

**Crown Commercial Service**

# **Income Generation from Estates, Assets & IP DPS (RM3650)**

**Power to your procurement**



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# Agenda

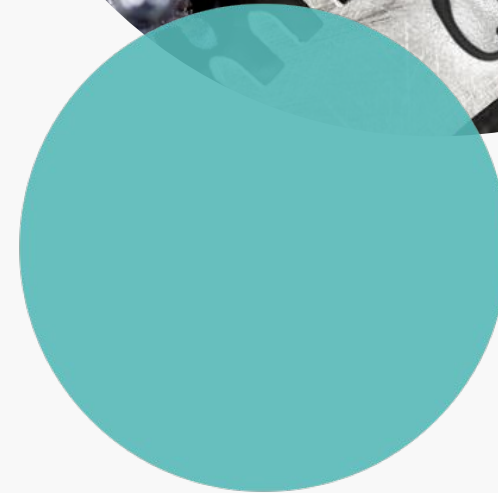
- Overview of the new Income Generation agreements
- How to apply / register to the DPS and the call off competition process
- What next and how to reach us



# Overview of CCS

- We are the biggest public procurement organisation in the UK
- We save government and public sector time and money buying everyday goods and services
- We work collaboratively with customers and markets to drive best commercial outcomes and deliver best value through
  - ensuring services deliver value for money while being efficient, cost effective and focused on the needs of customers / citizens
  - making considerable savings for the taxpayer on procurement
  - supporting innovation and improved delivery models
- Trading Fund - funded by supplier levy, not the taxpayer
- Our commercial agreements are designed to help businesses of all sizes sell to government
- Becoming a CCS supplier is a great way to grow your business while supporting public services

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# New agreements for income generation

- Two overarching commercial agreements with multiple suppliers
- Income Generation from Estates & Assets (RM6349) - fixed framework for commercial out of home advertising and end to end car parking management
- Income Generation from Estates, Assets & IP (RM6350) - dynamic solution where suppliers can join at any time, covering self service and automated retail, pop up retail, ATMs, commercial out of home advertising & sponsorship
- Ready to use agreements - customers run mini competitions to appoint supplier for income generation activity
- Compliant with public procurement regulations



Framework agreement

Dynamic Purchasing Solution

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# Rationale for new agreements

- Streamline procurement process, avoiding ongoing duplication of effort and cost of running full procurement process
- Free up stretched procurement resources in customer organisations
- Reduce lead times and costs for customers and suppliers
- Improve commercial efficiency
- Provide customers with simplified access to a wide range of best in class suppliers across multiple markets enabling a more strategic approach to income generation
- Introduce customers to new income generation opportunities which have previously been in the 'too difficult' box

# How does the DPS agreement work?

- Pan government procurement agreement to enable organisations across the public sector to appoint suppliers to help them generate income from their estates, assets and IP
- Multiple services across self service and automated retail, pop up retail, ATMs, commercial out of home advertising and sponsorship
- Dynamic agreement - new suppliers can join at any time throughout life of the agreement. No maximum number of suppliers.
- Suppliers register for the services they can offer in the locations and environments they can operate in
- Flexibility to amend filters as offering evolves / expands
- Govt and public sector customers use filtering tool in the DPS platform to identify suitable suppliers (4 main filter types) and then invite to further competition



# Service type filter

Self service & automated retail	Out of Home Advertising		Staffed retail services
Traditional vending (crisps drinks, snacks)	Outdoor media digital	Information point advertising	Short term pop up retail
Non traditional - (convenience, hot food)	Outdoor media static	Roundabout advertising	Staffed mobile and device charging service
Non-food Items	Small format outdoor advertising	Lift advertising	
Retail automated vending	Large format outdoor advertising	Wayfinding	
Reverse vending - deposit return schemes	Experiential advertising	Sponsorship	
ATMs / cash machines	Street furniture advertising	Event and asset sponsorship	
Currency machines	Washroom advertising	Brand licensing	
Photo booths / photo services	Ticket gate advertising	Vehicle advertising	
Portable power - mobile and device charging	Ticket machine advertising	Website advertising	
Delivery / storage lockers	Wraps (decals)	Ticket advertising	

