

Bank of Baroda

Attending: Mar 9 2010 2:00PM Mar 9 2010 5:00PM

Business: Banking

Specific Purchasing Requirements: Advertising, Marketing services.

Barbican Exhibition Halls

Attending: Whole Event

Website: www.barbican.org.uk

Business: *The Barbican is Europe's largest multi-arts and conference venue presenting a diverse range of art, music, theatre, dance, film and education events*

Specific Purchasing Requirements: Cleaning, Contract cleaning services, Disabled equipment, Environmental services, Foodservices/Catering, Health and safety, Refuse collection, Sustainable/recycled products, Waste disposal.

Barts & The London NHS Trust

Attending: Mar 9 2010 9:00AM Mar 9 2010 12:00PM

Business: *NHS Trust, Barts and The London hospitals produce some of the best clinical outcomes in the UK - evidenced by one of the best survival rate records in the NHS. Our hospitals' full portfolio of specialist centres includes the country's biggest heart attack centre, leading edge cancer specialties, one of the UK's largest children's hospitals and a highly successful fertility centre. Home to London's air ambulance, Barts and The London is also one of the capital's leading traou*

Specific Purchasing Requirements: "Barts and The London hospitals produce some of the best clinical outcomes in the UK - evidenced by one of the best survival rate records in the NHS. Our hospitals' full portfolio of specialist centres includes the country's biggest heart attack centre, leading edge cancer specialties, one of the UK's largest children's hospitals and a highly successful fertility centre. I will be attending the event to find innovative new suppliers and point them to where opportunities may lie in our supply chain.

Berwin Leighton Paisner

Attending: Whole Event

Website: www.blplaw.com

Business: *Berwin Leighton Paisner LLP is a premier, full-service law firm headquartered in the City of London. ,*

Specific Purchasing Requirements: Security Guarding £250k, Record Storage £250k, Stationary & Printing £250k, Taxis & Couriers £250k, Premises maintenance inc M&E £250k, Contract Cleaning Services, Design/Reproduction, Engineering Services, Printing & Design, Security Prod. & Services

Purchasing Policy: *Procurement at BLP is the responsibility of the Directors of the Business Services departments who decide on the goods and services to be bought for the business, following appropriate markets review and testing by their in house teams.*

Reliability and high quality service are key to our selection of suppliers and contractors followed closely by price.

Our preference is to deal with organisations of a size which in our view guarantees they take our business needs seriously.

British Arab Commercial Bank Ltd.

Attending: Whole Event

Business: Bankers

Specific Purchasing Requirements: Awaiting purchasing requirements.

Carillion Plc

Attending: Whole Event

Business: *Construction and Services, Carillion plc is one of the UK's leading support services and construction companies, employing around 50,000 people. We have annual revenue of around £5bn and operations across Britain and in Europe, Canada, the Middle East, North Africa and Caribbean. , We have a portfolio of award-winning work in areas vital to society: health, education and regeneration, road, rail, defence and commercial property. From first concept to ongoing facilities mana*

Specific Purchasing Requirements: Building & construction, utilities, security and waste management.

Purchasing Policy: *Carillion plc is one of the UK's leading support services and construction companies, employing around 50,000 people. We have annual revenue of around £5bn and operations across Britain and in Europe, Canada, the Middle East, North Africa and Caribbean.*

We have a portfolio of award-winning work in areas vital to society: health, education and regeneration, road, rail, defence and commercial property. From first concept to ongoing facilities mana

City of London

Attending: Mar 9 2010 9:00AM Mar 9 2010 1:00PM

Specific Purchasing Requirements: The City of London spends around £160m per annum on a wide range of goods and services relating to Works (Construction, Architectural Services, Repairs and Maintenance, FM), Environmental Services, and all major categories of expenditure associated with Local Authorities as well as unique aspects of the City's functions. We welcome the opportunity to speak to any and all suppliers interested in doing business with the City.

Areas of spend include, but are not limited to Advertising, Architecture, Communications, Construction products and services, Design/reproduction, Disabled equipment, Electrical components, Energy management, Engineering services, Environmental services, Estates and facilities, Financial services, Foodservices/catering, IT hardware/software, Legal services, Marketing services, Media products and services, Professional services, Refuse collection, Security products and services, Street furniture, Sustainable/recycled products, Training, Vehicle leasing and maintenance, Waste disposal.

