

Better value, delivered.



Insurance Brokerage and Insurance Solution Overview

About YPO

YPO provides procurement solutions for public sector organisations to set up or renew contracts for a wide range of services. Established in 1974 by a group of 13 local authorities, we're the UK's largest public sector buying organisation and we're still 100% publicly-owned today. We work closely with our suppliers and collaborate with other public sector buying organisations to achieve efficiencies and value for money, returning all our profits back into the heart of the public sector. Our team of qualified procurement professionals can offer advice, guidance and expertise on procurement, as well as regular engagement and communication to make sure your objectives are achieved.




Insurance Solution background

YPO has years of experience in insurance procurement, over this time we have developed a strong market relationship and built in-depth knowledge about the insurance market.

We have worked in partnership with ESPO and NEPO to create an insurance solution that address's the challenges you are facing when it comes to procuring insurance cover.

Following intense market research and engagement the insurance solution structure has been split into two separate contractual arrangements;

- Insurance Brokerage and Associated Services Framework Agreement; the Insurance brokerage and associated services framework allows for direct comparison of each insurance broker and allows to appoint one chosen insurance broker as the customer representative on matters relating to insurance.
- Insurance Placement Dynamic Purchasing System(s) (DPS) the Dynamic Purchasing System provides access to pre-qualified insurance providers offering a wide range of insurance covers.



This arrangement keeps the choice of an insurance broker and an insurer separate so you can drive real value from both processes.

Insurance Brokerage Framework Agreement

Insurance brokers play a key role in the procurement of insurance as they are a full-time specialist, with professional skills in handling the insurance business, providing customers with advice on existing programme.

The framework is designed to allow for a direct award of the contract to the chosen insurance broker or to allow for a benchmarking exercise of insurance brokers' knowledge and market strengths. The aim is to create better transparency and understanding around the use of an insurance broker, and on how to appoint one so in the next step of the insurance procurement process a real competition and value for money can be generated.

Benefits of an insurance broker:

- Access to insurance expertise and knowledge
- Achieves maximum value for money in insurance programme design
- Ability to service all areas of the business including placement of niche and specialist covers
- Supports your disclosure of material information
- Access to consultancy advice on diverse range of risks and issues relating to insurance
- Advices on new risks and coverage required, value added solutions and innovation

A broker is your gateway to the insurance market, without them you will limit your insurance competition.

We will be actively supporting customers in the process of appointing an insurance broker and when required we can run a further competition on your behalf.



Strive for value for money



Police the transparency of the insurance procurement process



Improve the understanding of the insurance market
Make a difference and challenge market behaviour



Provide strategic leadership in insurance procurement

Insurance Placement Dynamic Purchasing System(s) (DPS)

The Insurance market is dominated by a few market leaders who can offer all types of classes of insurance. However, there are many insurers, who are niche or specialist, who do not have the capacity to deliver all the insurance requirements but will be able to offer competitive quotes on individual lines. Also, the nature of the insurance market is cyclical, characterised by fluctuating availability of insurers. Insurers join and leave the public sector depending on the market conditions.

The insurance placement DPS has been set up to benefit both insurers and tendering customers. The approach allows to:

- Customise your requirement
- Access dynamic and fluid insurance market
- Increase competition and shape the market as insurers can join at any time during the DPS's period of validity
- Procure any type of cover including highly specialist and niche insurance
- Streamline the process as both insurers and the types of covers can be easily identified
- Create level playing field for insurers - Our team is continuously working with the insurance industry to ensure the DPS offers the best route to insurance market

Meet the insurance procurement team

Our vision is to be the procurement vehicle of choice and a centre of excellence for insurance procurement.



Sarah Jarvis
Category Manager
sarah.jarvis@ypo.co.uk
07814 295284



Maria Hadro
Category Buyer
maria.hadro@ypo.co.uk
07552 320520

 ypo.co.uk/frameworks

 insurance@ypo.co.uk

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