

## Roundup Extra – December 2009

### 1) TFC Members just go on winning !

**Congratulations to the members who between them secured contracts totalling £11.1 million over the first 10 days of December 2009. In addition one member secured seven out of nine possible contracts in a single tendering round. These are real Christmas presents for some for whom the hard work now starts.**

### 2) PUBLIC CONTRACTS REGULATIONS 2006

**New Thresholds for advertising in the OJEU have been published. These are effective from 01.01.10**

	<b>Supplies</b>	<b>Services</b>	<b>Works</b>
<b>Government Departments</b>	<b>£101,323</b>	<b>£101,323</b>	<b>£3,927,260</b>
<b>Other public sector contracting authorities</b>	<b>£156,442</b>	<b>£156,442</b>	<b>£3,927,260</b>

Figures are net of VAT

Central Government Departments and bodies are listed in Schedule 1 of the Public Contracts Regulations 2006.

Applies to Services listed in Schedule 3 to the Public Contracts Regulations as Part A Does not apply to services listed as Part B (residual) services unless the purchaser has chosen to advertise the contract in the OJEU.

### 3) A Programme of Briefings to be held in Birmingham for Charities and voluntary organisations tendering for public sector contracts

#### **108/10 19.01.10 am and 112/10 02.02.10 – The Principles of Tender Pricing.**

How often does feedback say "you were too expensive" This briefing is designed to help organisations to give their tenders the best chance possible, without submitting a price which is not sustainable

#### **109/10 Understanding and Implementing Due Diligence 19.01.10 p.m.**

Exactly which aspects of the organisation are considered during both phases of tender appraisal? This briefing seeks to identify quick and easy ways in which organisations can improve their score.

#### **110/10 Managing Your Contract 20.01.10 a.m.**

So you have won the contract – how do you ensure full compliance and avoid any claims or legal action for breach of contract? any such claims, not necessarily court action could exclude your organisation from tendering for further contracts.

#### **111/10 Understanding Tendering and Procurement 21.01.10 all day**

A basic introductory seminar for those new to tendering and procurement. Designed to provide a basic understanding of the rules, what the purchasers can and cannot do and how tenders are scored.



### **113/10 An Introduction to the Services and Remedies Directive 02.02.10 pm**

From 20<sup>th</sup> December 2009 the Remedies Directive will provide new opportunities for dissatisfied tenderers to challenge the purchaser, but the legislation also includes the possibility for the courts to annul a contract post signature. This is new to UK commercial life. later in December the Services Directive comes into force. There is already evidence that there is a greater European and international interest in UK tenders. What are full implications of this new Directive likely to be and how will this affect tendering for contracts

### **114/10 How to Increase your PQQ Score 03.02.10. am**

Organisations should expect to achieve a success rate of between 80% and 90% after submitting their PQQ at the selection stage. One organisation recently reported a rate of just over 30%. This is just not good enough because unless the PQQ scores highly enough the tender will not be selected for the next phase. This briefing provides tips as to how that improvement can be achieved.

### **115/10 Preparing for e-Tendering 03.03.10 pm**

It is not just EU legislation which is forward online purchasing forward. In January 2009 the Glover Report was adopted by Government. This requires that by the end of 2010 all contracts with a value of £20,000 or more shall be the subject of e-tendering. What does this mean for organisations? and what should be put in place in order to engage with these new processes successfully?

### **116/10 Intelligent Commissioning 04.02.10 am**

Tendering is just part of the procurement process which starts with the purchaser "market testing" and deciding the precise details of the service they wish to buy. If this phase is undertaken effectively then the tender specification will be clear and suppliers will understand exactly what is required. Engaging in the consultation process is an essential step in influencing the content and make up of the final specification. This briefing was originally developed for the Thames Valley NHS Partnership.

**For full details of each briefing and a booking form please go to:**

**The Tfc website [www.tenderingforcare.com](http://www.tenderingforcare.com)**

Please click on "Tfc Open Workshop programme" in the top right hand corner to full details and a form from the bottom of the page

**Alternatively this link will go directly to the appropriate section**

**<http://www.tenderingforcare.com/tfc-open-workshop-programme>**

In case of difficulty please contact us.

**4) Tfc has developed and now delivers the only accredited qualification for managers and others who are in any way involved in tender preparation.**

**Tendering and Procurement Practice** – is accredited at Level 3 with 6 credits by the Open College Network (OCN) Delivered by telephone conferencing the course is designed to have a minimal impact on the time of busy managers, but also the work done during the course has already been shown to have a significant impact on employing organisations, and improving their tendering success. Manager may be eligible for some government funding towards the fees. This varies from region to region.

For full details, learning outcomes, details of the courses starting in January 2010 please go to <http://www.tappocn.org.uk/>

Contact Tfc by telephone on 01629 57501 or  
by email on [info@tenderingforcare.com](mailto:info@tenderingforcare.com)