Purchasing Policy: *The City of London welcomes the opportunity to talk to suppliers working in all fields. The City's spend profile is too broad to detail here; most major categories of expenditure are covered by the organisation.*

While many categories of expenditure are under contract, we welcome the opportunity to talk to any contractor interested in establishing contact with us in the future, and may be able to help you identify current and future opportunities for working with the City of London.

Since the City's procurement is devolved, we will not be able to give detailed advice on each category, but we will be able to direct suppliers towards individual divisions and departments, as well as giving further advice on how suppliers can register on the London Tenders Portal (www.londontenders.org).

City Of London Police

Attending: Whole Event

Business: *The world's leading business and financial centre demands a bespoke police force, which is equipped to protect and support this unique environment, and to meet head-on the policing challenges it represents.*

Specific Purchasing Requirements: Clothing & Textiles, Communications, Estates & Facilities, Health & Safety, IT Hardware/Software, Security Prod, Vehicle Leasing & Maint.

Purchasing Policy: *The vast majority of procurement requisitions are satisfied through the Corporate of London as our contracting Authority. The force operates a system of delegated spend to budget holders.*

Clifford Chance LLP

Attending: Whole Event

Business: *Clifford Chance is one of the world's leading law firms, helping clients achieve their goals by combining the highest global standards with local expertise. The firm has unrivalled scale and depth of legal resources across the three key markets of the Americas, Asia and Europe and focuses on the core areas of commercial activity: capital markets; corporate and M&A; finance and banking; real estate; tax; pensions and employment; litigation and dispute resolution. Clifford Chan*

Specific Purchasing Requirements: Advertising, Contract cleaning services, Design/Reproduction, Foodservices/Catering, Hotel service & facilities, Marketing services, Printing & design, Professional services, Security products. & services, Sustainable/Recycled products and Temporary staff.

Corps Security

Attending: Whole Event

Business: *Security*

Specific Purchasing Requirements: Awaiting purchasing requirements

CRI - Crime Reduction Initiatives

Attending: Whole Event

Website: www.cri.org.uk

Business: *Third sector-Charity-CRI works to create safer and healthier communities.*

Specific Purchasing Requirements: Access control, Cleaning, General Maintenance, Janitorial Supplies, Office Equipment and Supplies, Relocation/Removal, Waste Management; Water coolers, Fire & Safety equipment, Vehicle Purchase & Leasing: £33,000.

Purchasing Policy: *Since 1977, CRI has grown from a local concern, with an income of £33,000 and 13 staff providing services in Sussex, to one with more than 875 staff, about 300 volunteer and mentors, a turnover of more than £32 million and a portfolio of services stretching the length and breadth of England and Wales.*

CRI's services are broken down into individual projects of approximately 150 different locations. Each project will be funded by local government and drug action teams. The projects will have been successfully tendered for and won by CRI. Each service will have a budget of its own which will depend on the size/location/service that it provides. CRI's procurement function is still in its infancy. With 4 new Regional Procurement Coordinators in post to aid the National Procurement Coordinator, we are constantly developing procedures and processes to streamline the function and become more cost and time effective. We have no "central" budgets at all as each individual project will have its own funds. The objectives of the procurement team are to rationalise, centralise and sometimes regionalise the products and services procured through the organisation. This will allow for overall cost savings across the organisation as each project will be expected to use these contracts.

The 4 Regional Procurement Coordinators will aid the Regional Facilities Managers in purchasing a range of goods for new sites and services including furniture, phone systems & lines, access control, intruder/fire/panic alarms, water coolers etc. They will also be responsible for ordering products for existing site and services such as replacement mobiles, photocopiers etc. The majority of the high spend items will be centrally managed by the National Procurement Coordinator.

CRI's procurement team does not yet have a dedicated procurement system which allows automatic order generation and on line catalogues. Instead orders have to be raised manually using electronic forms to obtain information and email to the suppliers.

