public sector but we have also launched a brand new website.

The new look of espo.org brings together our full catalogue offering of over 25,000 products along with our market leading procurement solutions, providing everything you need all in one place. It is the quickest and easiest way to order products online, browse our range of frameworks and keep up-to-date with all the latest news and information from ESPO.

The 'Frameworks' section of the site is here to save you time. You can easily identify a particular supplier, or narrow down your search into simple categories where you can view different Lots and their key information.

Crucially, this is now a digital process, making use of straightforward online forms to reduce the need for lengthy paperwork. We've made the vital information you need to do your job available at your fingertips.



Go green solutions

With the UK's commitment to reach net zero carbon emissions by 2050, renewable energy is high on the agenda for many public sector organisations.

We know that procurement can be a daunting and complex task for any organisation aside from looking for renewable solutions. At ESPO, our dedicated teams provide expert knowledge and are here to help you find the best solution and support when you need it.

We've highlighted some key solutions that can help with your procurement needs for going green:



Renewable Energy Solutions (2838)

Designed to ease the complex procurement task for your organisation and bring you a compliant, value-for-money solution, we have a dedicated framework for renewable energy. This solution provides access to a range of renewable energy systems and/or consultancy for renewable energy projects depending on your requirements.



Vehicle Charging Infrastructure (636)

Whether you are looking to purchase or lease, Framework 636 provides low emission vehicles and a comprehensive range of charging solutions from the leading providers in the market. You can get access to rapid, ultra-fast and standard charge options to turnkey or 'pick and choose' solutions.

**Energy Insight
Webinar Event**



**Thursday 29th
April 2021**

Click here to register



Supporting the public sector with effective postal solutions

Taking care of your advertising needs with our new Advertising Solutions framework (3A)

Whether you are recruiting for new staff, marketing your services to customers or sending vital communications to your stakeholders, we know getting the message right and delivered is important.

We have a new and improved Advertising Solutions framework (3A) offering a quick, simple and competitive route to procure a range of advertising solutions to support you as much as you need when navigating different campaigns.

What's new?

Two new Lots have been added to the renewed framework, bringing public sector organisations Student Marketing via Lot 4 and Public Relation Services via Lot 5.

Visit espo.org for the full list of Lots covered on the framework.

Student Marketing

This Lot specialises in the provision of a broad range of services in terms of student attraction/recruitment advertising, customer branding and other related marketing services.

Public Relation Services

This Lot provides access to a broad range of services and you can expect to receive support and advice on building, maintaining, enhancing and protecting reputation, trust and credibility with stakeholders and audiences of strategic importance.

Benefits of using the framework

- ✓ One-stop-shop solution
- ✓ Two new specialised Lots
- ✓ More service providers
- ✓ Social value enabled

“We have generated over £200k through the Management of Advertising Space for Commercial Sponsorship Lot of ESPO’s Advertising Solutions framework. We have been able to re-invest this money into environmental works, such as grass cutting, hedge cutting and forestry work.”

Leicestershire County Council



For more information get in touch with our team on **0116 294 4072** or email resources@espo.org.

Whether you use traditional mail services or would like to transform your digital mailroom, ESPO in collaboration with CCS and YPO, have put together Framework RM6017 to help support your organisations' postal requirements and strategy.

We understand control over budgets and resources are a priority, so we have created a value for money solution allowing your organisation to focus on other things that matter - saving you valuable time as well as money. You can access the framework through direct award for quick and easy access or via further competition for flexibility and further savings.

The framework has been carefully structured, taking into consideration the requirements of our customers. Depending on your needs, suppliers can offer collection and delivery services within the UK and internationally, as well as a range of franking machines for lease or purchase.

With digital transformation moving fast and becoming an essential part of postal processes, hybrid mail is in demand proving easy and cost-effective. With a dedicated Lot on the framework, there are three levels of service for hybrid mail to help you find the desired solution.

Did you know? We have created a range of toolkits to help you structure your requirement and pricing template. We are here to help along the way as much or as little as you need. With a range of quality assured suppliers with specialist knowledge and advice on all aspects of the framework, we've made finding the right postal solution for your organisation easier.



To find out more get in touch with our Documents and IT team at ICT@espo.org or on **0116 294 4008**.



Alternatives to face-to-face interpreting - things to consider when advancing to remote language services

Even prior to the COVID-19 pandemic, digitisation of language services had been on the march for some years, across all areas of our lives, and the public sector is no exception.

