



NFCC
National Fire
Chiefs Council

National Fire Commercial Transformation Programme

Tina Butler
Head of Commercial and Procurement
Kent Fire and Rescue Service

Programme Lead - NFCTP



National Fire Commercial Transformation

- **Duty to collaborate:**
 - FY 17/18 - £514m influential third party spend
 - Savings target agreed with Minister - £15m/annum by 20/21 (cash & non-cash); 30% through collaboration
 - £5.7m collaborative savings achieved since 16/17 (cash & non-cash)
- **Underpinning principles:**
 - ✓ One customer – time to change
 - ✓ Professionalise the way in which we deliver our commercial and procurement projects
 - ✓ Be open and transparent about where we are going as a Service.
 - ✓ Improve supplier perception – constructive feedback from suppliers is key to helping us change!
 - ✓ Understand the markets that we are buying from to inform our strategies
 - ✓ Remove 'gold plating' – clearly articulate 'needs' not 'wants'
 - ✓ Standardise critical goods/services
 - ✓ National strategic supplier relationship management – one voice



NFCC
National Fire
Chiefs Council

Questions...



NFCC
National Fire
Chiefs Council