

THE IN-HOUSE TRAINING COMPANY

Procurement Act 2023 – an introduction for suppliers

Overview

The UK public procurement regulations have been governed by the European Union since the first unified set of regulations were introduced in 1995. In 2020 the UK exited the EU and set about formulating its own set of public procurement regulations which would be more suited to the country and its socio-political policy aims and objectives. Extolled as being the most extensive change to public procurement in generations, the new Procurement Act 2023 introduces new approaches to procurement and contract management.

This one-day course is designed to help participants understand and apply the principles of effective procurement in the public sector under the new Act. It will explain the regulatory framework surrounding public sector procurement and how this will now influence the practice of their public sector customers.

Learning objectives

By the end of the course participants will be able to:

- Identify the key areas of change between the previous public procurement regulations and the new ones
- Differentiate between how public sector clients operated under the previous legislation and how this will change under the new Act
- Influence and shape their customers' culture of ongoing procurement improvement – especially in the context of the new approaches to contract management
- Understand the impact on their relationships with public sector customers – and learn how to ensure a fit for purpose result
- Appreciate the learning curve that public sector clients will be experiencing and act as 'intelligent suppliers' to assist the transition

Who should attend?

This course is designed for those who sell into the UK public sector and need to understand how their customers work and how the new legislation will affect how their customers behave.

It is also useful for those suppliers who wish to understand the fundamental changes to the public procurement landscape, including end-users, technical experts, proponents, project managers, finance, internal customers, and other key stakeholders who need to collaborate with public sector clients to develop a robust approach to public sector procurement.

This is also an ideal programme for those seeking a refresher in this subject.

Course format

This one-day programme can be delivered on-site or virtually.

The expert trainer takes a proactive, participative, and participant-centred approach with an emphasis on the practical application of the tools, techniques and templates discussed. The creation of Action Plans by the participants is a key element in the experiential dimension to all our courses. The learning needs to be embedded into the fabric of the organisation and the trainer uses context-based case studies and other tasks to achieve this.

Special features

The content of this course has been cross-mapped with established competency frameworks and other international standards.

Certificates of attendance are provided on request (for CPD purposes: the programme qualifies for six hours, which for most professional bodies translates as twelve points).

The majority of the training we deliver is either tailored or completely bespoke. This workshop can therefore be delivered entirely as advertised, or it can be tailored to your particular requirements, or we can simply take it as a starting point for a conversation with you before we draft a completely bespoke programme for you – the choice is yours.

Expert trainer

Sharon Croome spent more than 25 years with the Ministry of Defence and various UK-based major contractors before setting up her own consultancy in commercial, procurement and supply chain management. She supports MOD and DE&S clients with procurement strategies, supplier/customer contract drafting and advice, and the design and delivery of commercial professionalisation training. She also supports private sector clients (including many SMEs) with procurement strategies, supplier/customer relationship management, strategic sourcing advice, and other associated commercial activity. She also designs and delivers training on commercial issues (especially commercial awareness) and, in particular, how to work with the public sector.

Sharon is a Fellow of both the Chartered Institute of Purchasing and Supply (CIPS) and World Commerce and Contracting (WCC, formerly the International Association of Contract and Commercial Managers). She is a Chartered CIPS trainer and courseware Peer Reviewer for commercial and contract management, and negotiation, a WCC Expert in supplier relationship management, and co-author, with Dr Ray Carter, of *Practical Supplier Selection and Relationship Management*.

Workshop outline

1 Introduction

- Introduction
- Learning outcomes
- Learning styles
- Plan for the day

2 Fundamentals of public sector procurement: The Regulations

- Public Contracts Regulations 2015 (PCR 2015)
- Defence and Security Public Contracts Regulations 2011 (DSPCR 2011)
- Utilities Contracts Regulations 2016 (UCR 2016) and Concessions Contracts Regulations 2016 (CCR 2016)
- 'Light touch' regime

3 What's new?

- The differences between the previous Regulations and the new Act, including:
 - 5 Regulations into one
 - 5 procurement procedures into three
 - Changes to Frameworks and Dynamic Purchasing Systems
 - Transparency
 - Debarment
 - Contract management and KPIs
 - Social Value

4 Practical application

- Applying the UK Procurement Act 2023
- How things will change within the public sector
- What clients will be doing differently

5 Conclusion

- Further information
- Open forum Q&A
- Action planning
- Summary

Any questions?

Please just give us a call on **01582 463463** – we're here to help!

Or visit www.theinhousetrainingcompany.com