



An introduction to xchangewales

The Welsh Assembly Government is changing the way procurement is carried out in Wales – xchangewales has been introduced to create efficiencies in procurement and stimulate greater collaboration between customers and suppliers.

The xchangewales programme was introduced in 2008 and has a target of up to £200 million worth of benefits over a 5 year period. £10.89 million¹ has already been saved in year one, well over the programmes target of £8.4 million. All savings can be reinvested into the Welsh economy to the benefit of all Welsh citizens.

xchangewales is a collection of electronic tools and secure web based services designed to support and enhance the complete procurement process. eProcurement will enable public sector organisations across Wales to source, order and pay for goods and services online. It will make it faster, easier and less expensive for suppliers to trade with their public sector customers and can also help speed up payments to suppliers. An overview of xchangewales products and services is given on the following pages.

“ We know eProcurement cannot deliver by technology alone, it’s only by us working together, by collaborating through partnership, standardising business processes and establishing significant business change culture. The challenge for us in the public sector is how do we take what is often seen as a technical process [public procurement] and make it a driver for improved public services and also saving the public money.”



Andrew Davies AM.
 Minister for Finance and Public Services Delivery,
 xchangewales Conference October 2008

¹ Benefits calculated as at April 2009. Data from programme Benefits Reporting Master April 2009



www.Buy4Wales.co.uk

Buy4Wales is the national procurement website for Wales designed for use by Welsh public sector organisations. Any Welsh public sector organisation can register online and advertise their upcoming contracts to a large national and international database of registered suppliers.

Buyers can use the Request for Quotation facility (RFQ) to receive quotes from suppliers electronically. Using an online system, rather than a paper based process will lower administration and transaction costs for both buyers and suppliers. Consumption of resources including postage, print and paper is substantially reduced.

Further savings can be made as tender documentation can be attached to Notices that suppliers can then download. Since its launch in 2003, over £8 billion worth of business opportunities have been advertised. The site is entirely free to use and registering is quick and easy to do. The site is not accessible by suppliers.



www.Sell2Wales.co.uk

The supplier's version of the national procurement website for Wales is Sell2Wales; this is a well established site, sponsored by the Welsh Assembly Government. On this web site registered suppliers can view and respond to contract opportunities that the Welsh public sector publish via their website, Buy4Wales.

Suppliers need to register their details and profile on Sell2Wales. This will enable them to receive automatic email alerts informing them of relevant opportunities. Suppliers are able to see contract renewal dates, tender deadlines, status and the rationale for the eventual award of the contract. The site can be accessed 24 hours a day. There are over 40,000 suppliers registered on the site and an average of 159 business opportunities advertised every month. This service is entirely free to suppliers.



eSourcing

eSourcing is a suite of online tools designed to make the tender process quicker, slicker and more efficient. By adopting eSourcing, procurement professionals and their suppliers are able to substantially reduce the amount of time and paper used compared with traditional manual procedures.



The web based tools allow buyers and suppliers to conduct all their sourcing activities in a secure online environment – from tendering and collaborative evaluation to contract and vendor management. Their modular format means that they can be used individually or in any combination to suit requirements. Furthermore, all products are supported by a comprehensive online knowledge database and easy to follow self help and training packages. The tools encourage procurement professionals to increase efficiency, improve compliance and control, whilst driving best practice procurement.



eTrading

eTrading is a secure online system designed for use by Welsh public sector organisations and their suppliers. Buyers are able to trade electronically with their registered suppliers – comparable to using a product like Amazon.

Suppliers are required to list their products online, either as line items, online catalogues or by linking to their existing ecommerce web sites. Welsh public sector buyers are then able to order and pay for goods and services online - their suppliers can flip the information from the purchase orders directly onto an electronic invoice. The whole trading process can be shortened, including payment times, and the likelihood of error substantially reduced.

eTrading has the added advantage of providing easy access to procurement management information. This will allow organisations to review and analyse procurement trends and make informed decisions regarding procurement strategies.

Welsh Purchasing Card

The Welsh Purchasing Card – WPC is a business to business payment card used extensively by public sector organisations across Wales. WPC payments are processed through suppliers' existing card terminals and systems.

The card is available at no cost to organisations, whatever their size and is accepted by a huge range of suppliers. There is no requirement for a purchase requisition or purchase order to pay for goods or services with the card. Furthermore, it eliminates the process of separately invoicing every order – there is only one monthly payment to the bank.

The card also benefits suppliers, providing rapid payment within 3 to 4 days. Suppliers can take advantage of further benefits, including reduced administrative costs and preferred supplier status.



This is just an overview of the products and services offered by xchangewales.

For more information, please visit our website:

www.xchangewales.co.uk

or email:

xchangewales@wales.gsi.gov.uk