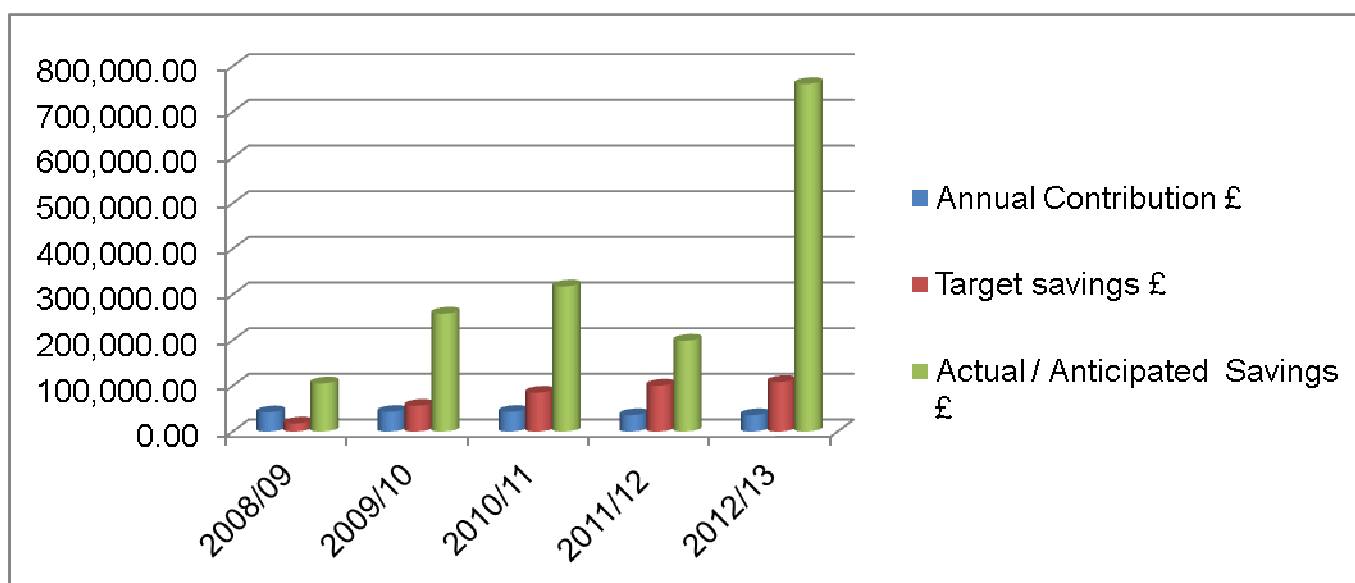


Procurement Lincolnshire – Outturns 2008 -2013

Annual Outturns:

Year	Annual Contribution £	Target Savings £	Actual / Anticipated Savings £
2008/09	42,020.00	17,643.00	105,406.00
2009/10	43,071.00	56,396.00	258,133.00
2010/11	43,071.00	85,040.00	317,643.00
2011/12	35,875.00	100,483.00	199,026.00
2012/13	35,875.00	108,391.00	760,803.00



Cumulatively 2008-2012 South Holland have achieved £880,208.00 in savings through being a partner member of Procurement Lincolnshire. Anticipated savings for the next three years however are beyond all expectations:-

2012/13 - £760,803.00

2013/14 - £785,632.00

2014/15 - £694,329.00

Although we achieve some of these savings through individual procurement projects, the vast majority come through collaborative procurement across the county.

Collaborative procurement is the ability to collectively purchase/contract, goods/services that meets the need of each individual authority. It is not about 'one size fits all', which has been a common misconception.

Our annual contribution gives us a dedicated, CIPS qualified (Chartered Institute of Purchasing and Supply) business partner on site one day a week, unlimited access to a team of 30+ procurement specialists and free legal advice on procurement matters.

SHDC Return on Investment (ROI):

Return on investment tells us for each £1 that we have invested (through our annual contribution) how much we get back in savings, so currently for 2012/13 we are anticipating that for each £1 we have invested, we will receive £20.21 back in cashable savings.

Year	Annual Contribution £	Return on Investment £	Current ROI
2008/09	42,020	105,406	1.51
2009/10	43,071	258,133	4.99
2010/11	43,071	317,643	6.37
2011/12	35,875	199,026	4.55
2012/13	35,875	760,803	20.21

Historically we have received one of the highest ROI within the partnership, and this is not expected to change for 2012/13, and as is illustrated in the table below, our ROI is currently nearly three times that of Procurement Lincolnshire as a whole.

2012/13 Partner ROI comparison (anticipated):

Boston Borough Council	City of Lincoln Council	East Lindsey District Council	Lincolnshire County Council	North Kesteven District Council	South Holland District Council	South Kesteven District Council	West Lindsey District Council	Procurement Lincolnshire
3.96	13.40	4.74	5.38	32.94	20.21	5.30	3.81	7.17

2012/13 Confidence Levels:

When we provide anticipated figures for the year we break them down into confidence levels, which are the levels of assurance we feel that the predicted savings will actually be realised. At the beginning of the year the vast majority of anticipated savings are at a low confidence level, as we then progress throughout the year, the confidence levels increase as projects near completion and savings are realised.

Currently the 2012/13 confidence levels for SHDC are:-

	Confidence Level	Annual savings
Speculative	5% Confidence	£52,715.00
Rough Estimate	25% Confidence	£55,011.00
Informed Estimate	50% Confidence	£26,241.00
Volume Prediction	75% Confidence	£599,639.00
Verified	99% Confidence	£27,197.00
TOTAL		£760,803.00

SHDC Current Projects:

The projects that are currently being delivered and the savings that are anticipated from each are detailed in the table below.

Project Name	12/13	13/14	14/15	15/16	Project Total
Air Quality Monitoring	£9,167	£6,873	£0	£0	£16,040
Building Materials Consolidation	£26,241	£65,555	£39,081	£0	£130,877
Call charging and line rental - landlines	£6,234	£0	£0	£0	£6,234
Cash Collection from Council Premises	£15,163	£15,472	£15,788	£9,344	£55,767
Collaborative Dry Recyclables	£557,127	£557,127	£557,127	£0	£1,671,381
Collaborative Internal Audit	£17,333	£17,333	£0	£0	£34,666
Disaster Recovery	£5,883	£3,168	£0	£0	£9,051
Drains / Sewage	£3,782	£0	£0	£0	£3,782
East Coast Merged Service - Election Software	£5,706	£5,934	£0	£0	£11,640
Grounds Maintenance Equipment (Mowers)	£7,618	£7,618	£7,618	£635	£23,489
Housing Contracts	£50,000	£50,000	£0	£0	£100,000
Print Services Framework	£11,522	£11,522	£11,522	£11,522	£46,088
Property Asset Valuations	£1,538	£1,541	£1,541	£0	£4,620
Refuse Fleet Procurement			£18,163	£18,163	£36,326
SHDC LCV's	£39,281	£39,281	£39,281	£0	£117,843
Skip Hire Services	£4,208	£4,208	£4,208	£0	£12,624
Total Savings	£760,803	£785,632	£694,329	£39,664	£2,280,428