



D e l i v e r i n g
—
e x c e l l e n c e
— *through* —
i n n o v a t i o n

25
YEARS
1984 - 2009



Government Opportunities



supplier information database



secure exchange



e-notice service



Supplier Accreditation Service



providing more contract opportunities faster



contrax

DCI

www.bipcorporate.com



Mission Statement

“ Our mission is to be a global market leader in the provision of cutting-edge solutions and services that deliver added value to supply chains. We will strive to not only satisfy but exceed our customers' expectations. This will be achieved through the ceaseless appreciation of customer needs, a commitment to the continuous investment in our products and services, and the constant development of our employees' skills and expertise. ”

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BiP Solutions Limited is a company registered in Scotland with Company Number SC086146 and VAT number 383 0309 66 and having its registered office at Medius, Pacific Quay, Glasgow G51 1DZ. Contact corporate@bipsolutions.com



About BiP Solutions

BiP Solutions' aim is to be a global market leader in the provision of cutting-edge solutions and services that deliver added value to supply chains. Operating across several media platforms, it is a dynamic, trusted and highly influential organisation, expert in connecting business and government.

BiP is well positioned in the public procurement marketplace. The UK public sector spends in the region of £125 billion each year on a wide range of requirements, and the company's services help buyers to procure in a way that is efficient, effective and compliant with legislation.

BiP has pioneered the adoption of Software as a Service (SaaS) within the public procurement sector. Our work with the Department for Business, Innovation and Skills (BIS) and the UK MOD has seen the creation of the www.supply2.gov.uk and www.contracts.mod.uk services; each of which has played an important role in bringing government and business closer together. BiP provides not just the technology, but also the expertise, procurement knowledge, innovation and imagination to make these services a success. Our ability to deliver SaaS is not restricted to the UK – in 2007 BiP rolled out an electronic tendering portal for the UAE Armed Forces General Headquarters and others are planned.

BiP's longstanding experience and in-depth knowledge of public procurement makes it the natural choice for the provision of procurement services not just in the UK, but also in Europe and beyond. The company helps thousands of suppliers of all sizes facilitate business with government. A third of companies listed on the UK FTSE100 are BiP customers.

In addition, BiP provides consultancy, events, accreditation and training services tailored to the specific needs of those involved in public procurement. We also publish two market-leading procurement titles – MOD Defence Contracts Bulletin and Government Opportunities.



In September 2007, BiP Solutions was announced as the AXA Small to Medium Sized Business of the Year in the National Business Awards for Scotland – a prestigious award which reflects the company's impressive growth and commitment to its customers, partners and staff.

“BiP's longstanding experience and in-depth knowledge of public procurement makes it the natural choice for the provision of procurement services not just in the UK, but also in Europe and beyond.”

BiP History



Ron Burges
Chief Executive Officer

BiP Solutions (formerly Business Information Publications) was formed by Ron and Les Burges in 1984 to produce the first comprehensive journal of public sector contracts in the UK – Contrax Weekly. The company changed its name to BiP Solutions in 2004, to better reflect the range of services provided.

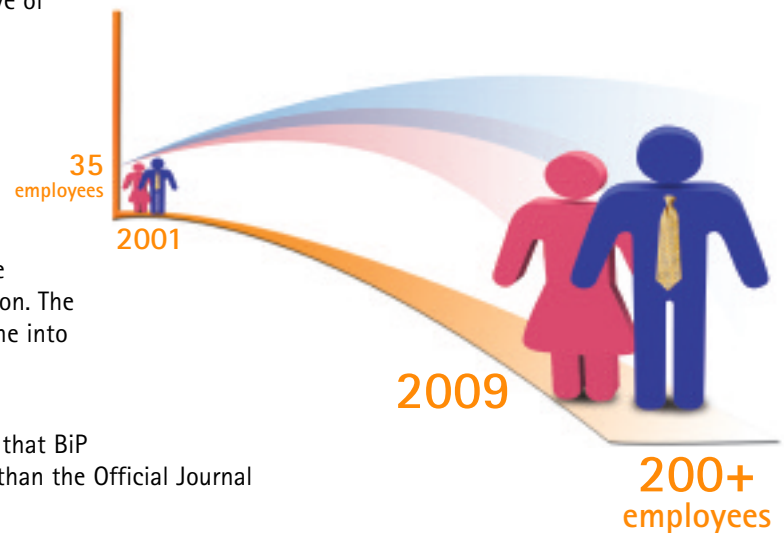
Since 1984, BiP has led the way in introducing innovative e-tendering solutions, contract information and market intelligence services, procurement events and consultancy and supplier accreditation schemes. The company has expanded its offerings beyond the UK, with customers in Europe, the Middle East and Africa. BiP has built a formidable reputation as an expert voice in all areas of public procurement, and as such its consultancy services are in high demand.

