

# STAR

## STAR Meet the Buyer 2022 Supplier Information Pack

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Thursday 24 November 2022, 10am - 4pm  
Hyde Town Hall, Corporation St, SK14 1AB

[STAR-Procurement.gov.uk/Events/Meet-the-Buyer-2022](https://STAR-Procurement.gov.uk/Events/Meet-the-Buyer-2022)

# STAR

Leading  
transformation  
through  
procurement and  
cooperation

In partnership with



## About STAR

STAR Procurement is the award-winning procurement shared service for Rochdale, Stockport, Tameside, and Trafford.

In partnership with our 4 councils, STAR are holding a Meet the Buyer event. The event is **free** to attend, we value the importance of meeting with suppliers and providers in our local area and would like to extend an invitation to you to come and meet us.

Our Meet the Buyer event will be held on Thursday 24 November 2022 at Hyde Town Hall.

This Supplier Information Pack will provide you with details of our guest exhibitors and seminars which you will be able to meet and attend on the day.

Register below for a free ticket to attend.

## Expect to:

✓ Meet key stakeholders

✓ Learn how to bid for tenders

✓ Find upcoming opportunities

✓ Network with other local businesses

## Register Now:

<https://bit.ly/3U8Sdzj>

# STAR

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# STAR

## STAR Procurement

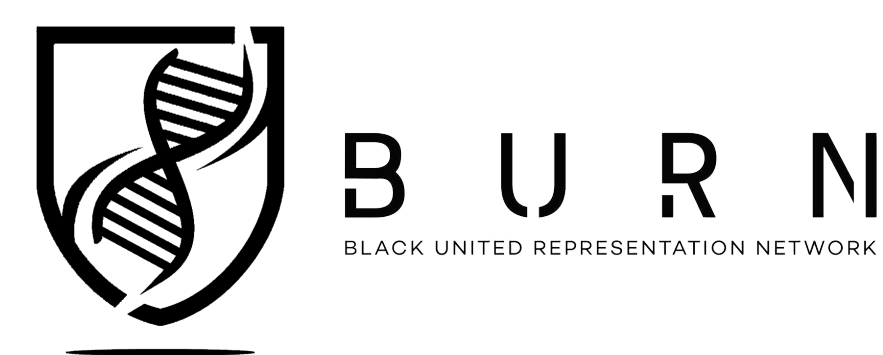
STAR Procurement is the shared procurement service for Rochdale, Stockport, Tameside and Trafford. They work with the Local Authorities to procure supplies, services or building work, with contracts open to suppliers from the public, private, voluntary or community sectors.

STAR manages the procurement process through a category management approach. It comprises 3 category teams: People, Place and Professional.

Further information: <https://www.star-procurement.gov.uk>

Upcoming opportunities: <https://bit.ly/3SQF90H>

## BURN



Founded in 2020, the Black United Representation Network (BURN) is a membership-based organisation for Black Professional, Black Businesses and Corporate Allies. It exists to tackle inequalities impacting people of Caribbean and African descent through by growing the number of Black professionals on decision-making boards, capacity building Black businesses and Social Enterprises to win public and private sector contracts in addition to increasing UK trade flows with Africa and the Caribbean. We see business as a force for good. BURN is on a mission to bring about systemic change to deliver a levelled up North.

BURN has been chosen by HS2 as their northern partner to engage Diverse, Local and SME Businesses in HS2 procurement opportunities. The aim of the programme is to introduce the area's minority ethnic businesses to the world of public sector procurement. BURN is keen to work with other public and private sector businesses who are also committed to supplier diversity, and wish to do business with Black, Asian and Minority Ethnic Businesses. We look forward to collaborating with you. Contact us today at [info@burncic.org](mailto:info@burncic.org)

Further information: <http://www.burncic.org>



# STAR

## Bloom



Bloom Procurement Services offers the public sector a fully compliant, open access marketplace to buy and manage professional services. We are recognised as one of the fastest growing marketplaces in the UK.

We ensure the delivery of quality outcomes from our pre-approved and ever-growing network of suppliers and consultants. Our fully compliant open access marketplace is outcomes based meaning the public sector only pays for what is delivered.

We provide a compliant managed procurement service covering specification development, supplier identification & onboarding, commercial management, and lessons learned upon successful delivery of outcomes.

