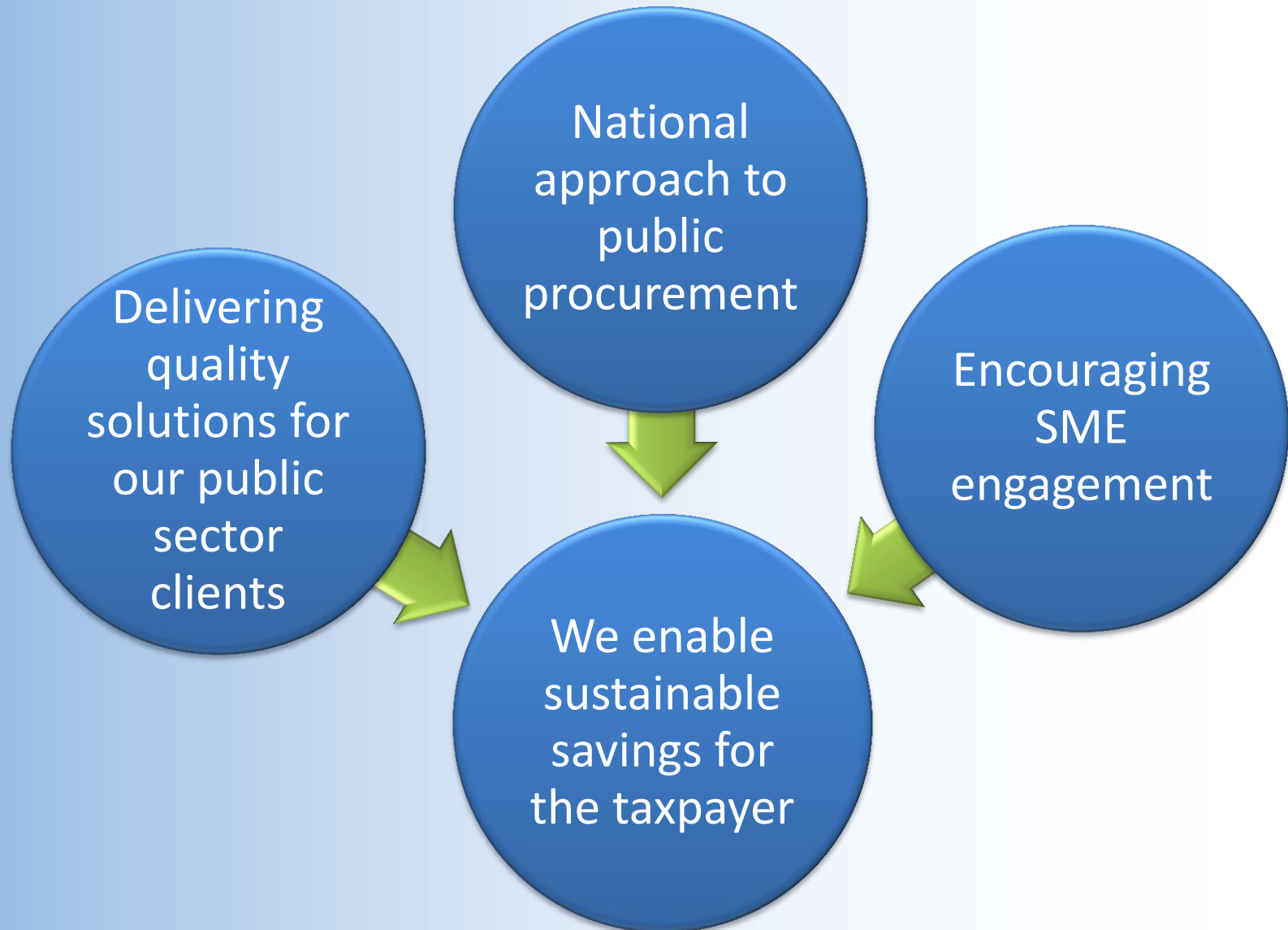




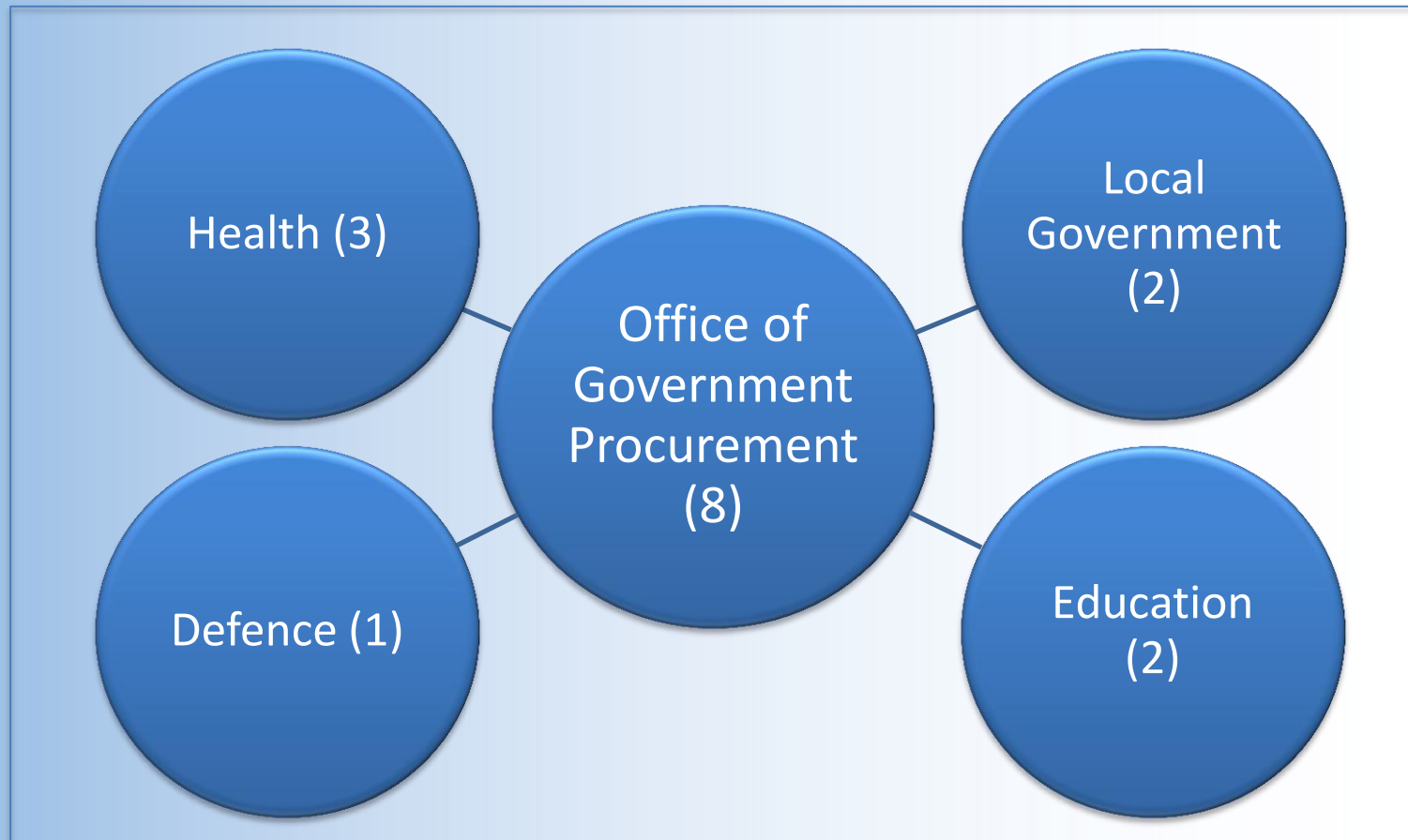
Oifig um Sholáthar Rialtais
Office of Government Procurement

