

CIPFA Procurement Webinar

Intermediate Level - Getting on and Mastering Procurement Delivery Updated Agenda

Zoom Webinar

30 April 2024

Purpose

CIPFA Procurement Network's very popular 'Introduction to Public Sector Procurement' event is now complemented by an 'Intermediate Level - Getting on and Mastering Procurement Delivery' webinar that will be suitable for experienced public sector practitioners seeking to develop their skills and careers further. The event has been designed to support practitioners with between two-and-five years' experience develop practical understanding of complex procurement provisions and procedures. The event will particularly benefit those colleagues considering applying for senior roles or those required to get involved in higher value/ risk/ complex tenders and projects.

This event has been updated to reflect expected changes under Procurement Act 2023 and Procurement Regulations 2024.

Learning Outcomes

How will you benefit?

Key learning outcomes include: -

- Understanding the importance of correctly applying the procurement principles and new objectives to design compliant tenders and deliver value for money.
- Maximising benefits of pre-procurement market engagement to attract competition and taking steps to reflect this in the tender process and the resulting contract.
- Managing commercial risks in large projects and complex procurements.
- Practical explanation of concession contracts and how you can support your authority generate additional income.
- Making sure contract modifications are made compliantly (PCR15/ PA23)

Who Will Benefit

The webinar will support procurement, finance, solicitors, project managers, auditors and contract managers with day-to-day responsibilities for seeking tenders and managing contracts and suppliers. This event is suited to practitioners with between 2-5 years' experience of public sector procurement or those who have completed the CIPFA CPCN introductory event.

Programme

09.20 – 09.30	Join the Webinar
09.30 – 09.40	Welcome, Introductions and Overview of the Webinar Mohamed Hans, Solicitor, Procurement Advisor, CIPFA Procurement & Commissioning Network
09.40 – 10.20	Using the Procurement Principles/ Objectives to solve Complex Problems This session will develop further practitioner understanding around the application of the procurement principles and the new objectives, which are fundamental to ensuring the contracting authority complies with the legal framework.
10.20 – 11.00	Importance of Pre-procurement Market Engagement An important, but often neglected part of the procurement cycle. Research and practice suggest that procurements where the CA have invested in pre-market engagement before finalising the business case, sought supplier views when developing specifications and use of market data to select the best procurement route generally results in better VfM contracts.
11.00 – 11.15	Comfort Break
11.15 – 12.10	Managing Complex Procurements This session will offer delegates a practical explanation of the grounds for the use of the Competitive Dialogue (CD) and Competitive Procedure with Negotiation (CPwN), as well as the new Competitive Flexible Procedure (CFP). It will cover: <ul style="list-style-type: none">▪ The pre-requisites of entering into a competitive dialogue or a competitive procedure with negotiation▪ Key differences between CD & CPwN▪ Importance of planning, preparation and market consultation▪ Which is the default procedure?▪ Examples of projects where each can be applied▪ Procurement documents and tender rules under CD/ CPwN/ CFP
12.10 - 12.45	Procuring Concession Contracts With budgetary pressure due to Austerity II making CAs consider income generating opportunities, concession contracts are becoming popular. In addition, some contracts are treated as regular procurements when they should be run under the concessions rules. This session will cover: <ul style="list-style-type: none">▪ What are concession contracts and what is regulated?▪ The public benefit test▪ Enforceable obligations placed on the concessionaire▪ How to calculate value of the concession?▪ Concession exemption for joint ventures and public co-operation▪ Electronic availability of concession documents
12.45– 13.25	Lunch

13.25– 14.25

Managing Disqualifications in Above-Threshold Procurements

The grounds for mandatory exclusion of bidders from tenders are set out in Reg 57 & 58 PCR 15, however they are complex and practitioners need to have a good practical understanding in order to ensure bidders with questionable conduct are de-selected at the earliest possible stage. The session will cover:

- Grounds for mandatory/ discretionary exclusions
- Self-declaration & cleaning – what does this mean for me?
- Managing conflicts of interests
- Excluded and Excludable Suppliers under PA23

14.25 – 14.35

Comfort Break

14.35 – 15.30

Common Contract Management Issues - Modifications, Extensions, and Exit Management

Contract changes need to be carefully managed, otherwise the CA will be in breach. Contract management needs to be proportionate and proactive throughout the lifetime of the contract. This session will cover:

- Grounds to modify contracts under Reg 72 PCR15/ proposed changes
- Obligation to publish Modification Notice
- Managing contract exit
- Terminating contracts where safe harbour principles not available
- Changes under PA23

15.30 – 15.45

Online Poll Assessment

This session will include a series of quiz questions based on the earlier sessions which delegates will be able to take part to support and enhance the learning experience.

15.45 – 15.50

Discussion, questions & close



CIPFA Sustainability Policy

CIPFA is delivering all of our training courses, workshops and seminars in accordance with our sustainability strategy. We do not provide hardcopy course materials to delegates and these are now distributed by email in advance of the event. We are striving to reduce our carbon footprint in every way that we can, and we hope that we can count on your support.