

# Public Procurement: Threat or Opportunity?

**The public sector suddenly seems like an attractive proposition for many organisations to do business with. With an annual European public sector spend of €1600 billion and UK public sector spend of £150 billion and many major infrastructure projects like the 2012 Olympics and the 2014 Commonwealth Games it would be remiss of suppliers to not consider the opportunities in the current economic environment. It is also even more important as public bodies strive for value for money that procurement and contracts are managed properly.**

The high profile opportunities on offer have raised expectations but how accessible are these opportunities for most organisations? Being local, other than convenient, is no ticket to the game or guarantee of any business. Public bodies are now governed by European Directives and Scottish Law that obliges them to generate appropriate levels of competition for the contracts being tendered. The harsh reality is that many organisations involved in these tender competitions will be unsuccessful! The increased emphasis on regulation and more rigorous procurement procedures in public bodies means that decisions should become rational and objective in terms of how tender exercises are managed. However, procurement can still be a very emotional process especially when you are unsuccessful.

SCMG has been involved in over £1 billion of tenders with buy and bid experience. They have provided strategic procurement advice and tactical support to public sector clients across the UK. This includes procurement strategy development and implementation from policy to process level and organisational design. This includes managing many OJEU tender processes on behalf of clients for goods, works and services.

SCMG will be running Public Procurement workshops in Glasgow and Edinburgh in November 2009 and January 2010. If you need basic awareness training or reassurance that your processes and procedures are compliant or are a supplier trying to win public sector business then this is a must attend workshop.

## Public Procurement Workshops

One day public procurement workshops covering EU regulations and a practical look at managing public tender processes.

Practical guidance on the theory and practice of public procurement exercises:

- SCMG have managed over £1 billion of public sector tenders for goods, works and services,
- Interactive workshops,
- Top tips to ensure a compliant procurement procedure,
- Impartial advice from experienced practitioners,
- £150 plus VAT per person, discount for third sector participants,
- Courses available in-house for your own team.

	2009	2010
Glasgow	19th November	19th January
Edinburgh	25th November	20th January



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