

ICN & BusinessNZ Procurement Seminar.



Stan Pope - National Manager: Procurement.

NZ Police – A Different Approach:

Standard: - Operational needs being met with best value for money over whole of life cost via long term contracts.

BUT: - We must maximise effective competition in the market by building trust & confidence: - **Test:** Does a real level playing field opportunity exist for all respondents??

- So, how do we build this Trust & Confidence?
- What needs to change to enable this outcome?
- Transparency & Accountability.
- What Tender T&C's are required to legitimise our actions?
- Will this increase the risk of a successful challenge?

Process Transparency, Critical

Starts with the initial planning.

- Pre RFX release, market engagement one on ones.
- Used to craft a better understanding of potential outcomes and clearer documentation.

Minimise questions, there is only 100 points.

Release the exact evaluation criteria.

Release ALL evaluation weightings.

Release the scoring schedule, why?

The thorny issue of the incumbent's advantage?

What is the Markets role to play in all of this?

Debriefing Transparency, Critical

Release the original Procurement Plan.

Release the Tender Evaluation Report.

Why are these two so important?

Release individual scores and comments.

Release competitors scores and comments.

But wait you cry, what about commercial sensitivity?

We do not expect an unsuccessful respondent to be
py, but what we do expect is...

Stan's Top 10 Things That Frustrate Evaluation Panels:



1. Lack of page numbering;
2. Lack of marked sectional tabs;
3. Failing to layout the response in a logical sequence;
4. Failure to read the question properly;
5. Failure to ensure answer actually addresses the question asked;
6. Reverting to type;
7. Providing inducements;
8. Assuming we know your services;
9. Assuming you will be shortlisted and you will have a second crack at it;
10. Repeating the same points over and over again.

, So How Do I Win NZ Police Business

Do your research on our business needs not wants.

Start the relationship, locally or nationally.

Determine the alignment of your services to our needs.

Understand timelines for next formal opportunity.

Respond to a tender with succinct relevant answers.

Provide a competitive solution providing value for
over whole of life cost.

Show demonstrable experience and innovation with a
history of continuous improvement.

If you can't provide the national solution, look to
contract with, or direct supply to, a Prime Vendor

NZ Police Annual Procurement Plan

Procurement Plan for		New Zealand Police							
1 July 2011 – 30 June 2012		Updated:		1 Jul 11					
GETS Category	GETS Code	Optional additional GETS Category	Optional GETS code	Optional additional GETS Category	Optional GETS code	Indicative date	Contact name and email	Region	
Furniture	381					Apr-June 2012	Andrew.MacArthur@police.govt.nz	New Zealand wide	
Project Management - all other than IT	869					Oct-Dec 2011	Andrew.MacArthur@police.govt.nz	Auckland Region	
Project Management - all other than IT	869					Oct-Dec 2011	Andrew.MacArthur@police.govt.nz	Canterbury Region	
Project Management - all other than IT	869					Apr-June 2012	Andrew.MacArthur@police.govt.nz	Hawes Bay	
Project Management - all other than IT	869					Jan-Mar 2012	Andrew.MacArthur@police.govt.nz	South Island	
Project Management - all other than IT	869					Apr-June 2012	Andrew.MacArthur@police.govt.nz	Wellington Region	
Project Management - all other than IT	869					Apr-June 2012	Andrew.MacArthur@police.govt.nz	Canterbury Region	
Construction work for buildings	512					Oct-Dec 2011	Andrew.MacArthur@police.govt.nz	Bay of Plenty	
Construction work for buildings	512					Oct-Dec 2011	Andrew.MacArthur@police.govt.nz	Taranaki	

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Construction work for buildings	512				Oct-Dec 2011	Andrew.MacArthur@police.govt.nz	Southland	
Building-cleaning services	874				Jul-Sep 2011	Stanley.Pope@police.govt.nz	New Zealand wide	
Sale, maintenance and repair services of motorcycles and snowmobiles; sales of related parts and accessories	612				Oct-Dec 2011	maria.mccoy@police.govt.nz	New Zealand wide	
Sale, maintenance and repair services of motor vehicles; sales of related parts and accessories	611				Jan-Mar 2012	maria.mccoy@police.govt.nz	New Zealand wide	
Photographic services	875	Stamps, cheque forms, banknotes, stock certificates, postcards, greeting cards, advertising material, pictures and other printed matter	325		Oct-Dec 2011	gerard.callaghan@police.govt.nz	New Zealand wide	
Insulated wire and cable; optical fibre cables	463	Computing machinery and parts and accessories thereof	452		Jul-Sep 2011	steven.full@police.govt.nz	New Zealand wide	
Software implementation services	842	Other computer services	849		Oct-Dec 2011	Bon.wallace@police.govt.nz	New Zealand wide	
Instruments and appliances for measuring, checking, testing, navigating and other purposes, except optical instruments; industrial process control equipment; parts and accessories thereof	482					gerard.callaghan@police.govt.nz	New Zealand wide	
Instruments and appliances for measuring, checking, testing, navigating and other purposes, except optical instruments; industrial process control equipment; parts and accessories thereof	482					gerard.callaghan@police.govt.nz	New Zealand wide	



Questions?

**»»»»» Road Safety
is EVERYONE'S**