BiP's clients include organisations from across the entire UK public sector – from local authorities through to central government departments, agencies and other bodies. BiP's penetration within the public sector is such that over 500 public sector organisations use a BiP service during their tendering process. BiP's expertise has also been recognised outside of the UK, with a number of overseas public sector organisations relying upon the company's services.

To keep pace with the increase in demand for its services, BiP has expanded its workforce; since 2001 staff numbers have increased to over 200, with further growth planned.

Key Facts

- BiP is a leading provider of public sector procurement solutions. The company's services are all inter-related and supportive of one another
- BiP has been a profitable enterprise in each of its 25 years of trading
- Between 2001 and 2009, the number of employees at BiP has increased from 35 to over 200
- The market and legislative environment in which BiP operates will allow for rapid expansion of demand for the company's services across the whole of the European Union. The EU Consolidated Public Procurement Directive, which came into force in the UK in January 2006, is a key driver for BiP's services
- Independent market research conducted in 2009 showed that BiP publishes on average 122% more UK and Irish contracts than the Official Journal of the European Union (OJEU)
- In the last six months of 2007, BiP sent more UK contract notices to the OJEU through its electronic contract notice creation system Project (part of the Delta e-tendering system) than all other UK-based e-senders combined. It also sent more notices than any other European country or organisation, with the exception of the French and Romanian governments

