



A GUIDE TO

Implementing the new Selection Process



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Contents

- 3** What is Implementing the new Selection Process ?

- 4** Statistics

- 5** The Format of Training

- 6** Meet the Trainers

Implementing the new Selection Process

What is the Selection Process?

Despite some misunderstandings, the selection stage has not gone away. Some refer to it as the pre-qualifying stage, some as the selection stage. No matter which name you use, it is vital that you run it compliantly.

The Selection Process is the first scoring of your submission and centres on the deliverability stage where tenders are scored against mandatory criteria to ensure that companies moving forward to the tender submission are financially fit and can deliver the contract. There may also be optional criteria included specific to the contract.

Why should you learn about the Selection Process?

The Selection Process has changed. In Scotland, the European Single Procurement Document (ESPD) has been introduced and this replaces the old PQQ document.

In the rest of the UK, the ESPD has been folded into the PQQ to become the Standard Selection Questionnaire (SQ). That means that it is increasingly important that buyers understand the means of proof they can seek, to ensure compliance with national and legislative requirements and what additional questions may be necessary to garner such information.

What will you learn on Implementing the new Selection Process?

- What selection criteria is available to you
- Understand the means of proof you can seek
- Know what additional questions you can ask
- What the new mandatory exclusions are

You will go back to your organisation with the skills to formulate a strategic approach to your selection process, giving you the widest range of suppliers to take forward to tender.

How do I learn about Implementing the new Selection Process?

Implementing the new Selection Process is scheduled throughout the year in
London • Birmingham • Manchester • Glasgow • Edinburgh

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

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The Statistics



DAY COURSE

LED BY



EDDIE REGAN

Principal Procurement
Consultant



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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?

Implementing the new Selection Process 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:

- procurement professionals who are seeking to gain a better understanding of how they can use the Selection Process to attract a wider selection of suppliers.
- anyone wanting to gain a better understanding of the various procedures and timescales and understand the issues around the European Single Procurement Document

Why should I attend?

It's essential when planning your procurement exercises to take a holistic view of the entire process. This course will help you towards ensuring you don't discount potential success by simply implementing what you have historically deemed adequate.

How will the course benefit me?

You will deliver the right results for your department and your organisation. You will understand how to use your procurement exercises in a strategic way to ensure you make savings and achieve the best possible outcome for your organisation.

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.