# Other filters

## Location for delivery of services

Regional level eg North East, North West, Yorks etc with sub regions

## Operating environment

eg health, university, airport, public transport, military, offices

## Individual annual contract value

Below £5m  
Above £5m

# Benefits for suppliers

- Simplified and more efficient bidding process for public sector tenders - removing duplication
- Shorter tendering timelines
- Reduced bidding costs
- Standard terms and conditions for supplier contract with CCS and call off agreements with customer reflecting industry best practice for the respective markets
- Easier access to government and public sector opportunities - primary route for procurement of income generation solutions
- Flexible agreement - opportunity to amend filters
- Extensive marketing and engagement with customers to promote use of agreement - thousands of customers





# Our customers

CCS agreements are open to all government and public sector bodies across the UK. Access tenders from:

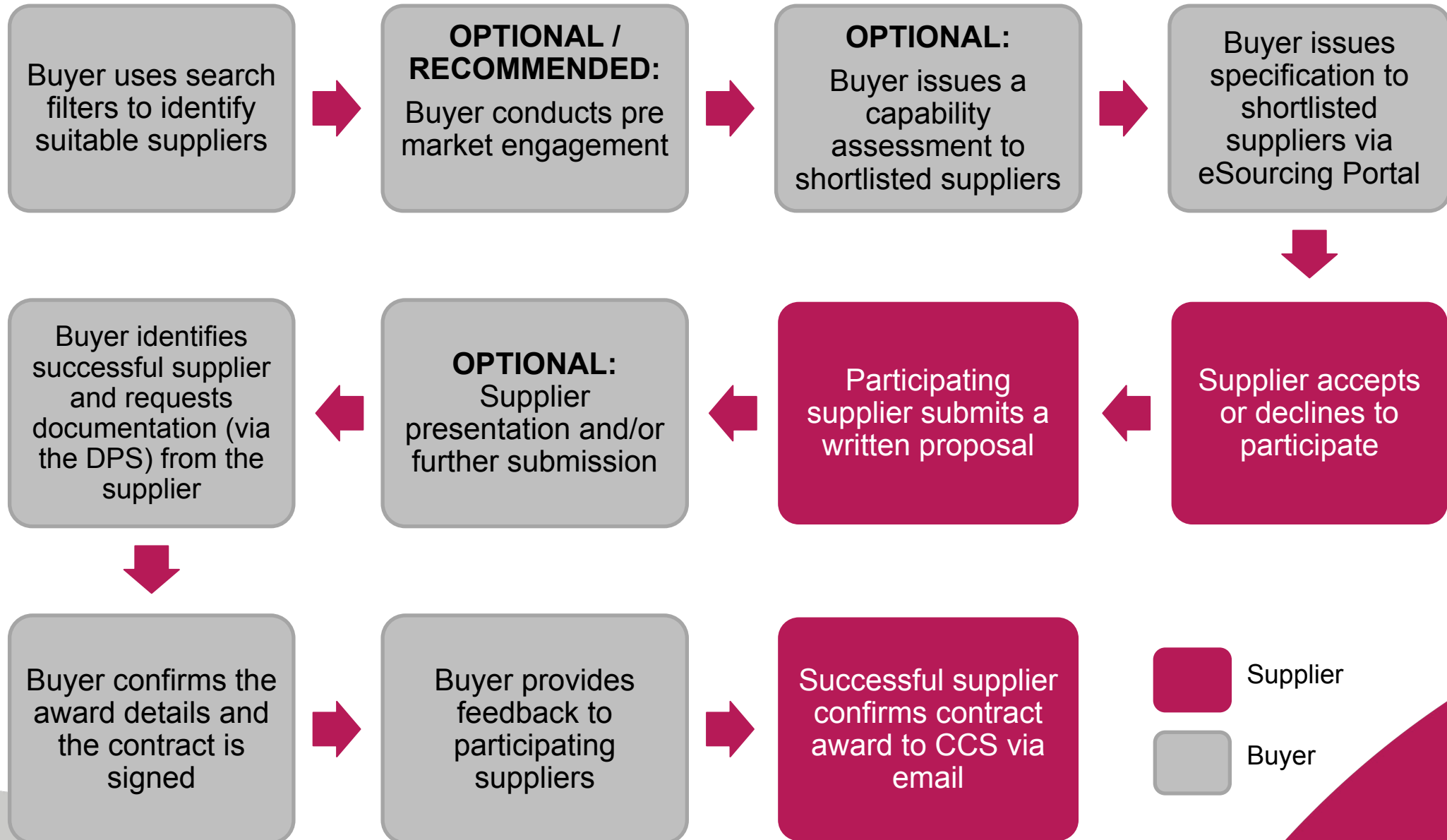
- Public transport providers
- Airports
- Health providers eg NHS trusts
- Government departments and their agencies
- Local authorities
- Education providers eg universities



