

Frequently Asked Questions

Preparing Perfect Tenders

Public Sector spending on goods and services continues to grow year on year despite the need for savings and the headlines about cuts. 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 What changes have been made to tender timescales?

A There are some significant reductions. For example, the minimum timescale in the Open procedure can now be as short as 15 days. In the Restricted procedure and the Competitive Procedure with Negotiation, some authorities will be able to agree the tender timescale with the tenderers.

Q So we need to keep a close watch for contract notices then?

A Yes, but also for Prior Information Notices. Some authorities can now use the PIN as a Call for Competition and if you miss that, you may miss the chance to bid, as there is no requirement for a further notice to be published in the OJEU.

Q How do we deal with documents requesting specific goods or clearly written for a competitor?

A The new Public Contracts Regulations 2015 state clearly that the use of proprietary names, caveated with 'or equivalent', as a quick solution to writing a specification, is no longer acceptable.

Q But you can't really challenge an authority, it goes against you

A You have the right to challenge anything you feel is wrong, for example if you think the specification is incorrect or it's been written to favour a competitor. Just remember that any challenges must be raised within 30 days or you may lose the right to challenge.

Q Have they changed the Award Criteria?

A No, they've added to them. All the previous criteria remain, but new criteria such as social characteristics, design for all users and innovation have been added.

The bonus question

Q 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.

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Introduction to Public Procurement



Presented by:

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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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