

Navigate the Challenges of UK Public Sector Procurement with PSL

Powered By

Meet the Experts:

Simon Bullimore



Norse Procurement Services is led by Simon Bullimore FCIPS who Heads up the Group Procurement function at Norse Group.

Simon has over 26 years' experience within Procurement across multiple industries and both private and public sectors and in January 2025, was awarded Fellowship of the Chartered Institute of Purchasing and Supply.

Having worked within a number of private sector manufacturing businesses, defence and aerospace as well as Hard and Soft FM services before moving into public sector with the Ministry of Defence, NorseCare and now Norse Group he has a very rounded knowledge of the profession and its strategic importance.

Simon worked alongside the NHS Supply Chain during the Covid Pandemic and the Cabinet Office during the very early stages of the Procurement Act 2023 design and is a qualified TPP (Transforming Public Procurement) practitioner.

As well as working to promote the reduction in modern day slavery within supply chains as a member of the NASN (Norfolk Anti Slavery Network) Simon also sits on the CIPS East Anglian Branch Committee.

Meet the Experts:

Melanie Vines



Melanie Vines is a Senior Buyer for Norse Procurement Services and the Norse Group. Melanie has over 20 years' experience with Procurement across multiple industries in the public sector including Social Housing (hard and soft FM) and Education.

Always ready for a challenge she was instrumental in undertaking the public purchasing of one of the first multi modal training centre fit outs including highly specialised items such as ship, crane and HGV simulators along with purchasing one of the first offshore wind turbines with EU grant funding for a College.

Melanie has also previously been involved in the public sector offshore energy industry.

Melanie was a member of the Northern Colleges previously involved in the changing regulations for PCR2015 and is a qualified TPP (Transforming Public Procurement) practitioner as well as Chartered Institute of Management and Prince2 Practitioner qualified.

Meet the PSL Team



Paula Stay - Lead Data Consultant

Paula is a seasoned expert in pricing analysis and supplier agreements.

With years of experience in procurement and finance, she provides:

- **In-depth data analysis:** Uncover hidden costs and optimise pricing strategies.
- **Specialised training & coaching:** Empower procurement, AP, and finance teams with the skills to effectively manage pricing and contracts.
- **Financial support:** Guide teams on financial aspects of procurement decisions.

Paula leverages her financial expertise to help organizations maximise value from their supplier relationships."



Max Kent - Lead Solutions Consultant

Max is a well-known procurement, sales and financial automation professional with a proven track record of success in driving strategic sourcing initiatives and optimising supply chains.

He brings a wealth of experience in:

- **Strategic Sourcing & Category Management:** Developing and executing effective sourcing strategies across various categories.
- **Supplier Relationship Management:** Building and maintaining strong relationships with key suppliers.
- **Contract Negotiation:** Negotiating and managing complex contracts to optimise value and minimise risk.
- **Procurement Process Improvement:** Streamlining procurement processes and implementing best practices.

Max leverages his deep industry knowledge and analytical skills to help organisations achieve significant cost savings, improve operational efficiency, and build a more resilient supply chain.



Paul Hienkens - Lead Business Consultant

Paul has three decades experience empowering small businesses to achieve sustainable growth.

Paul provides:

- **Retained Services:** Access to dedicated fractional or interim experts for comprehensive support across all aspects of your business.
- **Operations & Commercial Advisory:** Strategic guidance and practical solutions to identify and address your business's key challenges.
- **The Founder 360:** A personalized approach to help founders focus on their strengths, delegate effectively, and achieve a better work-life balance while driving business success.



Who Have We Worked With?



Who is PSL?

How Can PSL Help?

At PSL, we understand the complexities of the new PA2023 regulations and the challenges they pose for public sector clients. Our new PA2023 capability is designed to help you navigate this regulatory landscape with confidence and achieve exceptional results. Our team of experts brings a wealth of experience in procurement, data analysis, pricing strategies, and compliance. We offer a comprehensive range of services that address the specific needs of public sector organisations, including:

- **Risk Mitigation:** Ensuring compliance with PA2023 regulations to avoid legal challenges.
- **Cost Savings:** Delivering significant cost savings through efficient procurement practices and access to exclusive deals.
- **Operational Efficiencies:** Streamlining procurement processes to achieve better outcomes.
- **Data-Driven Insights:** Leveraging data analytics to uncover hidden costs and optimise pricing strategies.

Success Stories

Our track record speaks for itself. Here are some highlights of the significant cost savings and operational efficiencies we've delivered for our clients:

- £50K annual savings and reduction of 3 metric tonnes of plastic packaging for a client in the healthcare sector.
- £369K annual savings through janitorial consumables review for a client in the facilities management sector.
- £800K annual savings with ongoing procurement support for a client in the education sector.
- £1M annual savings on office supplies and print devices for a client in the marketing sector.
- £262K savings over 15 months in a janitorial review for a client in the education sector.
- £8,855 annual savings on mobile phone costs for a client in the education sector.
- £51,500 annual savings on office supplies for a client in the education sector.
- £9K annual savings through a voltage optimisation project for a client in the healthcare sector.

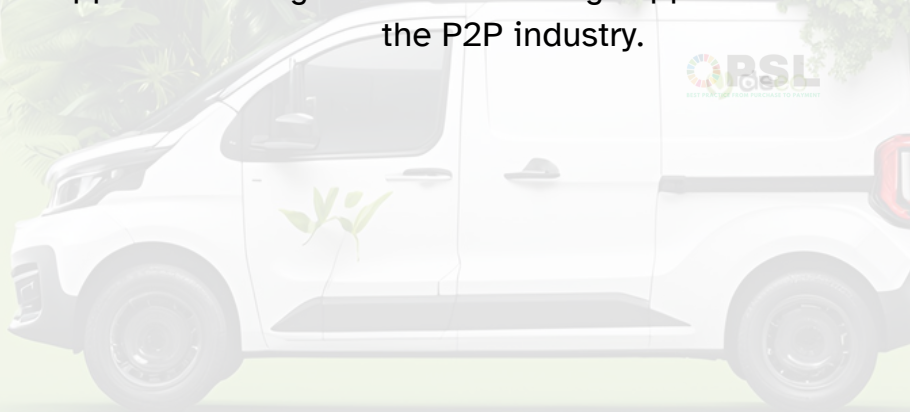
Who is PSL?

Additionally, PSL has a partnership with the Accounts Payable Association using its in-house knowledge and skills in Digital Procurement Transformation, Finance Automation, and Supplier Management to review and award the UK's largest and best AP departments Quality certifications in Best Practice for Accounts Payable.

Reviews for our clients, including those in the energy, construction, healthcare, and automotive sectors, have led to ongoing improvement, accreditation, and industry recognition.

Other Services PSL Provides

- Framework / Council Backed Procurement Service for PS2023 Public Sector Clients.
- P2P & AP Automation Software Selection, Solution Design and Advisory
- AP Best Practice & Quality with the APA.
- Procurement & Cost Management Consultancy.
- Data Cleansing, Expenditure & Master Vendor File Classification.
- Payroll Training and Update courses via The Payroll Centre.
- Data Extraction and Key Business Intelligence for Procurement via API for all Microsoft Dynamics365 users via our Platinum Microsoft data partner.
- C02 Tracking and Insights via our in-house C02 Scope 3 Emissions Calculator and reporting service.
- Commercial Support including Sales & Marketing support for small business involved in the P2P industry.





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