

Central Procurement Directorate (CPD)

http://www.finance-ni.gov.uk/cpd



1. Introduction

2. Walkthrough the portal

3. Procurement tips and questions

1,250

contracts awarded by CPD each year to meet the needs of the NI public sector





Other Procurement Organisations

- PaLS (health supplies and services)
- Translink
- Transport NI

- Housing Executive
- Education Authority
- NI Water

- All the local councils
- Local Housing Authorities

More than 5,000 contracts awarded by the NI public sector

 Total value of government procurement in Northern Ireland is more than £1.6bn

• On average almost £5m awarded per day

Which buyers are using eTendersNI?





eTendersNI advertises opportunities for providing goods, services and works to Northern Ireland government department, agencies and arms-

To respond to a tender opportunity, and to ensure you receive notifications, you must register as a supplier organisation. The 'Suppliers new to eTendersNI' section below provides guidance on registering and learning how to navigate the eTendersNI portal.

If you are new to public sector tendering, advice and assistance is available from a range of organisations.



Suppliers new to eTendersNI

- View eTendersNI registration process walkthrough
- Obtain. or check if you have a DUNS number
- Register yourself and your organisation
- Download the Supplier user manual
- View the latest Calls for Tenders publications or search for a
- For <u>helpdesk details</u> refer to 'contact us' at top of page

Latest news

- 06/06/2018 | Electronic Health and Care Record (the ENCOMPASS Programme)
- 06/06/2018 | Leitrim County Council Tender Opportunity PEACE IV Action Plan - Building Positive Relations Programme 3 -134106
- 16/05/2018 | 2021 Census Procurement
- 04/05/2018 | Donegal County Council Tender Opportunity RFT 132966 A7 Minority Sports Programme
- 04/05/2018 | Donegal County Council Tender Opportunity RFT

Suppliers new to eTendersNI

- View eTendersNI registration process walkthrough
- Obtain, or check if you have a <u>DUNS number</u>
- Register yourself and your organisation
- Download the Supplier user manual
- View the <u>latest Calls for Tenders</u> publications or <u>search</u> for a relevant tender opportunity
- For <u>helpdesk details</u> refer to 'contact us' at top of page

Latest news

- 23/02/2017 | <u>Supplier Information Open Day for DfE Site</u> Inspections of 100 percent Installations under the Renewable <u>Heat Incentive Scheme – PRONI, Titanic Quarter, Belfast at 2pm</u> on 27 February 2017
- 22/02/2017 | <u>Breakfast briefing for construction companies</u> <u>Gibson Hotel Dublin, 10 March 2017</u>
- 09/02/2017 | <u>Market Sounding Notice for the HSCNI Regional</u> Pathology Information Systems Project
- 06/02/2017 | <u>HSC Procurement Awareness Events for Social</u> <u>Care and Health Care Providers</u>
- 26/01/2017 | <u>NI Water supplier briefing session regarding new</u> <u>Temporary Resources Tender (Antrim) Friday 3rd February 2017.</u>
- 16/01/2017 | NIHE Market Engagement Event 31 January 2017
- 09/01/2017 | BSO PaLS Supplier Survey 2016
- 21/11/2016 | <u>National Framework opportunities for digital services</u> suppliers
- 11/11/2016 | Information Seminar Training for Success and ApprenticeshipsNI Training
- 08/11/2016 | <u>Health Supplier Engagement Event Galway 2 Dec</u> 2016
- 06/10/2016 | NI Water Supplier Day (Antrim) 27th October 2016
- View all

What does joining eTendersNI mean for a supplier?

- No charge to join or use the portal
- Access to information on a wide range of NI public sector opportunities
- Submit tenders online (no hand delivered tenders accepted)

Finding the opportunities on eTendersNI

eTender	'sNI ⊦₀	mepage About eTe	endersNI FAQ Help	Contact us	Experiment of Finance www.finance-ni.gov.uk
12:32:46 BST		Search: Select	\checkmark	Search	View current opportunities
Log in	Welcor	ne to eTendersNI	ng goods, services and works t	to Northern Ireland gover	ent, agencies and arms-
 → Forgot your password? → Register as a Supplier 	To responder	ies. d to a tender opportunity, and to ensu II' section below provides guidance o	ire you receive notifications, yo n registering and learning how	u must register as to navigate the	anisation. The 'Suppliers new to
Information _	If you are ☐ <u>Minin</u>	new to public sector tendering, ad- num system requirements	vice and assistance is availal	ble from a <u>rai</u>	<u>sations.</u>
→ View current opportunities	eTende	ersNI activity			
→ News					
 Supplier walkthrough help guides 	~	7916 Call for Tenders	Sector Submit	ssions	131 Contracting Authorities
→ Procurement pipelines					
→ eTendersNI FAQ	£	25013.5 M	14361 Supplier Regis	atrations 🗮	4188 Awarded Contracts
Public procurement policy		Awarded Contracts Value	. Oupplier Regia		Awalded Collians
 Supplier information on public sector tendering 					