GLE One London

Attending: Whole Event

Business: *Business support agency*

Specific Purchasing Requirements: Stationary, Couriers, Fleet cars / taxi on account, Catering, Washroom products, Contract cleaning services, Environmental services, Foodservice/catering, ID cards and systems, Office

equipment and furniture, Sanitation, Washroom products and services.

Purchasing Policy: *As office manager, I maintain the office facilities and handle the procurement of office products and services. I get several quotes from companies having researched or received recommendations then decide based on cost, competency, location/green credentials.*

Greenwich Leisure Limited

Attending: Whole Event

Website: www.gll.org

Business: *Leisure Management*

Specific Purchasing Requirements: Electrical maintenance: £1.5m, General maintenance: £3.5m, Sports goods and services: £750k, Cleaning chemicals; £500k, Pool maintenance: £700k, Gym equipment maintenance: £900k, Grounds maintenance: £250k, Bacteriological testing: £350k.

Purchasing Policy: *The overall aim is to provide best value for money at minimum risk in the most efficient and effective manner by instilling a collaborative approach to procurement.*

The following have been identified as key objectives:

- *To increase value for money and reduce costs.*
- *To improve the system for ordering and make use of electronic catalogues.*
- *To establish standard procurement procedures that incorporate Corporate, Social Responsibility; Equality and Environmental requirements.*
- *To organise better communications between the Procurement team, stakeholders and users to improve supplier service and performance levels.*
- *To provide ready access to procurement information to assist the procurement team and Budget Holders in constructing better contracts, negotiating with suppliers, making the best use of the Company's purchasing power and rationalising requirements.*
- *To position the Procurement team as the central point of contact on all procurement issues.*
- *Making the best use of the Company's purchasing power and rationalising requirements.*
- *To position the Procurement team as the central point of contact on all procurement issues.*

Interserve FM

Attending: Whole Event

Website: www.maclellan-int.com

Business: *Facilities Management*

Specific Purchasing Requirements: Cleaning, Electrical components, Environmental services, Estates and facilities, Foodservice/catering, Grounds maintenance, Office equipment and furniture, Refuse collection, Sanitation, Sustainable/recycled products, Washroom products and services, Waste disposal.

Purchasing Policy: *Interserve is a services, maintenance and building group, a FTSE 250 company with revenue of £1.8 billion. We create buildings and other structures for our clients in the public and private sectors. We maintain many different types of buildings, the operational systems that support them and a range of plant and equipment in specialist fields. We co-ordinate a host of background services for our clients to keep them running smoothly and efficiently while they concentrate on their core business.*

Interserve Facilities Management, as part of Interserve Plc, provides all manner of support services to a wide range of business sectors. Sustainability is not only a key consideration for the operation of the services but also for the procurement department which has a demonstrable history of working with suppliers to develop innovative and sustainable solutions.

Liquid Capital Markets Ltd

Attending: Whole Event

Business: *Trading Company, Money Makers*

Specific Purchasing Requirements: Electrical components, Energy management, Engineering services, Estates and facilities, Health and safety.

London Borough of Camden

Attending: Whole Event

Business: Local government

Purchasing Policy: I am willing to meet anyone other than those supplying materials. Many of our contracts are let under framework, partnership or on a long term basis but if suppliers cannot contract direct with us I will be supplying then with details of our main contractors who they can contact for sub-contracting opportunities.

Maxwells Restaurant Group

Attending: Mar 9 2010 12:00PM Mar 9 2010 5:00PM

Business: Bars/restaurants/nightclubs

Specific Purchasing Requirements: Meat £900k, Fish £750k, Dry goods £400k, Disposables £400k, Glassware £150k, Light equipment £75k, Wines £1.2m, Linen/laundry £500k

Purchasing Policy: Procurement within Maxwells is seen as highly strategic, focusing prices along with customer expectations. Procurement is mainly led on price, however quality is a given. Maxwells looks for long term relationships in order to work effectively with key suppliers. There has been organic growth within Maxwells and a great deal of time is spent analyzing suppliers and the current market. Day to day procurement is unit based, all other procurement is led by head office.

Old Bailey (Central Criminal Court)

Attending: Whole Event

Business: Universally known as the Old Bailey, this is the probably the most famous criminal court in the world, and has been London's principal criminal court for centuries. It hears cases remitted to it from all over England and Wales as well as the Greater London area.