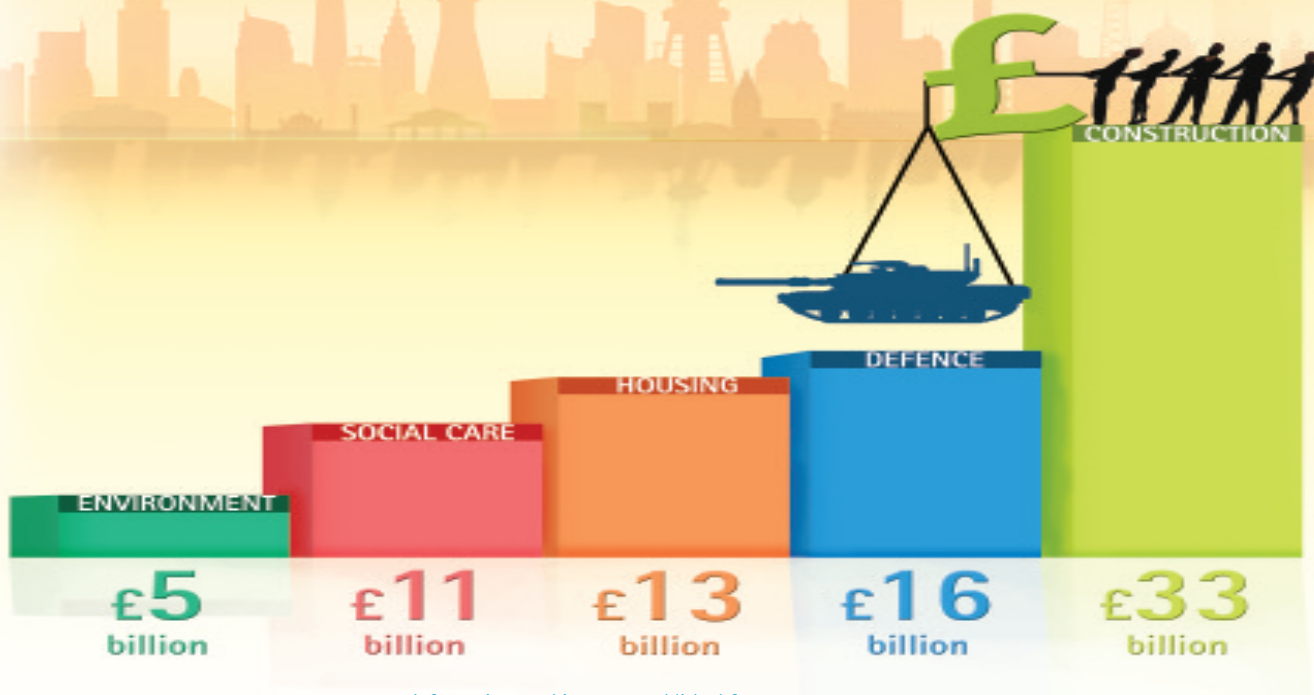




Investor Information

The Market

- Public procurement in the UK affects the lives of all citizens, and is a major driver for economic growth. The requirements of public sector bodies encompass virtually every product and service imaginable
- Overall, the public sector spends in the region of £125 billion a year on products and services, of which around £33 billion is spent on construction, £16 billion on defence, £13 billion on social housing, £11 billion on social care and £5 billion on environmental services
- UK public sector procurement spend is the second highest in the European Union, accounting for 18% of EU procurement spend
- Total procurement spend across the EU is €1500 billion, over 16% of EU GDP
- UK public spending is set to increase by 2.1% each year, with total expenditure (including salaries) forecast to reach £678 billion by 2010-11
- Grants to local authorities will increase to £26 billion by 2010
- Total spending on the NHS is set to increase by 4% a year, totalling £110 billion by 2010
- Investment in education and skills is to rise to £74 billion by 2010
- Government has set a target of three million additional homes to be built by 2020
- Government spends around £21 billion on IT equipment annually
- The defence budget will rise to £37 billion by 2010
- The Ministry of Justice and Home Office will have a budget of £20 billion by 2010



Information on this page republished from government sources

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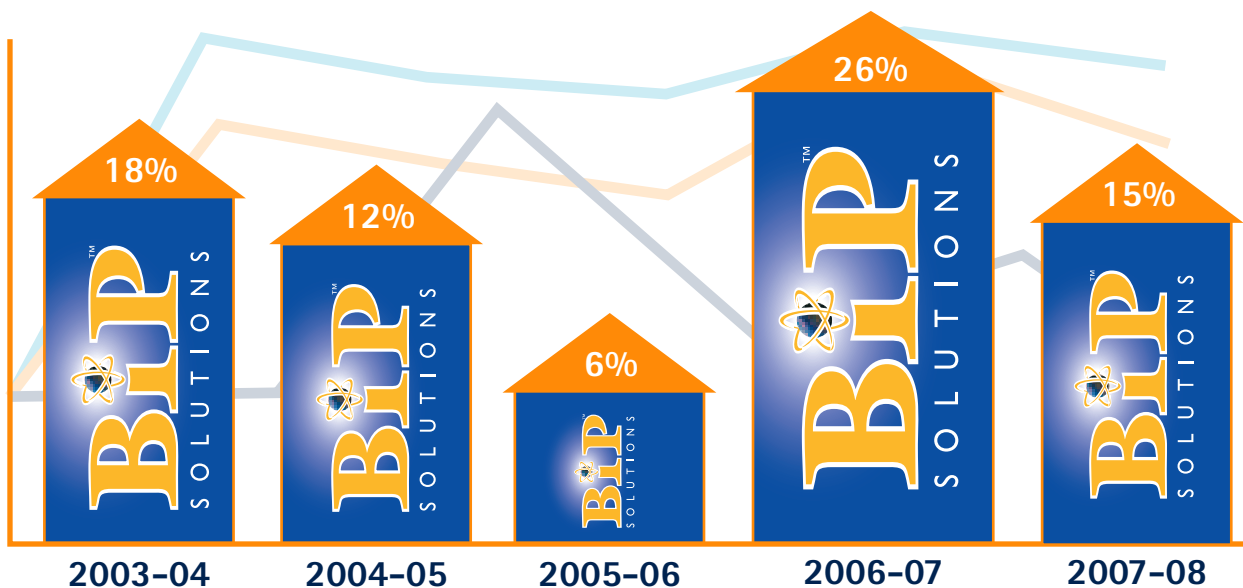
Company Performance

The Directors are pleased with company performance in the current year. Profitability continues to increase and the financial liquidity of the company is strong. The main product sectors of the company continue to grow strongly.