Finding the opportunities on eTendersNI

Search: Calls for Tenders 🗸		Search	View current opportunities
eTendersNI			
ises opportunities for providing goo	ds, services and works to Northern	n Irela overnment	t department incles and arms-
ender opportunity, and to ensure you n below provides guidance on regist	u receive notifications, you must receive and learning how to navig	as a supplier of eTendersNI portal.	use 'View current
			opportunities'
	Use the advance 'Search' function	d ר	

	iok on a titla					Che ha mis	eck you aven't sed the
lin	k to find out					de	adline
	more						
#	CfT Title	¢ CA ¢	Info	Date published ≑	Tenders Submission Deadline 🗘	Procedure \$	Status 🗘 🗘
1	RID 821365 - Dept for Communitie Maintenance of Lektriever Storage Devices	S CPD - Supplies and Services Division	[i]	13/03/2017 15:47:52	05/04/2017 15:15:00	Open	Tender Submission
2	Fresh Bakery Produce (681708)	Procurement and Logistics Service	[i]	12/03/2017 17:06:06	10/04/2017 15:00:00	Open	Tender Submission
3	Window Cleaning Services [441093	3] Procurement and Logistics Service	[i]	11/03/2017 11:49:26	09/05/2017 15:00:00	Open	Tender Submission
4	Invasive Pressure Monitoring Kits [821158]	Procurement and Logistics Service	[i]	10/03/2017 16:27:36	06/04/2017 15:00:00	Open	Tender Submission
5	Sports Retail Stock and Management of Stock System	Lisburn and Castlereagh City Council	[i]	10/03/2017 10:29:03	31/03/2017 12:00:00	Open	Tender Submission

Examples of an Advanced 'Search'



Are suppliers using eTendersNI?



More than 27,000 tenders submitted

More than 14,200 suppliers registered



Key tips for using eTendersNI

- Submit your first tender at least **two hours** before the deadline.
- New users may require assistance from the helpdesk at the point of submitting the final tender – allow enough time.
- The helpdesk will advise how to adjust settings on your computer to enable tender submission.



A walkthrough of the portal

Understanding the abbreviations used on eTendersNI screens:

Suppliers are referred to as Economic Operators (EO)

Tender opportunities are Calls for Tenders (CfT)

Buyers are referred to as Contracting Authorities (CA)





HOME > D-U-N-S NUMBER



Have your D-U-N-S number ready

Decide on your EO Administrator

- This person can edit all your organisation details on eTendersNI
- Get your Administrator to carry out the registration
 process
- They can add / delete other users after this

Later on you can decide on additional Users

- Express an interest in a Call for Tender
- Submit a request for clarification and view responses
- Prepare and submit tender returns
- Accept / reject contract awards

Registration

Register Supplier

Please provide your Organisation Nar	ne, and/ or DUNS number, and click the button '	Retrieve company data from D&B to proceed
Please note that your Organisation Na	ame should not contain the following characters:	<, >, %.
		Close
Step 1: Organisation Details		
		1
* Organisation Name :) Ga)
* D-U-N-S number:		
	Retrieve company data from D&B to proceed	
* Company type:	-Select Company Type-	\checkmark
* Enterprise type:	-Select Enterprise Type-	~
* Please state the percentage of business	-Select NI percentage-	\checkmark
that the company carries out in Northern Ireland:		
Constructionline Number:		
* Are you a Social Economy Enterprise (SEE)?:	⊖ ^{Yes} ⊖ No	
* Are you a Voluntary or Community (VOC)?:	⊖ Yes ⊖ No	
Company Registration Number:		[i]
VAT number:		GB - [1]
* Country:	United Kingdom	
* Email:		
Fax:		
* Please type the code shown below:]
	to an da	Refresh code
	DZXequ	
		Validata & Captiona Class
		Validate & Continue Clear Cancel

During Registration

 Opportunity to register interest in all tenders published by a particular Contracting Authority – skip if not relevant

