

Why your project needs Assured Procurement



Successful procurement projects commonly share two key elements from the outset: a **precise, stakeholder approved definition of the requirements** and **cohesion between the requirements and the parameters of the procurement process**. This is achieved by ensuring joint input and decisions from both technical and commercial teams.

Commerce Decisions (known within UK MOD for the AWARD® solution, part of the Defence Sourcing Portal) and Optima Systems Consultancy have collaborated to offer a solution that takes care of these elements - optimising your procurement project to deliver the desired outcomes.

BUILD A SOLID FOUNDATION

Structured requirements with a systematic approach

"If I only had one hour to save the world, I would spend fifty-five minutes defining the problem, and only five minutes finding the solution."

- Albert Einstein



Scope Definition

Facilitated systems-thinking approaches to explore the potential scope of the requirements space



Fit for purpose Requirements

Requirements vetted against overall objectives and validated by key stakeholders

Common requirements issues

- Vague scope definition due to lack of formality
- Poorly defined / open-ended requirements
- Operational context not considered fully
- Individual requirements are not vetted against project's overall objectives
- Requirements are defined without consulting the end-user
- Failure to broker agreement between stakeholders with differing perspectives

A costly example of inaccurate requirements development



341 new French trains were too wide for the platforms in nearly 1,300 stations because railway network engineers did not verify assumptions and failed to measure the actual distance between lines and platforms.

It cost \$68 million to correct the error.

DESIGN AN EFFECTIVE PROCUREMENT PROCESS

Design procurement criteria and process coherent with requirements

"Talent wins games but teamwork and intelligence wins championships"

- Michael Jordan



Joint Decisions

Structured criteria development with joint tech / commercial reviews & decision points to minimise divergence



Coherent approach

Integrated Terms & Conditions and Product / Service requirements validated with key stakeholders

Common procurement issues

- Accepting low quality for low price without setting a minimum acceptable specification
- Proceeding with expectations that suppliers cannot achieve
- Poorly conceived procurement process that leads to errors in tendering
- Accepting supplier promises without confirmatory evidence
- Not considering the deliverability of a product or set-up time for a service
- Singular focus on budget reduction, over and above Value for Money, creates delivery and capability issues

A costly example of an ill-defined and fragmented procurement project



During the procurement process for a secure communication system, the buyer and supplier disagreed within weeks of contract award as to whether the proposed solution would deliver against the requirements. The supplier had underestimated the depth of adaptation required to an existing system. On delivery "there were fundamental flaws and serious errors". The buyer did recoup some of its investment costs.

However, the £200M of anticipated benefit was lost.

ASSURED PROCUREMENT DELIVERS: Best value for money procurement outcome



Our unique approach and combined expertise are designed specifically to meet the challenges faced by complex MOD procurements.

Connect with us today to understand how your project can benefit from our customised solution in order to deliver the best possible outcomes and to avoid the all too common pitfalls encountered by high risk, high value projects.

Ian Wiseman
 MOD Account Manager
 Commerce Decisions Ltd
sales@commercedecisions.com