

MARKET BULLETIN

REF: Y4893

Title	Public Procurement for Insurance (UK Government Contracts)
Purpose	To inform managing agents of the new signing-up process for the next insurance services contract period and to respond to an invitation to attend a presentation from the Crown Commercial Service
Type	Event
From	Keith Stern, Regional Manager, UK & Ireland, Global Markets
Date	30 April 2015
Deadline	14 May 2015
Related links	https://www.gov.uk/government/organisations/crown-commercial-service https://ccs-agreements.cabinetoffice.gov.uk/procurement-pipeline/insurance-services

Purpose of bulletin

The Crown Commercial Service (CCS) would like to provide further information to Lloyd's managing agents via a short presentation and to address any questions regarding the process of signing up to its new insurance services contract.

If you are interested in attending the presentation please email keith.stern@lloyds.com by 14 May 2015.

Background

CCS has brought together UK Government's central commercial capability into a single organisation, amalgamating the Government Procurement Service with other commercial teams from the Cabinet Office and central government departments. CCS is an executive agency of the Cabinet Office and operates as a trading fund under the Government Trading Funds Act 1973. Their remit is to work with departments and organisations across the entire public sector to ensure maximum value is extracted from every commercial relationship and improve the quality of the service delivery.

If a public sector organisation contract exceeds £113k then they are required to advertise it in line with EU procurement regulations. CCS and its partners implemented an insurance services agreement (RM958) to streamline the processes for both customers and suppliers.

This framework has generated a £200m premiums spend during the current contractual period and 29 insurers and 10 brokers have participated in the programme.

Summary of changes to the current arrangements

CCS is currently working on a replacement agreement (RM3731) and they are keen to make Lloyd's underwriters aware of the potential opportunities arising from it. CCS anticipates that £400m premiums will be generated in the next contractual period which will be launched in October 2015. Underwriters who don't join prior to the launch will not be able to participate in the programme and they will effectively be 'locked out' of the programme for four years. CCS expects that 1000 public sector organisations will use the new agreement.

The process will be explained in more detail by CCS in their presentation but it is understood that the following conditions will apply:

- (i) Only one broker will approach underwriters for each opportunity;
- (ii) underwriters will have the ability to decline to quote;
- (iii) the agreement is open to all UK public sector bodies in England, Wales, Northern Ireland and Scotland; and
- (iv) underwriters will not need to go through the EU procurement process for each opportunity.

After 14 May those managing agents who have expressed interest in attending the presentation will be provided with time, date and venue details.

Further Information

If you require further information or wish to discuss this matter in more detail, please contact:

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