

Procurement ReForm

PASS

PROCUREMENT

LEARN • DEVELOP • ACCOMPLISH

PASS PROCUREMENT REFORM
CONSULTANCY PACKAGES



Supplier Support Packages

Introduction

Procurement Reform is coming – and the implications for buyers and suppliers across the public sector supply chain are significant.

Our Procurement Reform consultancy packages enable you to manage the transition successfully: ensuring you can remain compliant and competitive as the changes unfold.

Following a theme of **Inform, Prepare and Deliver**, each consultancy package is tailored to your organisations' needs: ensuring that the content and support provided is targeted, relevant and effective.

Inform enables everyone in your organisation to be brought up to speed on what the Reforms mean and how they will affect procurement in future.

Prepare is about getting in shape for the changes, reviewing what needs to be done and prioritising. **Deliver** focuses on hands-on changes to processes, documentation and procurement support.

Delivered online for maximum convenience – you choose who you want to attend and we adjust the content accordingly.

Inform

Session Overview

Led by one of our experienced consultants, this half day session will explain the background and drivers for Procurement Reform.

We will build on this with an overview of the key proposals, focusing on the likely challenges and opportunities that these present.

Topics covered will include:

Background and Overview of Procurement Reform
Identifying changes to finding, winning and delivering business
Possible Timelines
Explanation of Overlapping Legislation and its impact (NHS, GPA, LGA, PC(S)R 2015, etc)

Duration & Format

1/2 Day – Available from Oct 2022 – Feb 2023 delivered as online training and discussion through MS Teams

What's Included?

- **3 hours online personalised consultancy**
- **Access for up to 10 attendees***
- **Links to useful resources**
- **Copy of presentation materials**
- **Copy of session recording**
- **Next steps action plan**
- **10% discount on other PASS consultancy purchased**

** Larger groups can be accommodated, pricing on request*

Audience

Current public sector suppliers, suppliers who would like to supply the public sector or increase their market share.

Cost:

£795 ex VAT

Prepare

Session Overview

Led by one of our experienced consultants, this session will provide an overview of the key proposals, focusing on the likely challenges and opportunities that these present.

By this point in the Procurement Reform timetable we will know more about the changes, based on the developments within the parliamentary process to create the legislation, and any further procurement policy releases.

Topics covered will include:

Overview of Procurement Reform Bill
Identifying changes to finding, winning and delivering business
Possible Timelines
Explanation of Overlapping Legislation and its impact (NHS, GPA, LGA, PC(S)R 2015, etc)

Duration & Format

1 or 2 Day – Delivered as online training and discussion through MS Teams

What's Included?

- **Online personalised consultancy**
- **Access for up to 10 attendees***
- **Links to useful resources**
- **Copy of presentation materials**
- **Copy of session recording**
- **Next steps action plan**
- **10% discount on other PASS consultancy purchased**

** Larger groups can be accommodated, pricing on request*

Audience

Current public sector suppliers, suppliers who would like to supply the public sector or increase their market share.

Cost:

**£1350 ex VAT one day session,
£2500 ex VAT two day session**

Deliver

Session Overview

Led by one of our experienced consultants, we will provide a detailed overview of the legislative changes, focusing on the challenges and opportunities that they present for suppliers.

We will follow this up with examples, checklists and the pragmatic steps that can be taken by suppliers to enhance their skills, develop their offerings to ensure that beyond simple compliance they are able to increase their win rate when competing for public sector opportunities.

Topics covered will include:

Procedural Change
Open Contracting Data Standard
Pipelines and Market Analysis
Benefits of Transparency
Benefits of Freedom of Information
New Challenge Regime
Central Digital Platform
Opportunity Analysis
Buyer Analysis
Competitor Analysis

Duration & Format

2 Days – Delivered as online training and discussion through MS Teams

What's Included?

- **Online personalised consultancy**
- **Access for up to 10 attendees***
- **Links to useful resources**
- **Copy of presentation materials**
- **Copy of session recording**
- **Next steps action plan**
- **10% discount on other PASS consultancy purchased**

** Larger groups can be accommodated, pricing on request*

Audience

Current public sector suppliers, suppliers who would like to supply the public sector or increase their market share.

Cost:

£2500 ex VAT two-day session

Further days of consultancy support may be purchased on a retainer basis