Specific Purchasing Requirements: Cleaning products, Clothing & textiles, Waste disposal

Old Mutual Asset Managers

Attending: Mar 9 2010 9:00AM Mar 9 2010 12:00PM

Business: Financial

Specific Purchasing Requirements: Electrical components, Energy management, Environmental services, Health and safety, Office equipment and furniture.

Partners in Purchasing Ltd

Attending: Whole Event

Website: www.pipltd.net

Business: Procurement for Facility Management & Hospitality

Specific Purchasing Requirements: Butchery; £10m, Bakery/dairy/fish/chilled foods; £3.1m, Frozen; £5m, Green grocery; £3.8m, Grocery; £8m, Beverages/non food/consumables; £30m.

Purchasing Policy: PIP the only fully transparent procurement consultants within the hospitality and catering industry. Our service offer includes outsourced purchase ledger, auditing, benchmarking, product portfolio management, procurement support, product sourcing and tendering. Market sectors include financial services, facility management, business & industry, leisure, education and healthcare.

Redactive Media

Attending: Whole Event

Website: www.redactive.co.uk

Business: Redactive provides; Contract Publishing, Print Management, Digital Services and Event Management.

Specific Purchasing Requirements: Print-Litho-Web-Digital, Print Paper £2m, Strategic Partnerships on web print solution, Mailing and Fulfillment
Purchasing Policy: Redactive Media Group are one of the largest Contract Publisher's in the UK are looking for looking for suppliers who will offer Value Added services we can offer to our client base from technology solutions such as Web to Print through to the latest printing solutions. To become an approved supplier of Redactive you should submit your latest report and accounts along with a plant list of kit and proof of any accreditation your company has achieved such as ISO and trade bodies. You will also need to supply to references and outline the areas that you specialise in.

SEB

Attending: Whole Event

Website: www.seb.se

Business: Banking

Specific Purchasing Requirements: Catering supplies (coffee beans) £7k, Offsite storage £45k, Recyclable disposables £8k, Mechanical and electrical contractor £130k, Utility spend gas and power £360k, Energy management, Environmental services, Estate and facilities, Sustainable recycled products.
Purchasing Policy: More and more procurement is being centralised to head office with global agreements.

Skanska Construction

Attending: Whole Event

Business: Construction

Specific Purchasing Requirements: Energy Management, Sustainable/Recycled Prod.

Snow Hill Police Station

Attending: Whole Event

Business: Policing

Specific Purchasing Requirements: Security, Electrical equipment/materials, Hygiene and health and safety materials/equipment, Building materials/equipment, Office furniture equipment/materials, energy management, Construction products and services, Disabled equipment, Electrical components, Estate and facilities, Health and safety.
Purchasing Policy: The system/procedure for procuring items required for use in the police service is: the suppliers need to be on the City of London Corporation's approval list, unless they can show they are a local company or are competitive with the Corporation's approved suppliers, once this has been established then I am allowed to compare the price of the items/materials I require, I then forward my requisition to my line manager for approval who then sends it on to the suppliers has an order and hopefully the items/materials are then delivered for which an invoice follows which I authorise and forward on to our finance department for payment.

Sompo Japan Insurance Company of Europe

Attending: Whole Event

Business: Insurance

Specific Purchasing Requirements: Office equipment, Couriers, Cleaning, Stationary, Office furniture, Environmental services, IT hardware/software, Mobile communications.
Purchasing Policy: We maintain office facilities and are looking for suppliers who are environmentally green.

St Andrews Holborn Church Foundation

Attending: Whole Event

Website: www.standrewholborn.org.uk

Business: *Charity/business services/meeting room conference hire*

Specific Purchasing Requirements: Food service and catering, Print and design and Stationery.

THB Group plc

Attending: Whole Event

Website: www.thbgroup.com

Business: *Insurance*

Specific Purchasing Requirements: Maintenance 40k, Waste & Shredding 15k

Electrical Components, Engineering Services, Energy Management, Estates & Facilities, Refuse Collection, Sustainable/Recycled Prod., Waste Disposal

Purchasing Policy: *Market research for potential supplies, short list contracted.*

Three suppliers asked to submit a quote against a tender document, decision made by Howard Jones.