There have been significant achievements in the current year which will contribute to the expanding profit potential of the company in the future:

- Award of new tenders and the attainment of current contracts for an extended period
- Alignment of a new organisation structure which will contribute to the future growth of the company
- Investment in new products and services
- Investment in staff and infrastructure
- Relocation of the business to a new HQ at Medius in Glasgow's Digital Media Quarter

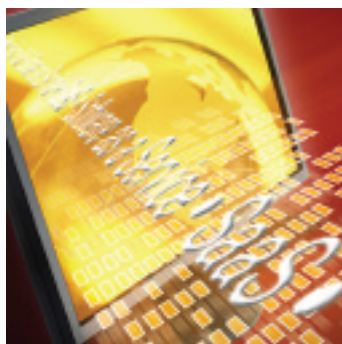
BiP has seen significant year-on-year growth in its revenue over recent years



Future growth in BiP's business will depend on the company's ability to meet the challenges and opportunities presented by the changing business environment and on the company positioning itself to maintain and further enhance its market leadership.

BiP is well placed to exploit the opportunities that will arise from its changing business environment. The company is at the forefront of technological developments that are driving current thinking on best practice and its services are increasingly being taken up by public bodies and private sector suppliers. The company is alert to new opportunities and plans to maintain its position as a leading provider of procurement solutions for the public and private sectors.

Further information for investors is available at
www.bipcorporate.com/investor/relations/
 or by contacting Finance Director, Paul Ferguson
paul.ferguson@bipsolutions.com



BiP Solutions Brands and Services

Software as a Service

BiP's provision of Software as a Service (SaaS) makes it the perfect choice for organisations seeking to benefit from the use of cutting-edge software, without needing to own it outright. In a market sector driven by concerns for value for money, SaaS is a logical choice, and BiP has a compelling track record of successful delivery in this area.

BiP has delivered SaaS solutions on behalf of the Department for Business, Innovation and Skills (BIS) and the UK MoD, and in 2008 played a major role in the delivery of the www.competefor.com web portal, which will provide suppliers with access to sub-contracting opportunities for the London 2012 Olympic Games.

tendermatch™



Market Intelligence

BiP delivers contract notice information to thousands of private sector organisations each working day.

A portfolio of services under the Tendermatch brand (incorporating the flagship Tracker service and Contrax, Contrax Weekly, Contrax Weekly Ireland, EC Tenders and Defense Contracts International) provide details of notices and awards of all values, from the UK, Europe and further afield, in print, online, email alert or CD-ROM formats.

BiP's team of contracts researchers review thousands of potential sources of contracts from around the world each day, ensuring that BiP's subscribers receive a service that is comprehensive and up to date.

These contract information services are complemented by the Market Monitor online and email alert service, which provides subscribers with tailored intelligence on news and reports relevant to their market sector.

A complete listing of BiP's contract notice information services can be found at www.bipcorporate.com/brands/contractsinformation/



E-Tendering Services

BiP's contract information services are complemented by its suite of e-tendering services, under the Delta-ets brand. Delta-ets has become the public sector's default choice for e-tendering, since it enables the creation, management and transmission of contract notices electronically; both to the Official Journal of the European Union (OJEU) and to BiP's contract notice information services. After the French and Romanian governments, BiP is the third largest e-Sender to the OJEU.

BiP is currently developing the next generation of e-tendering software, called Business Exchange, which will facilitate seamless contracting between business and government.

Further information on BiP's Business Exchange services can be found at www.bipcorporate.com/brands/etendering/

“BiP's provision of Software as a Service (SaaS) makes it the perfect choice for organisations seeking to benefit from the use of cutting-edge software, without needing to own it outright.”



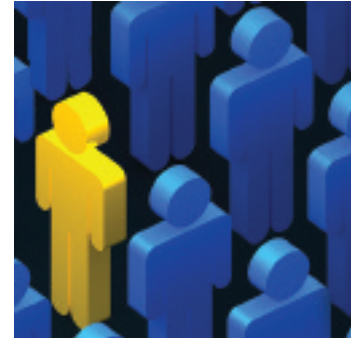
Supplier Accreditation

Supplier accreditation is an area of increasing interest to public sector contracting authorities.

Ensuring that suppliers meet the required standards in their technical, legal and financial capacities helps to reduce risks when contracting.

BiP's Select Accredited service gives the reassurance that public sector buyers require. It provides accreditation to the same standard as the UK government-backed Constructionline service, with which it shares a vetting service provider in Capita.

