



Effective procurement in building maintenance and repairs

4 October 2018

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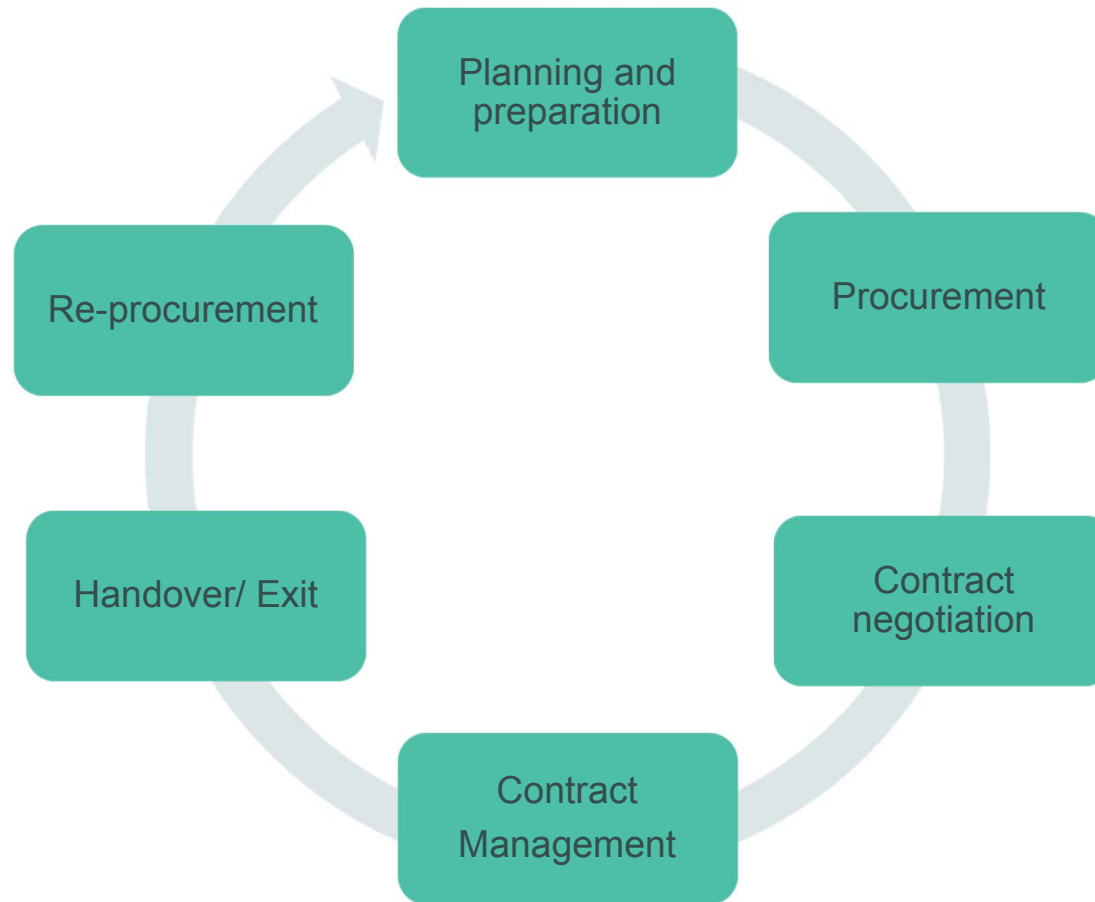




Introduction

- What is effective procurement?
- The building blocks of effective procurement
- Procurement options in FM contracts
- Post Brexit changes