Further information: <https://bloom.services/>

## Constellia



Over 90 NHS Trusts, local authorities, central government bodies, universities and housing associations are already benefiting from the flexible, on-demand support of our specialist procurement team and our dynamic marketplace of suppliers for their goods, works and services procurement needs. Our model delivers Direct Awards in 1-5 days and mini competitions within 10, if appropriate, via the AEC Neutral Vendor Framework.

As a Neutral Vendor, Constellia are able to coach suppliers through the tender process, helping you fully understand our clients' requirements and enhancing your win-rate. Our user-friendly platform and support from a dedicated team means that suppliers can onboard to the Constellia Marketplace in under a day.

Further information: [www.constellia.com](http://www.constellia.com)

# STAR

## CCS



Crown  
Commercial  
Service

CCS plays an important role helping the UK public sector save money when buying common goods and services.

We use our commercial expertise to help buyers in the central government and across the wider public and third sectors to purchase everything from stationary and laptops to fleet vehicles and electricity.

Our dedicated team works closely with a number of wider public sector organisations across Greater Manchester to ensure effective collaboration and procurement across the whole of the public sector.

Speak to our team to find out about upcoming opportunities where you can help strengthen your local economy.

Further information: <https://www.crowncommercial.gov.uk/buy-and-supply/>

## Galliford Try



Galliford Try Construction North West is part of Galliford Try, one of the UK's leading tier one construction *groups*. We operate across a number of sectors, including education,

aviation and rail, to deliver safe, sustainable, customer-focused and market-leading construction solutions across the North West and North Wales.

Galliford Try is active on a diverse range of national and regional frameworks and has developed positive, long-standing relationships with our clients and supply chain partners.

We have an excellent track record of delivery and commercial performance, demonstrating the quality of our people, resilience and service.

Further information: <https://www.gallifordtry.co.uk/about/>



# STAR

## Growth Company - Business Growth Hub



Business Growth Hub, part of the Growth Company, offers state-funded strategic business advice, specialist services and funding support for MSMEs based in Greater Manchester. The wide range of support services are available to businesses at all stages of their growth journey and are delivered by experts through one-to-one business support, cohort programmes and workshop events.

Today we will be giving you an overview of the business support we can offer with regards to Social Value. Social Value is becoming an ever-present part of the public tendering process and businesses will be required to have an understanding of how they can embed community benefits through the delivery of their products or services. With the emergence of COVID, it is more important than ever that businesses are playing their part to do business the right way and, as a result, create a thriving Greater Manchester.

Further information: <https://www.businessgrowthhub.com/here-for-business>

## GM Chamber of Commerce



Greater Manchester Chamber of Commerce is the largest accredited Chamber of Commerce in the UK, providing business support to over 4,000 members who collectively employ over 350,000 workers.

Chamber membership gives businesses access to everything from networking events to advice and support on key business issues including HR, H&S, Legal and Skills Support. Key sectors such as Property & Construction are represented by their own dedicated groups and regular events.

Further information: <https://www.gmchamber.co.uk/membership/benefits/>

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## GM Good Employment Charter



The Greater Manchester Good Employment Charter is a voluntary membership and assessment scheme which has been created to help deliver good jobs with opportunities for people to progress and develop, along with a thriving and productive economy. The Charter aims to improve employment standards across all GM employers regardless of size, sector, or geography.

Further information: <https://www.gmgoodemploymentcharter.co.uk/>

## Oxygen



Oxygen Finance exists to help businesses thrive as the UK's leading provider of public sector early payment programmes. We work with local authorities to pay suppliers ahead of terms in exchange for a small rebate, which in turn funds local services. Small and micro businesses can also benefit from our FreePay programmes gets them paid earlier, for free.

Further information: <https://www.oxygen-finance.com/who-are-oxygen-finance/>



# STAR

## North West Construction Hub



North West Construction Hub (NWCH), are a procurement vehicle supporting public sector organisations to help them to deliver better services for local people at an affordable and sustainable cost.

We want to make a positive difference to the people and places around the buildings that are procured through our frameworks. Manchester City Council (MCC) was approached to act as the lead for the North West Construction Hub (NWCH) on behalf of North West Public Bodies.

Further information: <https://www.gmgoodemploymentcharter.co.uk/>

## Living Wage Foundation



The real Living Wage is based on the cost of living and is voluntarily paid by over 11,000 UK employers believe we all need a wage that meets our everyday needs. It is the only UK wage rate that is voluntarily paid by over 11,000 UK businesses who believe their staff deserve a wage which meets everyday needs - like the weekly shop, or a surprise trip to the dentist.