Further information on BiP's supplier accreditation services can be found at www.bipcorporate.com/brands/accreditation/



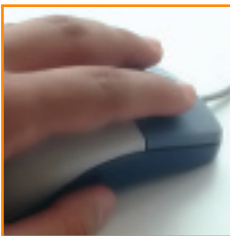
Procurement Consultancy

Public procurement is highly process orientated, and is subject to a wide range of legal requirements and best practice guidelines.

BiP's experience and reputation makes it the natural choice for both public and private sector organisations requiring expert advice and guidance in this area.

BiP's Procurement Advice and Support Service (PASS) helps buyers to understand the rules of public procurement, and also how to procure more effectively. PASS also assists suppliers by providing in-depth advice on how to win public sector tenders. With 30 PASS consultants in the field, BiP's expertise is second to none.

Further information on BiP's procurement consultancy services can be found at www.bipcorporate.com/brands/consultancy/



Building Web Based Procurement Communities

The UK government's drive to improve efficiencies in public procurement has led several organisations to appoint BiP to provide web-based solutions on their behalf.

BiP has designed, developed and managed web-based information services for public bodies including the London Contracts and Supplies Group, the Health Care Supply Association, the Society of Procurement Officers in Local Government and the Central Buying Consortium, through which they can deliver bespoke services to their members.

With government spending rising and accountability for spending becoming increasingly important, it is anticipated that demand for BiP's services in this area will continue to grow.

Further information on BiP's web services can be found at www.bipcorporate.com/brands/cis/



BiP Solutions Brands and Services

continued



Events Management

BiP supports its customers through a rapidly growing programme of seminars and events.

With an in-depth understanding of public procurement BiP is strongly placed to deliver expert training and advice for buyers on how to comply with and benefit from new procurement legislation. BiP also runs a series of

How to Win Tenders seminars, which help companies sell to the public sector.

BiP manages over 150 events across the UK annually, including large-scale conferences held on behalf of a number of clients and bespoke training seminars. BiP provides a total events solution, including marketing, event design, exhibition sales, on-the-day management and post-event evaluation and accounting.

Recent events clients include the Scottish Government, the Ministry of Defence and the Society of Procurement Officers in Local Government.

Further information on BiP's events services can be found at www.bipcorporate.com/brands/events/



Publishing

BiP publishes two procurement-related magazines, **Government Opportunities** and **MOD Defence Contracts Bulletin**.

Government Opportunities

Government Opportunities (GO) is the only magazine in the UK which focuses exclusively on public procurement. It has an audited monthly circulation of 8287 (source: Audit Bureau of Circulations) and an estimated readership in excess of 30,000.

GO provides news analysis and reports on all issues affecting the public procurement marketplace, and has become an important medium for companies which wish to promote their services to the public sector.

GO's standing within the procurement marketplace has enabled several successful spin-off brands to be established. These include the GO procurement portal (www.govopps.co.uk), which provides users with a range of resources and access to editorial content online; the annual GO Excellence in Public Procurement Awards (www.goawards.co.uk), which have become the procurement sector's benchmark for achievement and innovation; and GO Conferences (www.goconferences.co.uk), which provide public and private sector delegates unrivalled opportunity to network and be kept fully apprised of the latest developments in the fast-moving procurement sector.

MoD Defence Contracts Bulletin

MoD Defence Contracts Bulletin (MoD DCB) is a fortnightly defence business magazine, published on behalf of the UK Ministry of Defence. MOD DCB is the official source of MOD contract opportunities, and is widely read within both the MOD and the defence supply base, in the UK and overseas. MOD DCB content is also available online at www.contracts.mod.uk

Further information on BiP's publishing services can be found at www.bipcorporate.com/brands/publishing/

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BiP Solutions Consultancy Services



Consultancy Services

BiP's commercial team identifies and responds to business opportunities appropriate to the company's expertise and skill-sets. Such opportunities can be from the public or private sectors, and from the UK or anywhere in the world.

Since its formation in 2006 the commercial team has been instrumental in securing a number of major contracts for BiP.

The team is actively seeking potential partners for future projects, and interested parties should contact commercial@bipsolutions.com

BiP also provides high-level consultancy services to both UK and international public sector organisations. Examples are a research and consultancy project which BiP delivered to the European Defence Agency (EDA) in 2006, and procurement monitoring services provided to the Ministry of Education in Kenya in 2007.

