

# Contracts Advance Bid Clinic

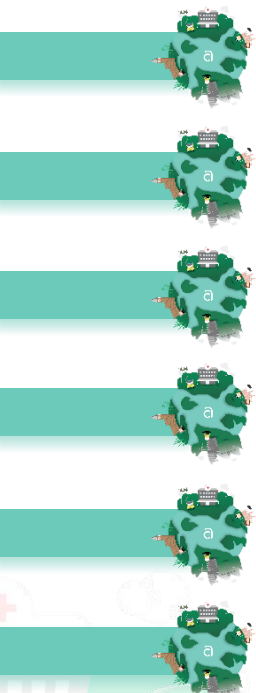
## Top 3 upcoming reasons that will stop you winning public sector contracts



Lee Hasell & Matt Mitchell

Thursday 22<sup>nd</sup> July 2021

# Agenda



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Lee Hasell & Matt Mitchell

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The growing importance of current contract performance

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Changes to procurement i.e. negotiations

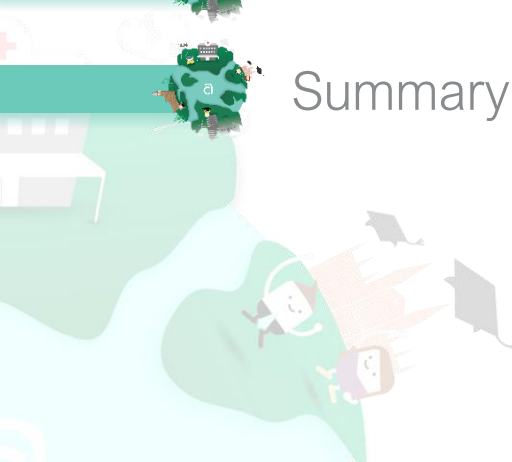
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# Introduction & Housekeeping



A discussion webinar



Audience participation



Our insights and experience



## Lee Hasell & Matt Mitchell



Lee is our Managing Partner here at Contracts Advance. He manages our Advisory team, and as an experienced senior executive, he's gathered a wealth of knowledge and expertise over the years. Having been both CEO and Director of Business Development for a large blue-chip provider, Lee continues to play an active role within the public sector by providing advice to clients on strategy and bidding.



Matt has over 25 years of bidding experience with considerable managerial expertise in corporate and operational services. Matt has supported CA and our clients to project manage a multitude of bids in industries ranging from; defence, healthcare, print, FM and many more. Matt has previously held a number of senior roles including Director of Development and is the Lead Consultant at CA.

# The growing importance of current contract performance



Evidence, Evidence, Evidence!



Green Paper: Transforming public procurement




National Procurement Policy Statement



# Changes to procurement i.e. negotiations




Green Paper: Transforming public procurement



“The Government proposes replacing the outdated procurement procedures with a new procedure which will allow for more negotiation and greater engagement with potential suppliers to deliver innovative solutions in partnership with the public sector”




“Retain the negotiated procedure without prior publication but renaming it as the limited tendering procedure”




“Elimination of suppliers through negotiation would still need to be in accordance with the stated evaluation criteria and there would need to be a deadline for the submission of final tenders once negotiations are concluded”


# Carbon Plans (requirement rather than response!)




Procurement Policy Note 06/21: Taking account of Carbon Reduction Plans in the procurement of major government contracts



“This PPN applies to framework agreements and dynamic purchasing systems only where it is anticipated that the individual value of any contract to be awarded under the framework agreement or dynamic purchasing system is greater than £5 million per annum (excluding VAT)”



“In-Scope Organisations must apply the provisions of this PPN to relevant procurements advertised on or after 30 September 2021”



Carbon Reduction Plans (CRP) must meet the required standard; UK Operations Net Zero by 2050, Emissions reporting, environmental management measures in effect including certification schemes or specific carbon reduction measures you have adopted, Publication of the CRP on supplier website



## Summary & Final Questions

<https://contractsadvance.co.uk/resources/webinars/>

