

Procurement Guidelines – The Rules and The Reality

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A question...

- Who believes that an “open tender” means:
 - A huge document
 - Requesting irrelevant questions
 - A costly exercise
 - One size fits all
 - You’ve only got 10 days to respond
 - It’s a compliance exercise
 - The start of the process



Procurement... a quick word

- We're changing
- Three drivers
 - Environment for business success
 - Increase performance, add value, maximise results
 - Unlock savings



• Reform



Context

- Mandatory rules
- OAG Guidelines
- Better Public Services
- Green Growth Agenda
- Productivity Partnership
- Better Business Cases
- NGO Sourcing
- Innovation

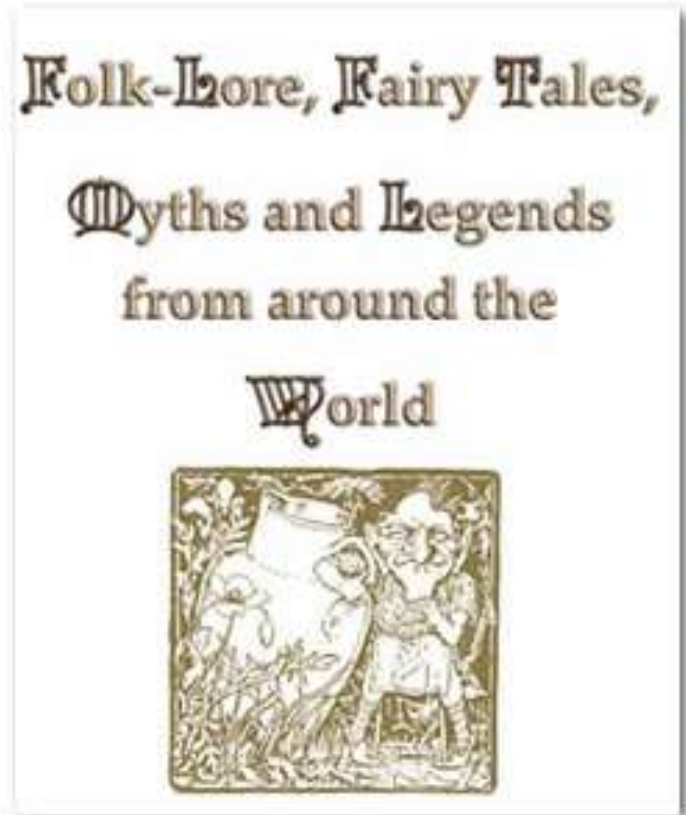


**WE
ARE
HERE**



Common myths

- The Mandatory rules are the start point
- 10 days is the right timeframe
- You have to accept lowest price
- The rules get in the way
- You have to tender everything
- Unicorns exist



A bit about the rules...

- Light touch
- Flexible
- Relevant
- Simple
- Compliance focused
- Not a substitute for thinking
- Not the start of the process



Timeframes...

- What's' this 10 day business?



Lowest price...

- I don't think so...
 - LPC
 - Weighted attribute
 - Brook's Law
- It's about value



The rules get in the way...

- They're a map



Tender everything...

- Fairness
- Transparency
- Honesty
- Equity
- Integrity
- Options



Unicorns

- Sorry



QUESTIONS