Over 300,000 employees have received a pay rise as a result of the Living Wage campaign and we enjoy cross-party support. We have a broad range of employers accredited with the Foundation including half of the FTSE 100 and big household names including Nationwide, Google, LUSH, Everton FC and Chelsea FC.

The importance of the real Living Wage has never been higher given the current cost-of-living crisis and we hope that 'fair pay for fair work' is a value that will ring true for all businesses.

Further information: <https://www.livingwage.org.uk/>



# STAR

## Rochdale Development Agency



Rochdale Development Agency was established in 1993 and is dedicated to promoting Rochdale as a central investment location while continuing to support and assist existing investors.

On behalf of Rochdale Borough Council, The RDA:

- Manages over 100 properties
- Provides business support to local small businesses
- Works with local contractors for quality repairs & maintenance
- Provides efficient workspace

Further information: <https://investinrochdale.co.uk/>

## Rochdale Sustainability Lead



Sustainability is about meeting our needs now without compromising the ability of future generations to meet their own needs. True sustainability can only be achieved if social, economic and environmental factors are balanced.

The council has an important role to play in helping to deliver a more sustainable borough. This is because we're an employer, a provider of local services and a community leader.

We've therefore created some goals to help make the borough of Rochdale more sustainable.

**Our goals cover the 3 main areas of sustainability:**

- **Social sustainability**- meet people's basic needs and provide opportunities to ensure quality of life
- **Economic sustainability** - grow the economy while using resources efficiently and responsibly
- **Environmental sustainability**- conserve natural resources and protect ecosystems for future generations

Further information: <https://www.rochdale.gov.uk/climate-change/sustainability-goals-outcomes>



# STAR

## Social Value Portal



**Our mission is to engage, enable and empower people and organisations to work together in the pursuit of social, economic and environmental wellbeing.**

We're Social Value Portal. The social impact company that prevents 'greenwashing' and sets tangible action.

We bring rigour to the way you measure, manage, and report social value. And help you to prove exactly how your organisation, and suppliers, are making a difference in communities.

Ensuring social value is embedded within your organisation, in a way that's consistent, transparent, accurate and effective is what we love to do. And that's because we live it – our own business is built so that we're set to deliver **our own social value** where we can. And we've pledged to work with our customers to **deliver £100 billion of social value by 2025**.

Further information: <https://socialvalueportal.com/>

## Stockport College



At Stockport College we believe a talented workforce is the key to success. We can work with you to develop existing staff, recruit new staff for your organisation and collaborate, making a positive impact on your organisation, our learners, our society, and economy.

Close working relationships with businesses develop our students, whether placements, site tours, guest speakers in industry, projects, research etc. You can engage at a level that suits your availability and aspirations: from light-touch involvement that introduces learners to your sector, to higher intensity interactions that shapes tomorrow's talent.

Stockport College is part of a network of colleges, called the Trafford College Group (TCG) which includes Trafford College, The Cheadle College and Marple Sixth Form College. We offer vocational courses, T levels, apprenticeships and adult courses as well as A-levels at our other Colleges.

Further information: [www.stockport.ac.uk/employers/](http://www.stockport.ac.uk/employers/)





## Stockport NHS Foundation Trust



Stockport NHS Foundation Trust runs Stepping Hill Hospital, and other specialist centres, as well as community health services across the district of Stockport.

The trust holds a unique position in the Stockport community as the provider of healthcare and one of its largest employers, with over 5000 members of staff. With a budget of over £360 million it is an integrated provider of acute hospital and community services to the people of Stockport, as well as serving the populations of East Cheshire and the High Peak in North Derbyshire, and also other patients it treats from other boroughs in Greater Manchester who choose its services.

In addition to Stepping Hill Hospital, other hospital services it runs are the Devonshire Centre for Neuro-rehabilitation, and the Bluebell Transfer to Assess Unit, both in Stockport.

The trust plays a key partnership role with Greater Manchester, Stockport and East Cheshire. It is a specialist 'hub' centre for emergency and high risk general surgery, and one of only four in Greater Manchester, covering the South East sector of the region. It is also one of the three main stroke centres in the Greater Manchester region.

