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PROCUREMENT BILL -

WHERE ARE WE NOW AND HOW DID WE GET HERE?

TODAY:

- 1. PROCESSES**
- 2. SOFT MARKET TESTING**

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COMPETITIVE PROCEDURE WITH NEGOTIATION	COMPETITIVE DIALOGUE
<ul style="list-style-type: none"> ■ Need full specification ■ Must invite “initial (priced) tenders” ■ Can award on the basis of initial tenders as long as box ticked in FTS contract notice ■ Negotiations to “improve tenders” ■ Final tender (BAFO) stage needed where “negotiations” 	<ul style="list-style-type: none"> ■ Need a descriptive document setting out high level needs and requirements ■ “Solutions” can be “high level”– to start with ■ Dialogue continues until solution(s) identified ■ Final tender stage ■ More scope to “clarify, specify and optimise” final tenders

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PROCUREMENT PROCEDURES – NEW PROCUREMENT BILL

Open procedure – as now

Competitive flexible procedure
– anything the contracting authority likes
– subject to compliance with principles etc

Direct award
– limited circumstances
– similar to current but slightly wider

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Solutions and negotiation in same procedure?

Length and practicality of procedure – attractive to market?

Are you not sure about solutions? Have you conducted SMT?

Always worth negotiating – but how do you ensure fairness?

How could you combine the best of both?

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SOFT MARKET TESTING

Significant encouragement in the Bill

Pre-market engagement notice

Level playing field – time and information

Information and questionnaire – followed by clarification sessions with selected respondents

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Waste - Outsourcing whole service

Reasonably steady state but option on lease renewal for Authority depot

What is the best process?

Quick check on solution – then concerted negotiate to make improvements to bids

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Waste - Outsourcing whole service

High levels of residential growth

Moving to a shared service

New depots and fleet required

What is the best process?

Focus on solutions – reducing the solutions/bidders and then short negotiation with final 2 bidders?

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QUESTIONS?

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