CAs of interest:	AGIME Test CA	
	Belfast Board Test	\wedge
	BSO PaLS	
	C Slator	V
	Central Procurement Directorate	

 Choosing Contracting Authorities from the list will mean eTendersNI generates email alerts as tenders are published



Next step: save information to your profile about relevant categories that interest you





Select the 'Edit CPV Codes' option from the main options on this screen

Edit CPV Codes	
Edit CPV Codes	
CPV Codes of interest:	
	Finish Cancel

CPV codes are used across all the EU countries to classify contracts into categories

Most codes are 8 or 9 digits, but eTendersNI allows you to search without knowing your code – start by selecting the 'Search' button (magnifying lens symbol)

Selecting procurement categories: using a word search

Search	
communication	
Search	Type in the 'Search'
Search results	text box and select the
48500000-Communication and multimedia software pack	'Search' button
50331000-Repair and maintenance services of telecomr	
50332000-Telecommunications-infrastructure maintenar	
50330000-Maintenance services of telecommunications	The results will be
ADD TO LIST SYNCHRONISE LIST	listed
	Select a CPV category
	from the results and
Selected Items	the 'Add to List' button
48510000-Communication software package	
	Select Submit to save
	your categories
∧ → ✓ Submit	

Using the category tree to find the exact category



Use the + and – symbols to navigate through the layers

Double-click on a title you are certain you want to select





Get to know the home page



The home page: CfT Management

Log in 📃	<	My CfTs	5	
Logged in as: Joanna Bloggs (Economic Operator Admin) (U K) Ltd		i y	ou are not associated with any CfT.	
Last login on : → Edit Profile		List of Cf	5	
→ User Homepage			'My CfTs' section of	on the home page
→ Log out				
CfT Management → List of my CfTs			Once you as organisation with be displa	sociate your a CfT, the title will yed here
 Download tender preparation tool 				

The home page: EO administration



The home page: Information section







Using the Call for Tender menu options

#	CfT Title \$	CA \$	Info	Date published ≎	Tenders Submission Deadline ≑	Procedure ¢	Status \$
1	RID 821365 - Dept for Communities Maintenance of Lektriever Storage Devices	CPD - Supplies and Services Division	[i]	13/03/2017 15:47:52	05/04/2017 15:15:00	Open	Tender Submission
2	Fresh Bakery Produce (681708)	Procurement and Logistics Service	[i]	12/03/2017 17:06:06	10/04/2017 15:00:00	Open	Tender Submission
3	Window Cleaning Services [441093]	Procurement and Logistics Service	[i]	11/03/2017 11:49:26	09/05/2017 15:00:00	Open	Tender Submission
4	Invasive Pressure Monitoring Kits [821158]	Procurement and Logistics Service	[i]	10/03/2017 16:27:36	06/04/2017 15:00:00	Open	Tender Submission
5	Sports Retail Stock and Management of Stock System	Lisburn and Castlereagh City Council	[i]	10/03/2017 10:29:03	31/03/2017 12:00:00	Open	Tender Submission
6	Children's Attractions and entertainment for Council Events	Lisburn and Castlereagh City Council	[i]	10/03/2017 10:00:44	03/04/2017 15:00:00	Open	Tender Submission
7	Chiropody and Po Consumables	Procurement and Logistics Service	[i]	09/03/2017 15:12:08	07/04/2017 15:00:00	Open	Tender Submission
8	T1346 - Provision of Services for the North Housing Executive	thern Ireland	[i]	09/03/2017 15:11:01	22/03/2017 15:00:00	Open	Tender Submission
9	While viewing a list of opportunities						
10	Click on any CfT title to find out more						

Select the 'Show CfT Menu' option

View CfT Workspace

CfT: Children's Attractions and entertainment for Council Events	Show CfT Menu
Tender submission deadline in (days/hours):	20/3
Buyer Organisation:	Lisburn and Castlereagh City Council
Title:	Children's Attractions and entertainment for Council Events
CfT CA Unique ID:	LCC-25
Evaluation Mechanism:	Best Price-Quality Ratio
Description:	This is a tender for children's attractions and entertainment for various Lisburn and Castlereagh City Council events,
Procurement Type:	Services
CPC Category:	Other services
Directive:	2014/24/EU (Classic)
Procedure:	Open
CfT Involves:	A Public Contract
CPV Codes:	92300000-Entertainment services 37530000-Articles for funfair, table or parlour games
Contact Point:	amanda.culbert@lisburncastlereagh.gov.uk