Further information: <https://www.stockport.nhs.uk/>

## YPO



YPO, one of the UK's largest public sector buying organisations, offers high-quality products and services to meet the needs of local authorities and the wider public sector. We have over 100 compliant, free-to-use frameworks and dynamic purchasing systems, as well as easy access to pre-vetted suppliers. We're always looking for ways to support small to medium enterprises with public sector procurement, helping to increase social value and savings, and are working collaboratively with our partner, SME service provider, Go4Growth to achieve this.

Further information: <https://bit.ly/3swZSM4>





## Seminars

STAR have prepared presentations and arranged guest presentations to run throughout the day of the event. Please see below the host of the presentations and description of what will be included.

These presentations are free to attend, and no booking required for them. You are welcome to attend as many as you would like. They will be held in a room just off of the main hall of the event and seating is provided.

Presentations hosted by STAR will also be available online after the event has been held.

### **Procurement; Back to Basics**

**Hosted by: Claire Chitty & Peter Walpole, STAR**

10:30 -  
10:50

This presentation will provide an introduction to STAR and its clients, the services we provide and how we procure on their behalf. We will also be looking at our available routes to market, Risk Based Sourcing & supporting our local supply chains.

### **E-Tendering (The Chest)**

**Hosted by: Ed Farnworth & Liam Gilmore, STAR**

10:55 -  
11:15

Introduction to The Chest, how to register, access opportunities, apply to tender and opportunity to ask any questions you have about the portal.

### **Introduction to Social Value**

**Hosted by: Paul Atherton, STAR & Nadir Sultan, The Growth Company**

11:20 -  
11:40

This session will be delivered to you by STAR Procurement and The Growth Company to give you an understanding of what social value is, best practice in Greater Manchester and tips on how to get match-fit in responding to the social value element of tenders.



# STAR

11:45 -  
12:05

## **The Black United Representation Network (BURN)**

**Hosted by: Mike Crawford & Soifur Rahman, BURN**

An introduction to BURN - Why we exist.

12:10 -  
12:30

## **Public Sector Tendering**

**Hosted by: Mike Tyler, North West Construction Hub**

How to navigate the Motorways, Avenues, crescents and cul-de-sacs of tender opportunities.

12:35 -  
12:55

## **Get Paid Faster: Becoming a Priority Account**

**Hosted by: Libby Daniels, Director of Service Delivery, Oxygen**

How suppliers to Local Authorities can get paid faster. The Priority Account Service is a voluntary scheme open to all providers to STAR Local Authorities, ensuring your payments are made in 10 days or less. Hear more about how it works, how it can benefit you & your organisation, and how you can join today.

13:00 -  
13:20

## **Real Living Wage: It's more important than ever**

**Hosted by: Sophie Little & Ben Holland, Living Wage Foundation  
& Chris Smallwood, Anchor Removals**

To learn more about becoming an accredited Living Wage Employer and why it's more important than ever to pay a real Living Wage based on the cost of living. You'll hear from the Living Wage Foundation on the history of the campaign and how to become accredited. You'll hear from Living Wage Champion, Chris Smallwood, on why paying the real Living Wage in business is the golden ticket.

13:25 -  
13:45

## **Social Value - 6 GM Priorities (12 Steps)**

**Hosted by: Lynda Brookes, Michael Crook & Jamie Cooper, STAR**

An overview of STAR Procurement's commitment to Social Value, with a focus around the 6 Greater Manchester Priorities.



# STAR

13:50 -  
14:10

## **Presentation by GM Good Employment Charter**

**Hosted by: GM Good Employment Charter**

An overview of The Charter, its impact to date and the benefits to businesses of becoming involved.

14:15 -  
14:35

## **Introduction to Bloom**

**Hosted by: James Kent & Helen Barlow, Client Solutions, Bloom**

A presentation on how Bloom can support your organisation in procuring professional services through our compliant route to market.

14:40 -  
15:00

## **Working with Social Value Portal**

**Hosted by: Ashley Morgan, Social Value Portal**

Learn more about who Social Value Portal, and how they can support you on your Social Value Journey

15:05 -  
15:25

## **The Challenge of Climate Change in Rochdale: How can public procurement support our ambition?**

**Hosted by: Mark Bramah, Rochdale Council**

An overview of our climate change priorities, case studies of some of our low carbon projects, the role of procurement and social value in achieving our objectives