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# Call off competition process



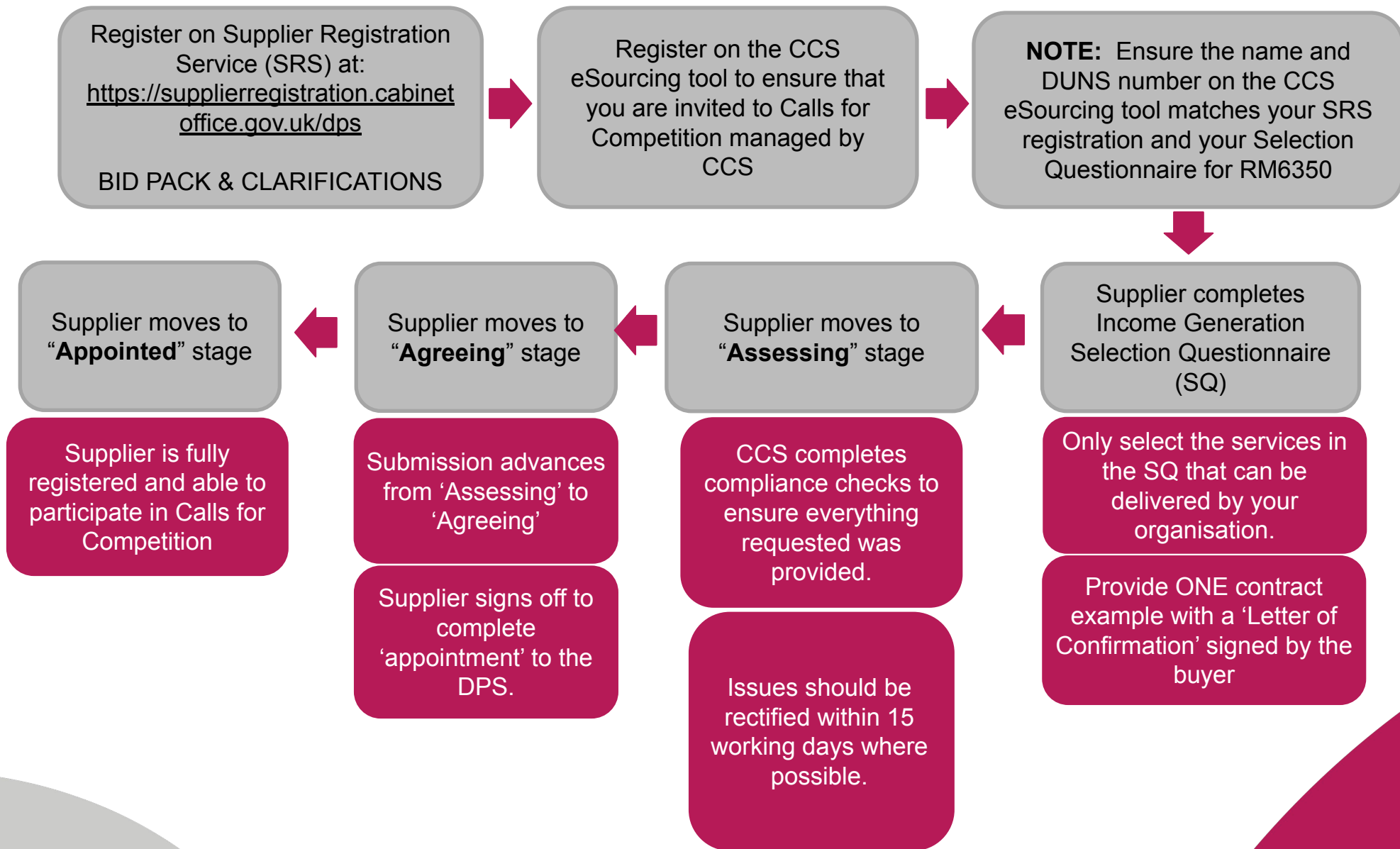
# Minimum application requirements

- [Cyber Essentials](#) basic certification or IASME approved equivalents
- Minimum insurance requirements:
  - Employer's liability insurance of £5,000,000
  - Public liability insurance of £5,000,000
  - Professional indemnity insurance of £5,000,000
- Pass a Financial Viability and Risk Assessment (FVRA)
- Compliance with Modern Slavery Act 2015
- Contract example signed by customer (COTPA)
- Carbon Reduction Plan if bidding for contracts over £5m annual value

# Contractual considerations

- Standard terms and conditions for supplier contract with CCS and customer call off agreements (orders)
- Using Public Sector Contract - core terms which apply to both contract with CCS and customers, supplemented with DPS, joint and order schedules. Modular approach
- Buyer can tailor parts of contract suite to suit specifics of requirement

# Registering on the DPS



# Overview of DPS platform

Identity checks, funds & transactions tracing and fraud services.

- Confirmation of Payee (CoP).

**Buyers:** To learn more about this commercial agreement and to find out how to run your procurement, first read the customer guidance document.

Once you're ready to create your supplier shortlist, click 'Access as a buyer' below to login/register. You can watch this video for help with how to use the DPS system:

<https://www.youtube.com/watch?v=bD01XW-MoMg>

