



**BSF - Competitive Dialogue
- a bidders perspective**

Competitive Dialogue - being an intelligent client



The task is not so much to see what no one yet has seen, but to think what nobody yet has thought - about that which everybody sees.

Schopenhauer

So, what is it we can all see?

Strategic considerations ...

- Engagement strategy
 - ✓ Get the whole team on board!
- Money conversations
 - ✓ Affordability issues v school contribution
 - ✓ Interface matrix - £225 and what it buys
- LEP / other SPV arrangements
 - ✓ What's in and what's not
- HR, TUPE, Pensions
 - ✓ Strategic issues not just numbers!
- You are choosing a long-term partner
 - ✓ Liaison Schedules should be considered from day one
 - ✓ Governance arrangements; LA services; entitlement v choice



So, what is it we can all see?

The really simple things ...

- Keep public web-sites up to date
 - ✓ We are already looking at Wave 4 & W5
- Extranets - we love and hate them
 - ✓ Performance
 - ✓ Late changes - not exclusively through it!
- Documents
 - ✓ Word please!
 - ✓ Titles; filenames; word/page limits; templates; tables
- Meeting facilitation
 - ✓ Schedules of meetings through dialogue
 - ✓ When to engage ICT; balance of LA & schools
- Contact Directories
 - ✓ Not too limited!



So, what is it we can all see?

The slightly more complex issues ...

- Timescales for each stage - realism please
 - ✓ ITCD ... 9 weeks to 5 months
- Distribution of documents and the link to clarifications
 - ✓ RTBBs! - Gatekeepers; consolidated batches v drip feed
 - ✓ The process
- Feedback
 - ✓ What are your intentions?
- Commercial In Confidence
 - ✓ If we **tell** you ... no issue; if we **ask** you ... there's a problem - so:
 - ✓ We need as much information as you can provide asap
- Legals
 - ✓ Must be on the table **early!**
 - ✓ HR; pensions; insurances; financial advisers engaged



Partnership

- **The right ICT partner will understand:**

- ✓ Education and Design & Build issues ... as well as Technology
- ✓ Real Innovation ... how to foster not stifle it
- ✓ The wider picture ... Children's Services etc.
- ✓ All aspects of service delivery
 - ✓ Infrastructure
 - ✓ Managed Services
 - ✓ Learning Platforms
 - ✓ Technical Integration
 - ✓ Curriculum and other software
 - ✓ Have considerable integration skills
- ✓ and probably a good deal more



Questions?