Meet the Buyer Belfast

David O'Sullivan
OGP



16 Categories - 'One voice' to the market





Dedicated procurement teams established



150 framework agreements and contracts delivered



€1.8bn of spend covered over duration



Savings of €160m enabled by the OGP and its partners

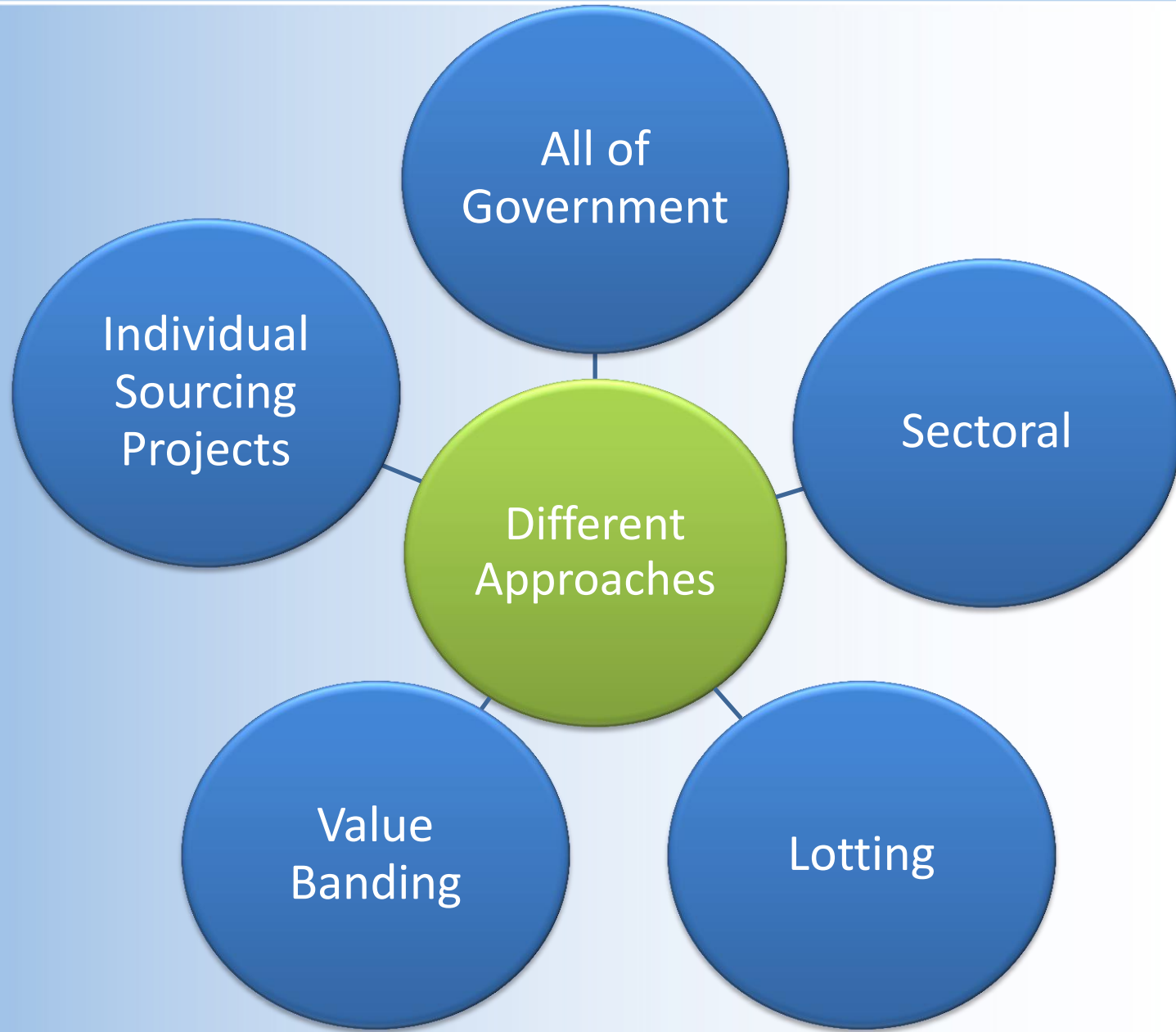


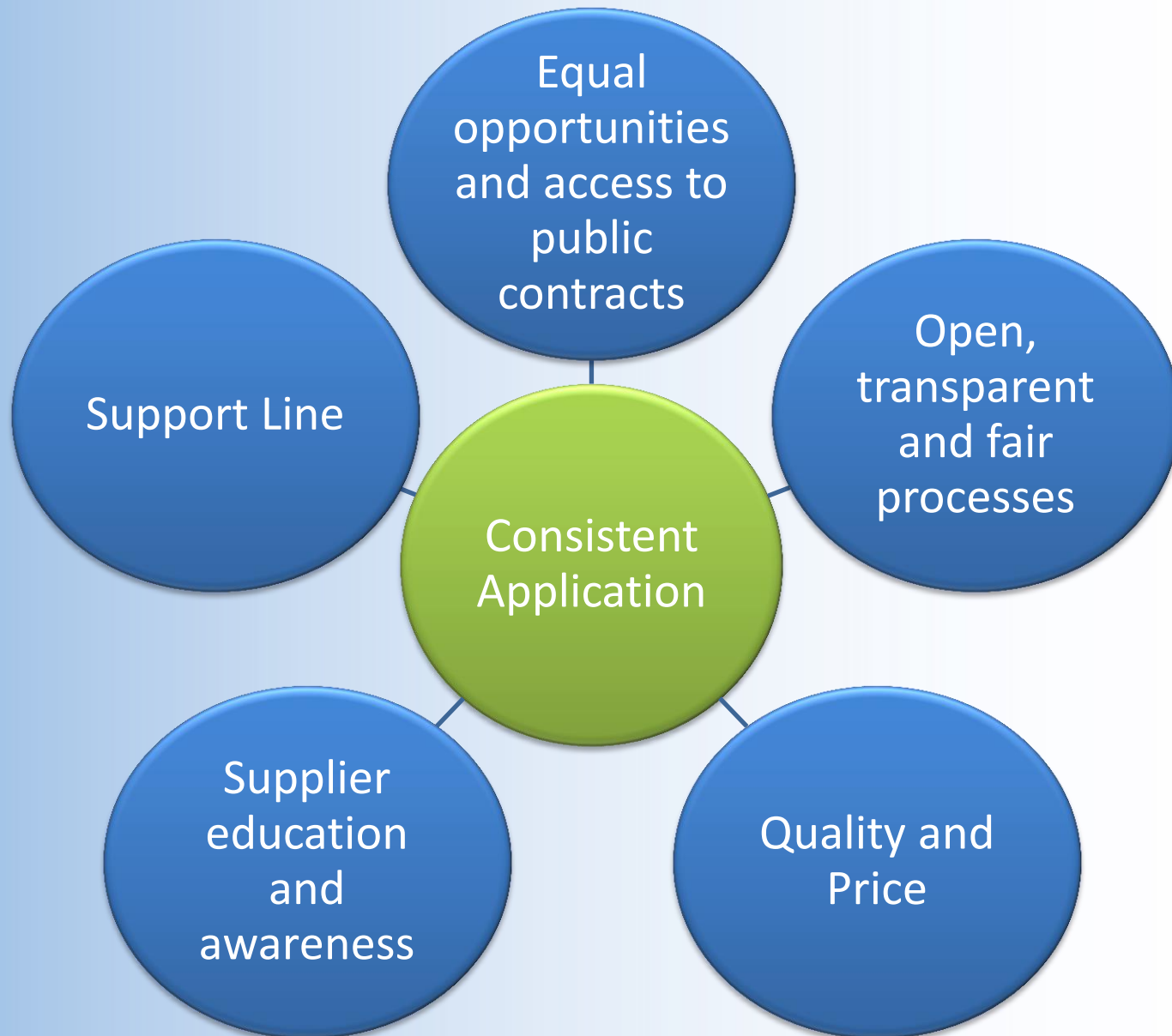
Schedule of Frameworks and Contracts

Some of the Current Framework Arrangements in Place

Full listing on www.procurement.ie







**Circular 10/14:
Accelerated
implementation
of business
friendly aspects
of new Directives**

- 
- Market analysis
 - Turnover levels
 - Insurance levels
 - Open tendering
 - Lots
 - Consortia building
 - eTenders

Accounting, Audit and Financial & Economic Services and Provision of Legal Services to Local Authorities

