

## Frequently Asked Questions

# Competitive Dialogue or Competitive Procedure

Competitive Dialogue or Competitive Procedure teaches you the detail of the three special procedures: Competitive Dialogue, Competitive Procedure with Negotiation and the Innovation Partnership.

We've been tracking the most frequently asked questions from buyers and suppliers, collated from our training courses, webinars and networking events. Principal Procurement Consultant **Eddie Regan** offers answers below.



### Q Are Competitive Dialogue and Competitive Procedure interchangeable?

A The structure of your dealings with suppliers is the key difference between these procedures. One lets you tender and then negotiate with bidders, where the other lets you have dialogue and negotiations before you issue the tender specification.

### Q What exactly is Innovation Partnership?

A Innovation Partnership is for buying genuine innovation. Essentially, it is used to procure a product, service or works contract which delivers an outcome that cannot be delivered by anything currently available in the marketplace.

### Q How does Competitive Procedure with Negotiation differ from the old Negotiated Procedure?

A There are a number of areas of difference. It can be used in conjunction with a Prior Information Notice and it offers buyers the opportunity to agree a tender timescale with the bidders. It also allows buyers to have a negotiated process or to select the best bid without proceeding to negotiation, so really, it's two processes in one.

### Q What about the Negotiated Procedure without prior advertising? Does it still exist?

A Absolutely, and in fact certain elements of it are linked directly to the rules on modifying contracts and, of course, to the use of the Voluntary Ex-Ante Transparency Notice.

### Q The bonus question

How do I find out more?

A You can find out more by:

Spending a few days researching, a few days reading regulations, a few days reading case studies and a couple of days implementing all you discover into your daily working life.

Alternatively, you could: Learn about the entire procurement structure in one day at a scheduled PASS Training event.

Or, if there are a few people in your organisation who need to learn or want to refresh their knowledge, I can come to you and train you and your team in-house.

[www.passprocurement.com](http://www.passprocurement.com)

**PASS Procurement**

Medius, 60 Pacific Quay,  
Glasgow G51 1DZ

e [pass@passprocurement.com](mailto:pass@passprocurement.com)

e [consultancy@passprocurement.com](mailto:consultancy@passprocurement.com)

t 0845 270 7055

# Competitive Dialogue or Competitive Procedure



*Presented by:*

**Eddie Regan**

*Principal Procurement  
Consultant*

**6**  
**CPD**  
**HOURS**

*This event is scheduled throughout the year in:*

LONDON

BIRMINGHAM

MANCHESTER

GLASGOW

EDINBURGH

Visit the **PASS Events Diary** for dates, locations and the booking form



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Medius, 60 Pacific Quay,  
Glasgow G51 1DZ

e [pass@passprocurement.com](mailto:pass@passprocurement.com)  
e [consultancy@passprocurement.com](mailto:consultancy@passprocurement.com)  
t 0845 270 7055