

Expert Advice on Regulated Procurement provided to Education Client

CHALLENGE

A large UK Public Sector organisation operating within the education sector needed to undertake a complex procurement to set up a joint venture.

As the requirement was of a specialist nature and needed to be procured using the negotiated procedure of the EU Procurement Regulations, to which they had no experience, the organisation sought external support to assist them throughout the process.

SOLUTION

As well as guiding the client throughout the procurement process we ran the procurement on their behalf using our own eSourcing tool.

Beginning with helping the client develop their joint venture specification, commercial strategy and evaluation criteria.

We managed the sourcing process, building the sourcing event to reflect the client's technical and commercial requirements, supplier messaging and dealing with clarification questions and management of all the subsequent sourcing actions including award.

We provided guidance during the negotiation phase to ensure that the best possible deal was secured which was fully reflective of the clients requirements.

RESULTS THAT SPEAK FOR THEMSELVES

Our approach and sourcing activity secured several benefits for our client which included:

- ⇒ Current knowledge and awareness of best practice within Public Sector regulated procurements.
- ⇒ Ability to use resources with existing skills, experience and capability in complex areas whilst benefiting from knowledge transfer to their team.
- ⇒ Independent eSourcing tool and sourcing expertise ensuring that all activities were undertaken in line with EU Procurement Directives and the need for transparency and auditability was fully met.