View CfT Workspace

CfT: Children's Attractions and entertainment for Council Events		Hide CfT Menu
Tender submission deadline in (days/hours):	20/3	CfT core information
Buyer Organisation:	Lisburn and Castlereagh Ci	CfT documents
Title:	Children's Attractions and e	Expression of Interest
CfT CA Unique ID:	LCC-25	Tender
Evaluation Mechanism:	Best Price-Quality Ratio	Specify Alerts
Description:	This is a tender for children	Messaging
	various Lisburn and Castler	Automated notifications
Procurement Type:	Services	
CPC Category:	Other services	
Directive:	2014/24/EU (Classic)	
Procedure:	Open	
CfT Involves:	A Public Contract	
CPV Codes:	92300000-Entertainment se	ervices
	37530000-Articles for funfa	ir, table or parlour games
Contact Point:	amanda.culbert@lisburnca	stlereagh.gov.uk

Explore the CfT menu options

- View your correspondence
- View tender documents
- Set reminders about the deadline
- Decide who gets the reminders
- Submit clarification questions
- Create & submit tenders

Hide CfT Menu
CfT core information
CfT documents
Expression of Interest
Tender
Specify Alerts
Messaging
Automated notifications

What should I expect to see in any set of tender documents?

- Instructions to Tenderers
- The evaluation criteria
- Conditions of contract
- Specification / Requirement
- Pricing Schedule



- Examples of similar projects you have delivered
- Proof of your ability to deliver the contract
- Proof of your financial standing / professional conduct
- Health and safety experience and systems in place

The 'messaging' option

View Messages							
✓ CfT:Molecular Patholo	gy to the Northern	I Health and Social Ca	re Trust	Show CfT Menu			
Inbox Sent Messages	Draft Messages						
				Compose			
Search Message							
Subject:							
Broadcast:		⊖ ^{Yes} ⊖ ^{No} [Clea	ar]				
				Search			
No results found.			'Compose' a th	a new message to e buyer			

If you have associated your organisation with a tender, you can use this option to specify when you want email alerts:

e.g. a reminder a week from the tender submission deadline

If you have associated your organisation with a tender, you can use this option to specify which of your colleagues receive the email alerts

Hide CfT Menu

CfT core information

CfT documents

Expression of Interest

Tender

Specify Alerts

Messaging

Automated notifications



Using the tender tool

Saving a Tender

• The draft tender is saved to your computer NOT in eTendersNI

- Create a folder on your computer for saving your tenders.
- Don't move the file to another location before your tender is completed.

Search: Select	Se	arch <i>D</i> + <u>View current opportunities</u>					
View CfT Workspace							
CfT: CfT 336		Hide CfT Menu					
Tender submission deadline in (days/hours):	1/4	CfT core information					
Buyer Organisation:	Contracting Authority 01	CfT documents					
Title:	CfT 336	Tender					
CfT CA Unique ID:	CA 01-1555	Withdraw Eol					
Evaluation Mechanism:	Best Price-O , Ratio	Specify Alerts					
Description:	CfT 32	Messaging					
Procurement Type:	3	Automated notifications					

Select 'Tender' to open the tool

View Tenders				
✓ CfT:150416-1 Test	t(2) cft walkthrough		Show CfT Menu	
1. Type of associa	tion			
1. Associate a	Ill users of my Economic Operator with this CfT			
2. Associate of	only myself with this CfT		Choos	o who to
2. Accept Agreem	nent for this CfT			
View Supplier Deck	laration.doc		associai	ie with the
			ter	nder
3. Confirm the vali	idity of your user details			
Chris	Johnson	sup1		
		Accept & Confirm all of	the above Cancel	
				1
	Accept and	confirm		

View Tenders

i

Tender submission is now open.

Please click on "Launch Tender Preparation" link for the Tender Preparation Tool to start and then complete all sections, saving as draft quite often. After completing all sections, submit your tender. Your tender should then be listed in the list of submitted tenders below.