Following a competitive tendering procedure, the European Defence Agency (EDA) placed a contract with BiP in 2006 to conduct a three-month study to consider and define solutions for an Electronic Market Place (EMP) to be a supporting element in the EDA's work towards developing a European Defence Equipment Market Place.

BiP was also tasked with examining the challenges for both the buyer and supplier communities across Europe with regard to this market intervention. The study was completed and delivered on time, with the findings used as the basis for an EDA-sponsored Workshop held in September 2006 for EU Member States.

BiP was previously awarded a contract in 2005 for the delivery of a fully customised stand-alone version of our Delta-ets e-tendering solution. The solution provided by BiP was modular and was delivered to exact specification in respect of the UAE Army's procurement business processes. The key deliverables of the project were an e-notice module, full e-tendering secure document exchange module, comprehensive supplier information database and PQQ evaluation tool, as well as a fully scalable management information reporting suite. The service was officially launched at the IDEX 2007 show in Abu-Dhabi.

BiP is currently providing consultancy services to the new Portuguese Government Procurement Agency - Agência Nacional de Compras Públicas (ANCP) - along with our partners in Lisbon. This long-term project, which commenced in July 2007, is focused on optimising procurement processes by introducing best practice, building a portfolio of framework contracts and helping the government to engage more effectively with the SME community in Portugal and beyond.

BiP is regularly invited to speak on procurement issues at conferences in the UK, and has also done so in Pakistan and Portugal.





Partners, Clients and Alliances

Partners

BiP Solutions believes that working in partnership with other organisations can deliver significant benefit to the company and its customers. In recent years BiP has set up partnerships with leading service providers in areas such as supplier accreditation and spend analysis.



Capita Group

The Capita Group has acted as the service provider of BiP's Select accreditation service since 2006. Capita is well established in the field of supplier accreditation as it administers the government-owned Constructionline service. BiP's strategic partnership with the Capita Group means that BiP Select suppliers can be seen by Constructionline registered buyers, and BiP Select registered buyers can see Constructionline registered suppliers. Further information can be found at www.bipcorporate.com/media/pressreleases/2006/1110.shtml



NQ Consulting

NQ Consulting is an independent consultancy with extensive experience in supporting a wide variety of public sector bodies across England, Scotland and Wales. NQ's unique supplier assessment tool (CAESER) enables buying organisations to assess the awareness and actions of their suppliers towards fulfilling their CSR obligations and so contribute to achieving wider sustainable development goals.

Public authorities using BiP's Select national supplier prequalification and accreditation service are able to assess the CSR capabilities of their supply base using the CAESER tool, and public authorities using CAESER are also able to access Select registered suppliers. Further information can be found at www.bipcorporate.com/media/pressreleases/2007/071107_1.shtml



Serco

Serco is one of the world's leading service companies, and a key provider of services to the UK government in sectors such as healthcare, education, justice and defence.

BiP partnered with Serco in 2007 to deliver the CompeteFor (www.competefor.co.uk) web portal, which is the chosen site of London 2012 for the publication of Games-related contract opportunities. BiP has responsibility for the design, functionality and ongoing web management of the portal, which will play a central role in the promotion of contract opportunities in the build up to the Games.



Spikes Cavell

Spikes Cavell is the leading provider of spend intelligence solutions to the public sector. More than 500 UK public sector bodies use Spikes Cavell to provide analytical support in their drive to identify and deliver procurement-related savings.

The strategic partnership helps to achieve better value for money by enabling customers of BiP and Spikes Cavell to access services provided by both organisations. Further information can be found at www.bipcorporate.com/media/pressreleases/2007/051107_1.shtml



TSO

TSO (The Stationery Office) is the UK's largest publisher by volume, with over 15,000 titles listed. Now owned by Williams Lea, TSO is a highly respected source of reference materials and government publications. BiP's Tendermatch portfolio, which includes market-leading brands such as Contrax, MOD Defence Contracts Bulletin and Tracker, are the only commercial contracts information services available via TSO. Further information can be found at www.tso.co.uk

BiP welcomes dialogue with organisations that are interested in working with us. Please contact commercial@bipsolutions.com in the first instance.

“BiP's reputation as an expert authority on all aspects of public procurement has enabled successful relationships to be built with a number of leading procurement organisations, for whom BiP provides a range of web-hosting, marketing and events management services.”

