

# The Passenger Transport Unit

## Electronic Auctions (eAuctions)



6<sup>th</sup> October 2010

Bus Operator Information Meeting



## Introductions

**Mark Watters** - Team Leader – Business Development & Support

**Ashley Holland** - Team Leader – Contracts

**Bhavesh Mistry** - Contract Monitoring Officer – Business Development &  
Support

**Alun Moore** - BRAVO SOLUTION



## Agenda

- Housekeeping – please turn mobiles off, no fire drills expected
- Passenger Transport Overview
- What is an eAuction?
- Challenges
- Benefits
- The Live Event
- Questions



## Passenger Transport Overview

- £31m gross expenditure in PTU, nearly £10m on home to school
- Approximately 280 large vehicle mainstream contracts
- Government Comprehensive Spending Review / Budget Efficiency targets
- Streamlining processes – moving towards e-business (tenders on web)
- Introduce new procurement measures



## What is an eAuction?

- Web-based procurement tool
- E-bay™ in reverse
- Operators are able to compete in a live environment
- Requires basic internet connection and Java software



## Challenges

- Inform and engage the Supplier Market
- Operators may be reluctant to change
- Capability to use new / different technology and procedures
- Sustain current competition levels
- To demonstrate no loss in the quality of service
- Deliver cost efficiencies



## Benefits

- Operators are able to submit numerous bids
- Operators are able to react in a live environment
- Able to calculate a price for a contract prior to the eAuction
- Operators may win a contract at a higher price than the price you would have won during a normal tender
- Open and transparent
- Operators know almost immediately if they are in contention to win a contract or not and can focus their resources accordingly



## The Live Event

- Rules of Participation Document
- Registration
- PTU Support
- Online training
- BravoSolution



## Questions



## Further information

- By phone: Bhavesh Mistry on 0116 305 7252  
BravoSolution on 0800 368 4850
- By email: [bhavesh.mistry@leics.gov.uk](mailto:bhavesh.mistry@leics.gov.uk)
- In writing: Bhavesh Mistry  
Passenger Transport Unit  
Environment & Transport Department  
County Hall  
Glenfield  
Leicester LE3 8RJ

Our website:

**[www.leics.gov.uk](http://www.leics.gov.uk) in “Roads and Transport”**