Low turnover
requirements

Appropriate
insurance levels

Restriction on
number of value
lots that could be
won

Multiple lots by
value and
specialism/region

Standardised
tender response
documents

Bidders' briefing



Portable Fire Equipment Services

Market largely unfamiliar with eTenders / template RFTs

Market analysis

Encouraged to register on eTenders

Advised on supplier education supports

're-tender briefing session



Commercial Cleaning Services

9 lots based on
sector and value

Small contracts
out of scope

No turnover
requirements for
lowest value lots

Proportionate turnover
requirement for higher
value lots

Bidders' briefing



All opportunities are advertised on eTenders

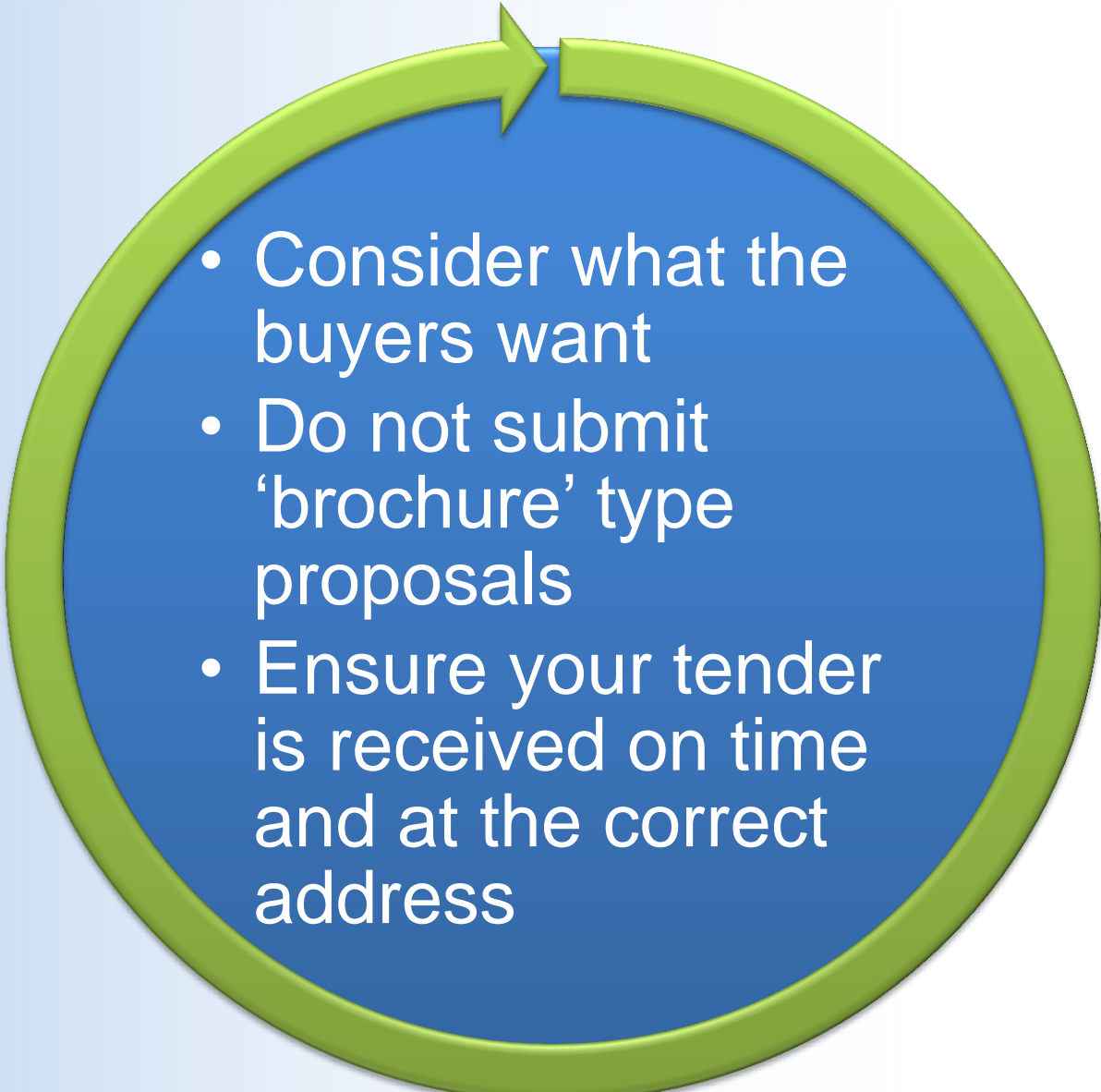
Category	Contracts/ Frameworks targeted to be in place in Q2 2016	Contracts/ Frameworks targeted to be in place in Q3 2016	Contracts/ Frameworks targeted to be in place in Q4 2016	Lead body/ Sector
	Sub-categories	Sub-categories	Sub-categories	
Professional Services	Solicitors Legal Services (ETBs)	Legal Cost Accountancy Services (All of Government)	National Framework for Legal Services (Central Government Departments)	OGP
	Stenography Services Framework (Published)	Legal Services (Tusla)	Insurance Brokerage Services	
	Merchant Banking Services Framework		Banking Services Concession	
			Property and Valuation Services	

Top Tendering Tips for Public Sector Contracts

Top Tendering Tips for Public Sector Contracts


- 
- Market your goods and services
 - Only tender for work you can do
 - Read tenders carefully
 - Understand the specifications

Top Tendering Tips for Public Sector Contracts

- 
- Consider what the buyers want
 - Do not submit 'brochure' type proposals
 - Ensure your tender is received on time and at the correct address

Top Tendering Tips for Public Sector Contracts

Top Tendering Tips for Public Sector Contracts

- 
- Understand the evaluation process
 - Prepare for success.
 - Manage key information.
 - Perform a post-tender review.
 - Avail of de-briefing.

OGP Helpdesk



076 100 8000



support@ogp.gov.ie



construction@per.gov.ie

(for works and works-related
services queries)



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Office of Government Procurement

Thank You

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