The use of video and telephone interpreting services are being adopted more readily and are forming integral parts of a holistic service delivery solution. With face-to-face having been viewed as the gold standard of interpreting for so long, does this shift mark the end of face-to-face interpreting?

A supplier on ESPO's Language Services framework (402) - Word360 - reviews the things you should look for in a quality remote interpreting provider as well as weighing the benefits of different modes of interpreting to help you assess your needs in a changing landscape.

What does a quality telephone and remote video interpreting service look like?

As a digital service, remote interpreting services should offer several benefits that drive cost and time efficiencies as well as offering equitable access to all service users. The top requirements Word360 clients look for in a quality service provision are:

1 24-hour availability of all languages

A major perk of remote interpreting is that it doesn't require anyone to be on-site and therefore can allow your teams to access an interpreter at any hour, day or night. This means unusual working hours shouldn't prevent you from accessing an interpreter within minutes via telephone or video - for example, for 24-hour detention centres or mental crisis teams.

2 Instant access services

Like many digital services, remote telephone and video interpreting can be available at the drop of a hat. Using intelligent software, your provider should allow any of your staff members to be connected with an interpreter in as little as 30 seconds through both video and telephone interpreting platforms. Flexibility is paramount and being able to pre-book a service offers additional assurance for planned appointments.

3 Using specialist equipment or hardware

Many video and telephone conferencing platforms can be accessed from your mobile device or PC/laptop and interpreting services should not be any different. In the case of video conferencing, most organisations should be able to offer their own conferencing solution.

You can read the full article at espo.org.

Our brand new 2021/22 corporate catalogue has arrived

We're proud to share with you our new 2021/22 Office Essentials catalogue. We are always customer focused and so with your needs in mind we have handpicked products to produce this catalogue.

As a fellow public sector organisation, we understand the growing pressures on your sector so our catalogue has been created for you to access essential items quickly and easily, without stretching the budget!

Will I be compliant if I order directly from the ESPO catalogue? The contracts and frameworks awarded by ESPO (acting as a Central Purchasing Body) for the products featured in this catalogue have been awarded in compliance with the Public Contracts Regulations, so you can be assured of ESPO's compliant procurement exercise when making purchases from the catalogue.

Visit espo.org to find out more or request your copy.



HRD

webinar event

Thursday 20 and 27 May 2021

Register now to secure your seat

DAY 1

DAY 2

Click here





Meet Rachel Morton



Team: Managing Buildings

Name: Rachel Morton

Role: Customer Relationship Manager

About Rachel

Otherwise known as the 'exercise book queen' I have previously worked at ESPO as a buyer and product manager for warehouse products including loo rolls and exercise books. I cut my account management teeth at a global paper-based wholesaler managing the education channel, this allowed me to travel the world and understand both buying and selling roles along with managing the ESPO account and many of our competitors!

What is your current role and what does it involve?

My current role involves being the first port of call to the Place and Environment team for customer enquiries and contact, helping and advising them with using our framework solutions.

I also manage many of the customer channels for frameworks, working with customers to understand their procurement pipelines, framework gap analysis and increasing the use of ESPO frameworks across the whole portfolio.

How long have you been at ESPO?

This time around since Feb 2020, probably around 12 years combined total service!

How did/what made you get into procurement?

I came to ESPO originally as I had been made redundant by one of our now customers Riverside Housing Group. I was originally employed as a buyer for stationery which really ticked my stationery geek box!

What plans do you and the team have for the future?

Helping customers implement their contracts, supporting organisations in different ways and assisting and informing the team with customer requirement insights and new framework launches.

Favourite motto or quote:

'Why worry? If you have done the best you can, worrying won't make it any better'

What do you like to do when you're not working?

Travelling, finding the latest funky food establishments, or more recently, drinking San Miguel and listening to Spotify in our hot tub due to Covid restrictions!

What's New?

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



Buildings

- Tools and Ironmongery (96)
- Total Cleaning Services Solution (263)
- Water System Risk Assessment and Water Hygiene Monitoring Services (198)



Sports and Leisure

- Street Furniture (615)



Fleet and Highways

- Vehicle Rental - Self Drive (271)



Food and Catering

- Ready Meals (58)



Waste and Environment

- Grounds Maintenance Services (245)



Did you know?

We've recently extended our Document Management Solutions framework (390) to October 2022. The framework offers standalone scanning and storage services to a full end to end document management solution.

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



If you have any building related framework queries, feel free to get in touch with Rachel Morton on r.morton@espo.org.

For further information on any of the articles in this newsletter, or to discuss your procurement needs please contact sales@espo.org or visit 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.

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