

Think Procurement - The Online Procurement Newsletter from Brian Farrington Ltd

Welcome to December 2006 issue of our FREE monthly update *Think Procurement* from Brian Farrington Ltd, the leading procurement consultancy organisation for people involved in managing third party expenditure. Our newsletters are read by over 2,000 employers and managers each month.

If you have been forwarded this newsletter by a colleague, you can sign up online to receive the service direct: <http://www.brianfarrington.com> , go to the 'news' section.

At Brian Farrington Ltd we want to help you. Our team of procurement consultants is waiting to hear from you. Please call us on 01744 20698 for friendly, confidential advice and support on procurement and related matters.

Sent to over 2000 subscribers on the first Monday of every month

Please pass on *Think Procurement* to those in your network

To leave the list or change an e-mail address, scroll to bottom

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This Month's Hot-Links
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Get previous issues of *Think Procurement* on the web:

<http://www.brianfarrington.co.uk/news.htm>

CIPS Manchester & Construction North West Branch event in Lymm, Cheshire on 23 January 2007. The presentation will be on "the value of procurement to project management", an increasingly essential part of the competency of all purchasing & supply chain staff. Details:

<http://www.cips.org/branchevents.asp?CatID=292&PageID=723>

Hawksmere IT and software procurement co-presented by Stephen Ashcroft on 20/21 February 2007. This seminar provides advice on how to manage the commercial risk inherent in every IT and software contract. Details:

<http://www.hawksmereltd.co.uk/hawksmere/event.php?product=192&type=public>

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News

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1. Radiation investigation: lessons in business continuity

As the investigation into the poisoning of a former KGB agent continues, more London businesses are having their premises searched for traces of radiation.

Those business forced to close down their premises following the investigation, are now faced with the task of managing the impact of the crisis on their operations. What impact would the dislocation of a supplier's business have on your operation? What due diligence do you undertake? What assurances do you receive from your suppliers about their plans?

The British Standard Institute's *BS 25999-1:2006 Code of practice for business continuity management* was recently published. Up until now most businesses have used the PAS 56 specification, which provides a series of good practice recommendations when formulating a business continuity plan, but this is not a formal standard.

The new standard will be in two parts. The first part, *BS 25999-1:2006 Code of practice for business continuity management*, which replaces PAS 56, has now been published. The second part, *BS 25999-2:2007 Specification for business continuity management* will specify the process for achieving certification that business continuity capability is appropriate to the size and complexity of an organisation. This should be available early in 2007.

BS 25999-1:2006 Code of practice for business continuity management can be purchased from the [British Standards website](#).

Please note Brian Farrington Ltd has no commercial links with British Standards.

2. National School welcomes new Associate

We are pleased to announce that Stephen Ashcroft has been appointed by the National School of Government (www.nationalschool.gov.uk) to provide expertise in a range of management disciplines such as purchasing, contract management and negotiation.

David Spencer, Principal and Chief Executive, National School of Government explains: "We are building our associate network to strengthen the National School's capability to respond to the needs of public sector organisations, and provide them with the best possible learning and development across the full range of management and organisational problems they face".

The associates comprise of a limited number of individuals and niche providers of development based across the UK. Their appointments follow an extensive procurement exercise involving the sifting of 2000+ applications. The National School's clients are across the civil service, wider public sector and beyond and operate mainly in the UK, with a number of overseas organisations.

Details on our range of public sector procurement solutions – consultancy, training, interim/project support and recruitment - are available from s.ashcroft@brianfarrington.com

3. Goodbye Julie!

Julie Ellison writes:

It saddens me to tell you that I will be leaving Brian Farrington Ltd in two weeks after nearly three years. I have been incredibly lucky to be part of this grand team!

There comes a time for everyone to move on and although I will GREATLY miss everyone at BFL, I am also looking forward to having the time (and energy!) for some exciting new pursuits.

So....I'm packing up and cleaning the sweet wrappers out of the desk, but I could not leave without saying goodbye, and *thank* you, to all of you here and wishing you all good luck and all the best for the future! 😊

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Online bookshop

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Farrington and Lysons
'Purchasing and Supply Chain Management'

Described by CIPS as a "Purchasing Bible" and "a fundamental purchasing knowledge resource. The publication of this seventh edition marks its 24th year and it can fairly claim to be the most comprehensive textbook on purchasing and supply chain management currently available."

Thank you CIPS for such a positive testimonial!
The 709-page book is available from:
<http://www.pearsoned.co.uk/Bookshop/results.asp>

To enjoy a 15% discount access the Pearson bookshop via www.brianfarrington.com and go to the link on the news page.

Please note Brian Farrington Ltd has no commercial links with CIPS.

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And finally

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It is appropriate at this festive time of year to say thank you for your interest and support in this free monthly newsletter 'Think Procurement' of the Brian Farrington Ltd. We look forward to continuing and developing our working relationship with you in 2007.

Brian Farrington Ltd advises businesses on procurement policy, strategy and procedures. We do this professionally and with understanding.

Established in 1978, Brian Farrington Ltd has established itself to become one of the UK's leading providers of procurement consultancy, training interim/project support and advice, with over 2,000 professionals enjoying the benefits of membership of the Brian Farrington Ltd Network who subscribe to our monthly e-newsletter service.

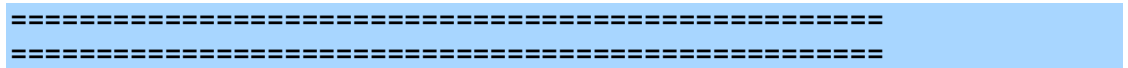
Brian Farrington Ltd specialise in delivering plain-English procurement advice and support to suit your needs. Brian Farrington Ltd produces printed books and special

reports. Brian Farrington Ltd designs, delivers and evaluates public courses and in-house training, including recognised professional qualifications in procurement. It also undertakes audits of procurement procedures, including drafting policy documentation. This is not an exhaustive list!

Brian Farrington Ltd is dedicated to helping business people get to grips with the requirements of best practice procurement. We know that your life is hard enough already, without, for example having to wade through dusty legal tomes, EU procurement directives or wrestle with technical jargon and the complexities of price breakdowns.

We want to help you. Our friendly, professional consultants will go the extra mile to support you. We keep our promises. And we won't let you down.

Let us help you today.
Call us on 01744 20698, or email s.ashcroft@brianfarrington.com



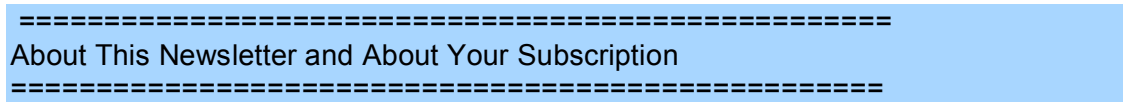
Until next month,

Stephen Ashcroft
Brian Farrington Ltd

Helping procurement and related professionals manage third party expenditure and mitigate risk.

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