

## **Midlands Bailiff Partnership and Bristow & Sutor enter exclusive 3 year partnership**

**November 2007:** The Midlands Partnership comprising 4 councils across the West Midlands have announced an exclusive 3 year partnership agreement with Bristow & Sutor to maximise best value and bailiff practice across the County.

Coventry City Council, Wolverhampton City Council, Dudley Metropolitan Borough Council and Sandwell Metropolitan Borough Council came together to procure bailiff services for the collection of Council Tax and Non Domestic Rates. The contract forms part of a wider procurement drive in the region. The West Midlands Regional Centre of Excellence assists and co-ordinates a range of possible joint procurement initiatives across the West Midlands authorities in support of the government's national procurement strategy.

The councils initiated the "Working in Partnership" drive early in 2007, with the intention of streamlining the procurement process, seeking quality services based on the Most Economically Advantageous Tender (MEAT), and appointing a partner that would deliver good collection results and best practice.

Ian Wollaston, Revenues Manager for Dudley Metropolitan Borough Council said, "In addition to sharing best enforcement practice, the councils will use this framework to regularly share collection results and compare performance across the region. This will also give us the opportunity to share and review guidelines, with the objective of improving collection results across each of the councils."

Andy Rose, Managing Director Bristow & Sutor added, "We are delighted to be awarded this contract. We have over 70 years of shared experience with the 4 councils currently in the Midlands Bailiff Partnership. In the *true* spirit of partnership, two of these councils, contributed to the original development of Bristow & Sutor's Client Web. Dudley and Wolverhampton Councils were the first "test sites" for the popular tool that today benefits all of our clients."

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