

Constructing Excellence Procurement Group

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Procurement as an enabler

- Procurement needs to identify, promote, secure and preserve (and reward) value being created
- Focussed on "what is value"?
- Continue this theme: focussing on the procurement process and other issues prompted by the sector's current challenges and opportunities

The challenges

- What do we need to anticipate in a procurement?
 - Building safety
 - Net zero
 - Skills
 - Digitisation
- What are the potential barriers that we could explore further?
 - Short-termism:
 - Funding programmes
 - Cap Ex v Op Ex budgets/considerations
 - Lack of skills
 - Needed to procure innovation
 - Lack of collaboration
 - Across the supply-chain
 - Volatility of supply-chain

Procurement sets the tone of the relationship

- Pricing:
 - Completeness and cohesiveness of tender documents: do you know what you are pricing?
 - Do the contract documents and specification etc. provide too much "wriggle room"?
 - How can you safely move from a tender price into contract?
 - What is a bidder being asked to actually do in the tender it is pricing?
 - How is other value accounted for (experience/IP/innovation – R&D?)
- Evaluation ambassadors to move the conversation on:
 - what are the issues arising/ top 10 "gripes"?
 - What has been considered "best in class"?
 - What is needed to procure innovation, new technology, new ways of working?
 - Standards?

“ How best can we use the Group to continue our value discussion in these volatile and challenging times?!

Contact

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