

P19 - ALTERNATIVE ROUTES TO MARKET

LEVEL

Working /Practitioner

DURATION

1 day

METHOD

Training Course

OVERVIEW

Understanding how to identify the most appropriate route to market for a specific requirement is a core procurement competence. On completion of this course attendees will be able to compare the likely effectiveness of alternative routes to market based on the objectives to be achieved and a sound knowledge of market capability and interest.

AUDIENCE & FORMAT

This course is ideal for public procurement staff working in operational and strategic roles. The content is presented by a trainer, supported by group discussions and case studies. Training notes are supplied for reference.

OUTCOMES

On completion of this course attendees will:

- Understand the need for clear objectives prior to commencing a formal procurement process.
- Be able to plan an appropriate level of pre-procurement market research and engagement.
- Know the key steps and attributes of the 6 EU procurement procedures, electronic auctions, frameworks and dynamic purchasing systems
- Be able to select the optimum route to market based on legal constraints and the best match between the objectives for the procurement and the characteristics of the alternative routes to market.
- Be able to use relevant appraisal tools.

COURSE CONTENT

- Market research and engagement
- Importance of clear and agreed objectives
- Key elements of each of the 6 procedures
- Key elements of the Dynamic Purchasing System
- How to set up a Dynamic Purchasing System
- Characteristics of other supporting mechanisms – electronic auctions, electronic catalogues and framework agreements
- How to choose between the procedures and supporting mechanisms

Relevant Competencies

PROCUREMENT JOURNEY

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| | <ul style="list-style-type: none">▪ Zone A (develop strategy)▪ Zone B (tender process) |
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