

BSF – Competitive Dialogue

Supply Side Perspective

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Are we there yet?

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- The Competitive Dialogue process
- Is it working?
- Supplier's perspective
- Lessons & improvements
- Q&A

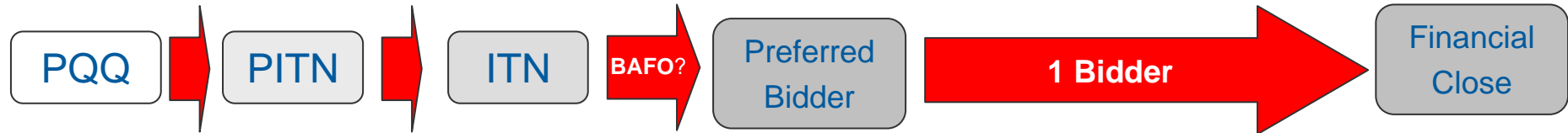
Experience in BSF

NEGOTIATED PROCEDURE
Bristol
Knowsley
Lambeth
Lancashire
Leeds
Leicester
Manchester
Sheffield
Solihull
Stoke
Waltham Forest

COMPETITIVE DIALOGUE	STAGE
Barnsley	ITCD
Birmingham	ITCD
Derbyshire	ITCD
Dorset MSP	PB
Hackney	PB
Haringey	ITCD
Islington	PB
Kent	PB
Middlesbrough	ITSFB
Newham	ITSFB
Salford	ITPD
Sandwell	ITPD
Southwark	ITCD
Sunderland	ITSFB
Tameside	ITSFB
Tower Hamlets	ITCD



Change Post OJEU



Is Competitive Dialogue Working?



- Maybe too early to conclude but...
- Standard docs help
- Authorities sharing experiences, documentation & processes that work well also helps
- More costs on supply side before bidder finds out if successful. Attractiveness to market?
- Supply side now more careful and selective
- Pressure on Authority resources
 - 2 or 3 bidders to get to financial close (almost)

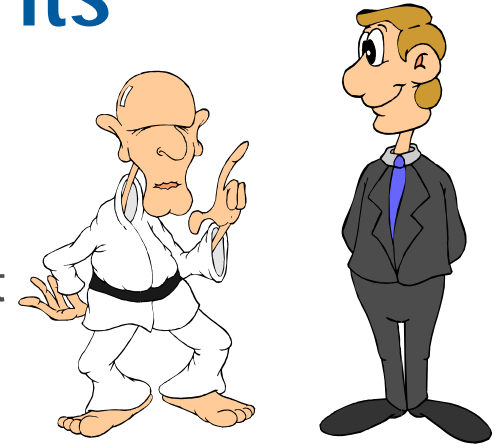
Supplier's Perspective



- More complex than Authorities anticipated
- More time-consuming than Authorities anticipated
- More expensive than Authorities anticipated
- Authorities do this only once
- Choose external consultants carefully
- Gaining early consensus & stakeholder buy-in
- Fairness in procurement means restricted access
 - Contradiction between “partnership” and limited dialogue
- Even clearly defined requirements are interpreted differently
- Things change after OBC/SBC

Lessons/Improvements

- Plan ahead
 - Publish engagement plan agreed with schools
- Early & ongoing school & stakeholder engagement
 - School governor agreements
 - Plan for more school engagement post PB
- Internal expertise wherever possible
 - Manage external consultants
- Don't take 3 bidders through ITSFB (even ITCD if possible)
 - Time consuming and expensive
- Consider carefully the merits of ICT separately procured
 - Use 'first' Interface Agreements for the 'second' procurement
 - Same or at least overlapping Legal teams
- Consider the Payment Mechanism carefully and make it widely known in Authority team (and with schools)
- Address TUPE concerns as early as possible



Looking Ahead

- Changing landscape
 - Authorities procuring Learning Platforms
 - More funding for ICT at home
 - How does this fit in with BSF?
 - Management of risk
 - Payment mechanisms
 - Development roadmaps
 - Contract novation
 - Functionality procured vs BSF Output Spec.





Summary

- You get what you procure
 - Experienced & funded team
 - School (and other stakeholder) engagement
 - Published engagement plan
 - Clarity of documentation
 - Opportunity for more clarification
- New building designs are an opportunity for changes in learning & teaching
 - Are schools and teachers prepared and ready for that change?

