



Inside Competitive Dialogue 2012 - PPP / PFI

Course Outline

Welcome & Introductions

Overview of EU Procurement Procedures

Planning for Competitive Dialogue
- planning for
- participants
- resourcing

Undertaking Competitive Dialogue
- pre qualification
- establishing & maintaining competition

Post Dialogue Phase
- specifying, clarifying and fine tuning bids
- evaluation of bids
- debriefing bidders

Key Issues & Guidance
- cancelled or delayed procurements
- increasing costs
- bid convergence

Review of the Day & Final Questions

Who is this course designed for?

This course is for people who are currently, or will be involved in the Competitive Dialogue process. The course provides an ideal opportunity to understand the current guidance and learn from the issues which currently arise or have been identified as being problematical for other contracts.

Why should I attend?

Delegates will be able to discuss the guidelines in detail, and explore a hands on procurement case study which allows them to discover more about the key elements, and best practices.

There are many factors which become apparent from undertaking Competitive Dialogue which are shared and reviewed during the programme. Hot topics including; evaluation of bidders; clarification; bid convergence; cancellation and delayed projects.

You will be able to take away current guidance and understand more about the key aspects of undertaking a successful tender process.

This course seeks to provide practical advice and guidance for delegates to take away and action upon

Summary of the Course

The course provides a practical introduction and walk through of the process that you will undertake when conducting or participating in Competitive Dialogue.

It will focus on responsibilities of your procurement team, and the expectations of the bid teams.

Delegates will have the opportunity to discuss how to help bids evolve and how to keep confidentiality, they will also learn more about applying award criteria in order to de-select solutions.

The course also highlights the main contractual / legal aspects to be aware of as well as covering the expectations of the government bodies such as National Audit Office, HMT.



Tony
Smith

Tony has a long history associated with the successful development and implementation of PPP / PFI projects. Working for both the private and public sector he has a unique perspective on the different approaches and implications for success, which he now shares with clients. Recently he has been asked to advise overseas PPP projects, and he is an active member of UNECE and the United Nations PPP Team.

Tony is a qualified solicitor, who still advises on current projects and regularly lectures and trains PPP teams



Anthony
Garnett

Anthony has over 26 years business experience in procurement, outsourcing, and contract management working with both the private and public sector.

Working for several years at PwC Management Consultancy he managed and developed the PPP / PFI training programme for many PFI delivery & management teams.

Anthony has been at the forefront of designing and delivering practical training courses.

Key Objectives of the course

- Outline the purpose and phases involved in procuring under Competitive Dialogue
- Review the approach taken, key steps and guidance
- Provide an understanding of the main issues which often arise, and how to resolve them
- Make delegates aware of the need to manage the outcome, and the bidders expectations
- Give delegates practical exercises to extend their knowledge on the topic

Who will run this course and what is their experience?

We always ensure that the team taking the course have an appropriate background in the topics that they are covering.

Our delivery team have been responsible for establishing the delivery of several PPP / PFI projects and have first hand experience of advising on the key issues and current guidance.

For more information about our delivery team go to the website where a full c.v. history is provided.

Cost, Duration and Accreditation

Pricing details are available on request, 9.30am – 17.15pm , 1 Day

This course may be considered as part of Continuing Professional Development, with a total attributable allowance of 6.5 hours.

This course can be delivered directly to your team, or tailored to suit your own requirements, for further information contact us on:

info@rightoutcomes.co.uk
or call 0845 539 0130.

www.ppp-training.co.uk