



## AWARD® Weighting Workshop

The AWARD® Weighting Workshop tool provides project teams with the ability to develop robust weightings against their criteria set. It enables thorough testing and sensitivity analysis to be carried out, ensuring that the desired, best value for money outcome is achieved from the competition.

Buyers who are procuring goods or services in the current climate face an ever increasing challenge to ensure that the purchase decision not only provides value for money, but just as critically, that the process itself is defensible and transparent.

In order to meet this challenge head on, the AWARD® Weighting Workshop tool enables a team to apply a meaningful set of weights across the project's criteria set. Simply put, without a robust weighting mechanism in place the end result has little or no quantifiable relation to the difference between each solution, resulting in a serious risk of making the wrong choice. The AWARD® Weighting Workshop tool gives project teams the confidence that their decision-making process isn't being exposed to any unnecessary risk; both in terms of being able to defend a decision and also how well the chosen solution actually meets the requirements of the internal stakeholders. The AWARD® Weighting Workshop tool will:

- Empower Procurement or Commercial Officers to leverage their criteria and set up their evaluation to get the best possible outcome
- Provide best practice techniques and tools to create defensible weights
- Enable a robust decision-making process that can be applied seamlessly in the evaluation of the degree to which each prospective solution provides value for money
- Give internal stakeholders the confidence that their requirements are being fairly considered and taken into account when choosing a solution

\* The Weighting Workshop tool forms part of the RVfM module and is available as a separately licensed element RVfM – Real Value for Money

### Plan

### Prepare

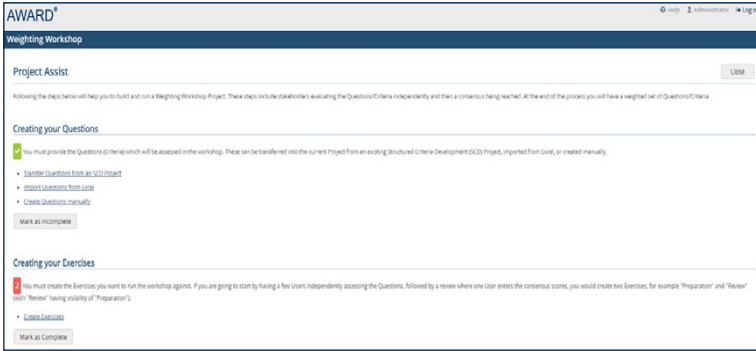
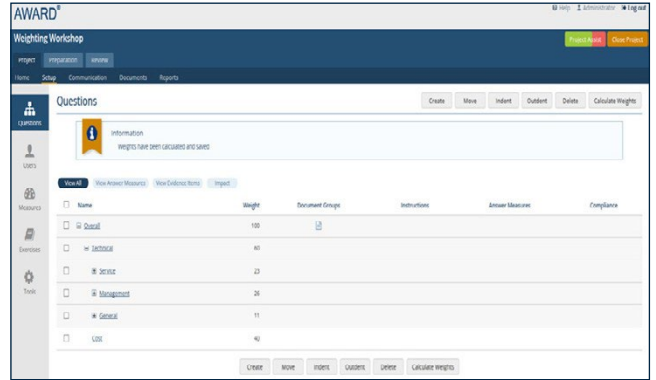
### Execute



Procurement solutions to deliver the best possible outcome

# The AWARD® Weighting Workshop tool delivers:

- A collaborative environment to support weighting workshops, gathering a wide range of views on the design of the competition
- Confidence through a robust weighting mechanism which lays the foundation for the delivery of the best possible outcome
- An initial hands-on training session is provided to teach users how to get the most out of the tool
- The built-in 'Project Assist' feature will help guide users through the process of defining their weights



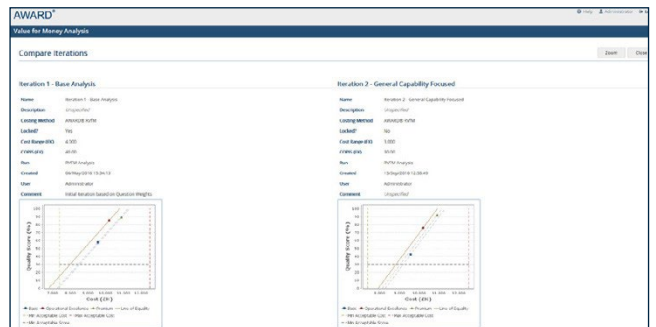
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## AWARD® Weighting Workshop as part of the RVfM module

With ever increasing scrutiny on Public Sector procurement, and the critical need to have a defensible decision-making process with a clear audit trail, the AWARD® Weighting Workshop tool forms a key part of the overall RVfM module. Commerce Decisions' Real Value for Money methodology was borne out of over 20 years' experience supporting strategic, high risk procurements.

RVfM provides a robust and transparent supplier selection mechanism, ensuring that a project team's scoring methodology has the desired effect to ensure value for money is achieved. In summary the RVfM module delivers:

1. A training session to explain value for money, comparing traditional methods to the RVfM methodology and demonstrating the pitfalls of some commonly used methods.
2. Delivery of collaborative Weighting Workshops.
3. Scenario testing of the applied weights, allowing users to adjust the weights and criteria to ensure delivery of the best value for money outcome.
4. The capability to use the RVfM module to calculate what would you would be prepared to pay for a one point increase in the Quality Score; the facility to use AWARD® to visualise how each of the potential solutions compare.
5. Transfer of the final design to the AWARD® Evaluation module.



Scenario	Base	Quality Score (%)	Relative Score (%)	Relative Cost (£)	RVfM Costing
1 - Base	15.7%	85.47	13.37	98	8,315
2 - Overall	8.2%				
3 - Operational Excellence	10.2%	79.67	8.66	9	7,900
4 - Innovation	10.9%	91.27	13.24	217	8,147