

Competitive Negotiation Training for UK MOD Project Teams

Background

Negotiating with astute bidders under a strict legislative framework (i.e. public contracting regulations) against heated project timelines can be very challenging. As a distinct project activity, it can contrast significantly from the more deliberate and planned evaluation of tenders. The demands upon your team during the negotiation phase can be substantial. Training, preparation and the adoption of a winning strategy will be key to your and your team's success.



Since 2015, more and more Defence procurements¹ are following the 'Competitive Procedure with Negotiation' (CPN). The CPN procurement procedure offers both buyers and bidders the opportunity of achieving better overall outcomes. The UK Government Commercial Function² says buyers can expect to **realise the following benefits from well executed competitive negotiations**:

Testing deliverability of solutions:	Exploring innovation opportunities:	Ensuring bidders understand objectives and goals:	Opportunity to balance cost and quality:	Building client/supplier relationships:
<p>Trading performance requirements (e.g. threshold vs. objective levels)</p> <p>Testing delivery assumptions</p> <p>Adjusting milestones</p>	<p>Understanding the merits of variant bids</p> <p>Exploring different ways to meet challenging requirements</p>	<p>Explaining buyer strategic policy imperatives</p> <p>Understanding strategic market forces</p>	<p>Explaining how value for money is being calculated and must be demonstrated</p> <p>Bidders can test what parts of their solution are most/least valuable</p>	<p>Rapport building</p> <p>Information sharing</p> <p>Sowing the seeds for successful contract management</p>

The negotiation phase of a competitive tendering process provides a vital, but relatively short and intense, opportunity to substantially improve value for money outcomes from a procurement. After undertaking this training, delegates will be able to help their organisation to plan and implement an approach that will result in well led bi-lateral negotiations and win-win outcomes that will pay dividends through into contract management.

Lesson #1: Successful negotiations are conceived and planned before the ITN is published

¹ Eight out of ten DE&S Category A to Category C procurements used CPN in 2019 according to AWARD® data analytics.

² Adapted from GCF Competitive Dialogue and Competitive Procedure with Negotiation Guidance Note, June 2020.

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About the course

This one-day training course is specifically tailored to the UK Ministry of Defence and can be delivered in-situ, online or at our offices in Milton Park, Oxford. It will bring clarity to your planning and preparation **prior to publishing your ITN** and reframe the way you prepare for your face-face negotiations. It is designed for the members of the procurement team who will form the quorum of the Authority's negotiation team and the individuals who will write the negotiation strategy and plan prior to publishing the ITN. It draws from contemporary practice across multiple sectors and is underpinned by technical analysis.

At the end of the course you will:

- Understand the specific context within which public procurement competitive negotiations take place and how these contrast to other types of negotiations
- Be confident to develop your own negotiation strategy and write a negotiation plan that will deliver an effective competitive negotiation process for your organisation
- Be introduced to a variety of tactics, techniques and procedures to help you succeed in your competitive tendering negotiation
- Understand how to optimise technology and digital tools during the negotiation phase
- Have experimented and explored with key concepts and tools in a safe environment
- Know what you need to do before actual negotiations take place
- Know where to go for further reading and onward professional development in this area

Your instructor

This course is delivered by an experienced trainer who has in-depth knowledge and experience of public authority competitive negotiations. All of our trainers are practising procurement consultants and will use a variety of methods to introduce training content and material. As a practising consultant, your trainer will also bring contemporary examples into this training course and use them to illustrate learning points and underpin analysis.



Further information and bookings

For more information about our training courses, or to book a place, please get in touch:
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