Show CfT Menu								
Save your draft tender before you open any other menu or leave the tender preparation tool. All saved data in your draft tender is stored locally on your PC. No data is transferred to eTendersNI until you click on the "Pack and Submit tender" button, which encrypts and submits your tender.								
Click here to prepare your response								
List of submitted Tenders (created online/offline) # Submitted Name View Status Tender Received on T/P T/P T/P submission D/P match D/P D/P submission								
Cycle 1 List of submitted Tenders (created online/offline) # Submitted By Name View Tender Status Tender Complete Received on Time T/P conformance T/P receipt ID T/P submission time D/P match result D/P receipt ID D/P submis time								







The layout of the tender tool





Attaching a document within the bid

Criterion I.1) Please atta	ich your technical offer.	on "Attach file"
	Attach file	
🛃 Attach file		— X
Look in	: [Documents 👻 🤌 👂	🤊 🛄 -
Recent Items	 tender tender1 tenderAllLots tenderAllLots2 tenderH test7Tender testtenderFA)) XmlPa () cat.zip () epps-l () Evalua () IMG_0 () IMG_2 () Leave
My Documents Computer	File name: Files of type: All (*.*)	Attach file Cancel

Completing the Financial Envelope



Only numeric values can be typed into this section, and values are assumed to be in £ sterling



□ List of draft Tenders (create	ed online)		
# Created by	Creation date	Last edited	
© 1 sup1 sup1	2016/07/26 11:30:32	2016/07/26 11:30:32	
			Edit Remove
	Log in the payt time	and look for the	

'list of draft tenders' – select the relevant tender and 'Edit'

Submitting the tender



100% Complete
Please pack and submit your tender

Green ticks and 100% status give you confidence to submit

Do not ignore any warning symbols – something is incomplete!







You must select 'Pack and Submit tender' to upload your bid

Watch for 5 green ticks showing tender compliance



-Tendering	and here seeing harden	these the location framework	-			
ls Help Save	Pack and Submit tender					46% Complete
ity Criteria 💻	Technical Financial					
	> Year 0	Currency GBP 🗸			Overall E	Siscount 0.00
	* Question 1 : Unit price of an item.		Value 0.00	File	Present v	alue Discounted
	Note: The label is the actual question tha Totals	it should be asked.	0.00		0.00	0.00
		Yes Cancel				
	Wa	arning message!				
Tł	ne tender respons in	e is incomplete or correct values.	contair	ns som	ne	



The % of the tender uploaded is shown on screen until reaching 100% completion



🔄 Inb	ох	
⊠₁! D 0	From	Subject
🖃 Date: T	Foday	
\sim	ni-eproc-test-noreply@eurodyn.c	eTendersNI CFT Automated Notification - [CFT: 367994] An Incomplete Tender has been uploaded

If you ignore the warning on screen and submit an incomplete tender, you will receive an automated notification from eTendersNI to warn you that the uploaded tender is incomplete.

Li	List of submitted Tenders (created online/offline)											
	#	Submitted By	Name	View Tender	Status	Tender Complete	Received on Time	T/P conformance	T/P receipt ID	T/P submission time	D/P match result	C ri II
	1	i_love_procurement	tenderTemplateFile1490892131921_TENDER.zip	1	•	•	0	0	000005154	30/03/2017 17:51:54	0	
•											>	
											Remove	

In the List of Submitted Tenders, you will also see red 'stop' signs, to show you that the tender submitted was incomplete.

You must submit a complete tender, to compete for the opportunity.



- View in the list of Submitted Tenders
- The buyer then takes forward Selection and Evaluation
- Tenderers will be notified of outcome

List of submitted tenders





Alternatively: downloading the desktop version for team input



Everyone in the team working on the tender must download the desktop version of the tender tool

Call the Helpdesk and they will explain how to download and use the desktop version



Final thoughts

Want to compete for government contracts elsewhere? Visit the NI Business Info website



Home » Grow your business » Suppliers: overview of tendering for contracts

Grow your business Assessing current performance Setting a vision for growth Planning how to grow Financing growth Growth through product and service development Growth through sales Growth through technology Growth through strategic sourcing Growth through strategic partnering Suppliers: overview of

tendering for contracts

Suppliers: overview of tendering for contracts

Tender for a contract

How to prepare convincing tenders to win business from both private and public sector organisations

Price lists, estimates, quotations and tenders

Find out how to draw up price lists, estimates and quotations and prices for tenders

Tendering for public sector contracts in Europe

The process of tendering for procurement contracts in the European Union

 Tender for public sector contracts in Great Britain and Ireland How you can find and compete for public sector contracts, and understand the procurement processes used Supplies and services under £30k

- central government

- Not usually advertised as a full tender
- Buyer finds the relevant category on eTendersNI and uses the list of suppliers registered
- Random selection generated
- Buyer contacts 5 or 6 suppliers for a price quotation
- Goods and services awarded on lowest acceptable price

Constructionline is a database of construction suppliers (or construction related)

www.constructionline.co.uk

Used by the public sector to select contractors / consultants to tender for projects under £30k which are not normally advertised

A minimum of six suppliers will be selected for each project

Construction under £30k - central government