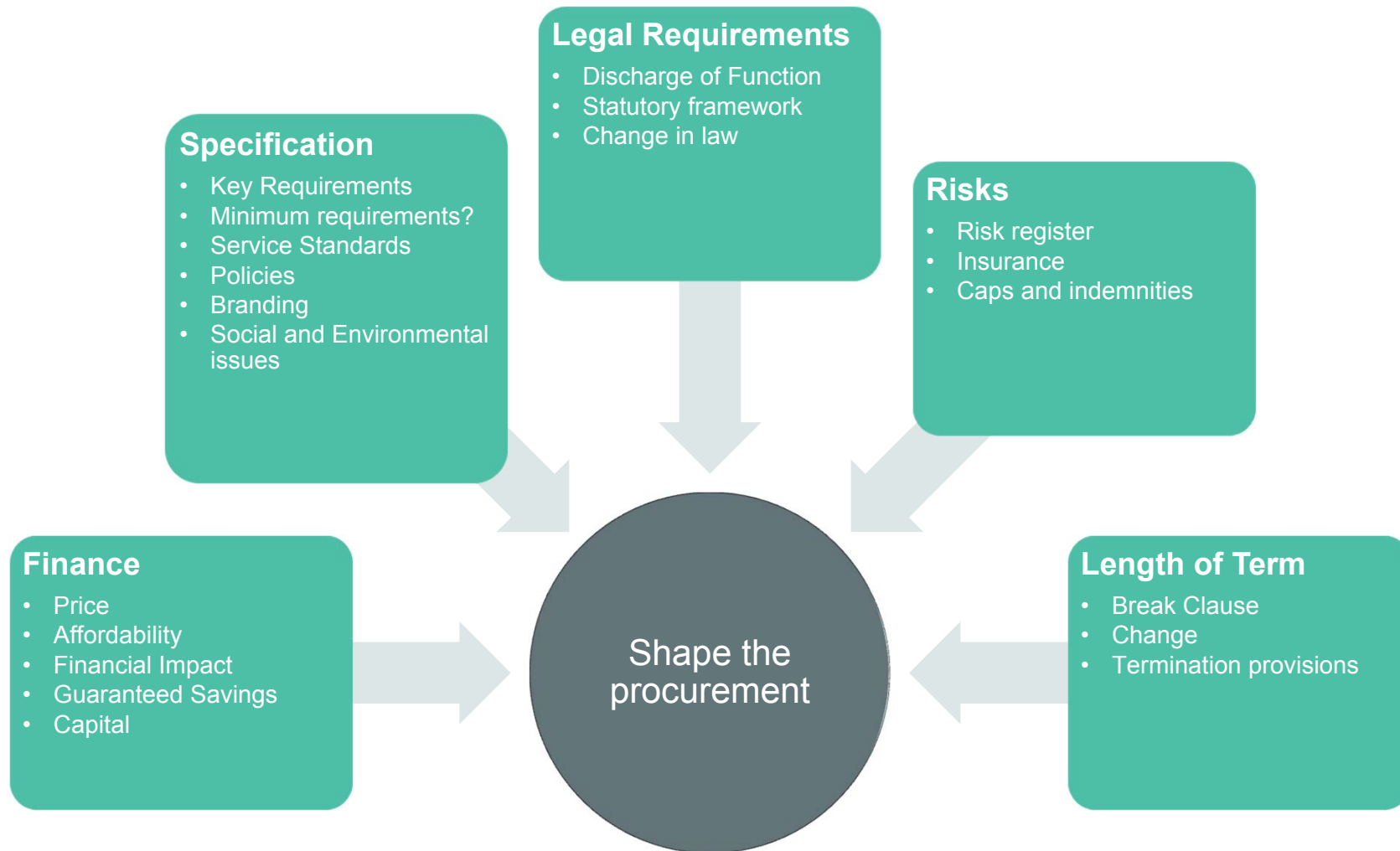
Procurement cycle



Preparation



Identifying needs



Plan the procedure

External

- Market Testing
- Procedure
 - Will negotiation be needed?
- Number of bidders
- Lots
- Variants
- Settle issue under competition
 - Better value for money
 - Avoid challenge

Internal

- Project management plan
- Timetable
- Settle procurement documents
- Logistics
- Communication/ portal
- Confidentiality
- Follow up actions
- Decision making process

Tailor the award criteria



- Reflect what you really want
- Most economically advantageous tender
- Cost/Quality Balance
- Social/environmental issues?
- Stakeholder buy in when setting the criteria
- Must specify weightings



Plan for performance

Transition

- Implement processes
- Knowledge transfer
- Establish team
- Internal business changes

Performance Management

- Relationship Management
- Service Delivery Management
- Meeting standards
- Management Information (MI)
- KPIs
- Deductions
- Contract administration
- Day to day administration

Model contracts



- In-house
- NEC Terms Service Contract
- JCT Repair and Maintenance Contract
- Specialist services (e.g. M&E, cleaning)
- CCS FM contract
- Other frameworks



What are the risks of getting it wrong?

- A procurement challenge could mean:
 - the contract being declared ineffective
 - damages being payable
 - additional costs and management time
 - need to restart the procurement

Brexit - deal or no deal?



– If deal:

- Public Contract Regulations 2015 (PCRs) likely to continue to apply
- May still advertise in OJEU - depends on the agreement reached

Brexit



If no deal:

- No longer required to advertise in OJEU
- UK to set up new portal for OJEU type tenders
- PCRs still likely to continue to apply



Conclusions

You can only manage the contract you have

You can only get the contract you procure

You can only procure what you prepared for



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