**Suppliers:** To find out how to become a supplier on this commercial agreement, download the 'Bid pack' below, and read the READ FIRST RM6301-DPS Needs. To apply, or to update your responses, click 'Access as a supplier' below to login/register.

Registration is free and there is no limit on the number of suppliers who can join this DPS Marketplace.

To join this DPS, view current suppliers or access more information, use the links below.

[Bid pack](#) [Clarifications](#) [35](#) [View suppliers](#) [Access as a buyer](#) [Access as a supplier](#)

### Income Generation from Estates Assets and IP

This DPS agreement is available to all UK government and public sector bodies. It enables organisations to run mini competitions to establish contracts for income generation services including:

To register go to  
<https://supplierregistration.cabinetoffice.gov.uk/organisation/register>

# Next steps

- Register on platform
- Step by step instructions for the application process available on the Income Generation from Estates, Assets & IP DPS webpage
- Webinar slides will be uploaded

## You can reach us here

[marcommsandresearch@crowncommercial.gov.uk](mailto:marcommsandresearch@crowncommercial.gov.uk)

[info@crowncommercial.gov.uk](mailto:info@crowncommercial.gov.uk) 0345 410 2222

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## Useful links

[Supplier registration link for DPS](#)

[Supplier journey DPS application](#)

[Why sell through CCS?](#)



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