



A GUIDE TO

Competitive Dialogue or Competitive Procedure?



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Competitive Dialogue or Competitive Procedure?

What is Competitive Dialogue or Competitive Procedure?

Procuring innovative or complex requirements got a little easier following the introduction of the Public Contracts Regulations 2015.

The rules around using Competitive Dialogue have been relaxed, Competitive Procedure with Negotiation has been introduced and, for the really innovative outcome, we now have the Innovation Partnership procedure.

This is the course which teaches the three special procedures, Competitive Dialogue, Competitive Procedure with Negotiation and the Innovation Partnership.

Why should you learn Competitive Dialogue or Competitive Procedure?

As technology moves forward, we find ourselves seeking solutions which sometimes don't exist. Solutions may be too complex for the commonly used Open and Restricted Procedures. To future-proof your contracts, this course is essential.

You may be looking for customised outcomes. You might have specific circumstances to the nature of a procurement – whether its complexity, legal or financial make-up, or risk – that will lead you to decide that the Open and Restricted procedures won't give you the outcomes you need.

What will you learn on Competitive Dialogue or Competitive Procedure?

- When you should consider using one of the three special procedures
- How to use each of the procedures
- Which procedure to use for unknown outcomes, products or services
- How to use prior negotiation
- Within which procedure you can open negotiations with bidders
- How to use the Innovation Partnership procedure

You will leave with a complete understanding of how and when to use the three special procedures, what the pitfalls are, what gains you can make and the timescales you need to bear in mind for successful execution.

How do I learn about Competitive Dialogue or Competitive Procedure?

Competitive Dialogue or Competitive Procedure? is scheduled throughout the year in
London • Birmingham • Manchester • Glasgow • Edinburgh

Look for your nearest location and date at www.passprocurement.co.uk/cd

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The Statistics



DAY COURSE

LED BY



EDDIE REGAN

Principal Procurement
Consultant



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OVER



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OVER



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2010

The private sector is becoming increasingly adept at working with the Public Contracts Regulations, so don't leave yourself, your team and your organisation open to challenge. Compliancy is key to smooth-running procurement.

COMPLIANCY IS KEY TO SMOOTH RUNNING PROCUREMENT

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The Format of the Training

What is the format of the training?

Competitive Dialogue or Competitive Procedure? begins with registration at 0845 with the training starting at 0915. Morning coffee and lunch are served during the day and the programme finishes at approximately 1515 depending on the number of questions.

You will receive course materials with plenty of space to take notes, The training is delivered in context with real examples, bringing the regulations, procedures and processes to life for your day to day procurement needs.

Who should attend?

The course is ideal for anyone who works in the public sector running tenders. If you feel you need a bigger, better or unimagined solution, the three special procedures will help you achieve the outcome you need. If you are running a procurement department and are looking to procure strategically for the future, this course is essential to making sure you don't miss opportunities.

Why should I attend?

Ensuring you use the correct procedure can lead to long-term cost savings, a contract which won't become out of date and a contract which won't lead to a costly re-run of your tender exercise.

You will learn the benefits of each procedure, how to use them, how to measure the risk and rewards and an understanding of the cost implications and what sort of timetable you can expect to use.

When you are seeking the best possible outcome to your tender exercise it's not the best idea simply to update previous documentation and release it.

For leaders within procurement teams and anyone advising on or commissioning technology, this course is critical for your development, your department's development and the overall health of your organisation.

How will the course benefit me?

You will understand the differences between the three special procedures and how to utilise them to achieve the right outcome.

You will be able to advise anyone in your organisation commissioning products and services which don't fit the usual mould. You will be able to advise on future-proofing your procurements enabling savings and efficient delivery.

CPD Accreditation and the PASS Guarantee

Within your delegate pack you will receive a CPD self-certification form. Fill this in, send it off and you will have gained 6 hours Continuing Professional Development.

The PASS Guarantee

The PASS Guarantee is rarely invoked. But we do state "if you don't learn, you don't pay". Of course, it can be very subjective whether someone has learned anything. On receiving a request for the guarantee, we find out why you feel you didn't learn, including what you believe was your level of knowledge before attending the course. We seek feedback from the consultant who delivered the training and we may also draw on event feedback from other delegates.

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PASS Consultants



Eddie Regan

Principal Procurement Consultant

Eddie has worked with the public sector for over 30 years and led the set-up of PASS (Procurement Advice and Support Service) within BiP Solutions. This has enabled the company to offer a wide variety of procurement training and consultancy to public sector bodies. Eddie has worked with many organisations to help them develop their tendering processes, procurement strategies and evaluation programmes but his greatest specialism is his ability to explain complex procurement issues in a simplified and understandable manner, so that delegates, irrespective of their skill set, can comprehend the issues.



Dr Paul Wright

Senior Procurement Consultant

Paul has been providing training and consultancy in purchasing and supply chain management for a wide range of clients since 1998. Paul and his associates have worked extensively for public sector organisations in the UK including regional development agencies, Business Link Operators, councils and cluster teams. He has also been involved in a number of sports-related projects including supplier development and economic impact assessment. He has specialities in a number of sectors within the public and private sectors, including materials science, chemicals, engineering, technology businesses and sports business.