

Routes to market for public sector procurement.

For public sector organisations, there are several routes to market available for to you if you are looking to procure works or services. These routes are designed to ensure that your organisations obtains value for money, transparency and competition.



1

Framework agreements.

This is an agreement between one or more public sector organisations and one or more suppliers, which sets out the terms and conditions for the supply of goods and services over a specified period. Framework agreements are used where there is a need for a range of goods or services, but the precise quantities or requirements are uncertain.

2

Competitive tendering.

This involves a competitive process where public sector organisations advertise their procurement requirements and invite bids from suppliers. The process is open and transparent, and the winning supplier is usually selected based on the most economically advantageous tender.

3

Dynamic Purchasing Systems (DPS).

This is an electronic system that allows public sector organisations to procure commonly used goods, services, and works from a pool of pre-approved suppliers. Suppliers can join the DPS at any time, and the system is designed to be flexible and transparent.

4

Collaborative procurement.

This involves two or more public sector organisations joining forces to purchase goods, services, or works together. The aim is to reduce costs, improve efficiency, and obtain better value for money.

5

Outsourcing.

This involves transferring the responsibility for the delivery of a service to a third-party provider. Outsourcing can be used for a range of services including IT, facilities management, and construction.

4

Public-Private Partnerships (PPP).

This involves a long-term contractual agreement between a public sector organisation and a private sector partner to deliver a service or project. PPPs are typically used for large-scale projects, such as the construction of infrastructure.

Your choice of route to market will depend on a range of factors, including the nature and complexity of the procurement requirements, the level of risk involved and your desired outcomes. eXceeding can help you to carefully consider your options and choose the route to market that best meets your needs.

To unravel your public sector procurement challenges, **speaK to us today.**