Clients

Among BiP Solutions' thousands of public sector clients are



Department for Business, Innovation and Skills

Provision of the Supply2.gov.uk lower-value contracts portal on behalf of the Small Business Service



Department for Communities and Local Government

(formerly the Office of the Deputy Prime Minister)
Provision of e-tendering services



European Defence Agency

Provision of consultancy and research services



Home Office

Design and management of the Crime Reduction Centre website
Provision of e-tendering services



Kenyan Ministry of Education

Provision of procurement monitoring agent services



Ministry of Defence

Provision of MOD Defence Contracts Bulletin contract information services



Scotland Excel

Provision of events management services



Scottish Government

Provision of events management services



TSO – The Stationery Office

Developing sales of procurement-related publications and related information services



UAE Army

Provision of e-tendering services

Alliances

BiP understands that collaboration and relationship building are key components of successful enterprise within the public procurement marketplace.

The company's reputation as an expert authority on all aspects of public procurement has enabled successful relationships to be built with a number of leading procurement organisations, for whom BiP provides a range of web hosting, marketing and events management services.



Central Buying Consortium

The Central Buying Consortium (CBC) is the largest local authority consortium in the UK. It now has 17 local authority members, having started with just six when it was formed in 1991. The CBC represents most of the major local authorities from the Midlands to the South East, outside of London.
www.cbconline.org.uk



Health Care Supply Association

The Health Care Supply Association promotes the role and importance of supplies staff in cost-efficient supply chain management. It also arranges training events and seminars, organises and sponsors educational awards and hosts and promotes a high-profile Annual Conference.
www.healthcaresupply.org.uk



London Contracts and Supplies Group

The London Contracts and Supplies Group (LCSG) aims to continuously review the relative roles, plans and performance of the London Boroughs in the fields of purchasing and supply, and seeks to formulate policy for Greater London as a whole. It has over 300 members. www.lcsg.org.uk



Society of Procurement Officers in Local Government

The Society of Procurement Officers in Local Government (SOPOL) advises local authority associations in England, Wales, Scotland and Northern Ireland on all procurement matters and promotes the strategic procurement function within local government. It is the largest organisation of its type, with a membership of over 2800. www.sopo.org.uk



Corporate Responsibility

BiP Solutions takes its corporate responsibility seriously. The company has a number of policies and procedures in place to ensure it conducts its activities in a responsible, ethical and environmentally sound way. We believe that in doing so all of our stakeholders, from customers to staff and the wider community, will benefit.

BiP is committed to the consistent delivery of quality services. The company is certified to the ISO9001 quality standard and is working towards ISO27001. We believe that achieving such standards is only part of the challenge – the goal is to live them every day, and in every aspect of what the company provides.

Diversity and Equal Opportunities

BiP strives to be an equal opportunities employer. The company is committed to promoting and developing equal opportunities and reviews its policies, procedures and practices in this area to ensure they are consistently applied.

BiP's equal opportunities policy aims to ensure that no present or future employee or job applicant receives less favourable treatment on the grounds of race, colour, creed, religion, ethnic or national origin, nationality, sex, marital status, disability, age, sexuality or social status, nor is disadvantaged by any conditions or requirements which cannot be shown to be necessary.

Environmental Policy

BiP's environmental policy is appropriate to the nature, scale and environmental impact of its activities.

The company accepts its responsibility to reduce the adverse – and increase the beneficial – environmental impacts of its activities, products and services. The policy includes a commitment to continual improvement.

As well as providing and maintaining policies and programmes for the protection of the environment, BiP takes account of environmental factors across its activities, and promotes the integration of environmental considerations into its wider operational practices in the interests of sustainable development. Good environmental practice is an integral part of the company's day-to-day management and activities.

BiP in the Community

As a major local employer, BiP has responsibilities to the community in which it is located; but also to broader society and the environment. The company encourages its staff to become involved in a wide range of charitable and corporate social responsibility activities through its 'Home and Away' community activity programme. Initiatives under the programme range from sponsored dress-down days to donations of much-needed equipment, educational materials or funding to deserving causes in the UK and overseas.

A recent initiative saw BiP and the Scottish Government raise thousands of pounds for the Scottish Society for Autism's School at New Struan, Alloa, a charitable boarding school providing support to children with autism. We have also provided learning materials and other essentials to deserving causes in Africa and Kiribati.

Further information on BiP's Corporate Social Responsibility policies can be found at www.bipcorporate.com/about/corporate/

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