

'Bid Candy' Workshop

18th July 2015

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Bristol City Council

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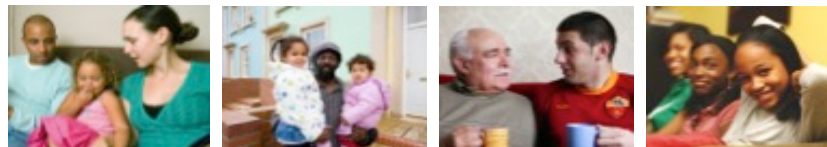
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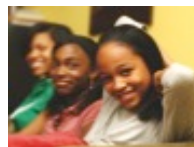
- What is 'Bid Candy'?
- Key Principle
- Working arrangements
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- What you can do
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What is 'Bid Candy'?

For the purpose of this discussion we define 'bid candy'

'as a small respected organisation (such as a charity's) reputation is referenced for the purpose of enhancing a bid, that the lead bidder then reneges on an agreement'



Key Principle

Use the leverage of your skills /
experience to put in place an
agreement with the lead bidder prior to
bid submission



Know your worth

As an organisation you know the community and services and hold the expertise – recognise the value of this in monetary, intellectual property and reputational terms

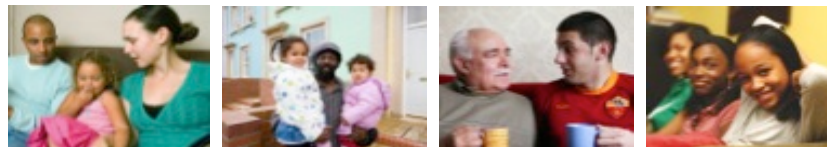


Working arrangements

Consortia bidding

The process of a business or organisation working with one or more other organisation in identifying and responding to a procurement opportunity

Consortia are viewed as more formal than collaborations



Working arrangements

Sub-Contracting

A business practice where a prime (main or lead) contractor commissions an additional organisation to help perform a Contract. The prime contractor is still in charge and must oversee the sub-contractor to ensure work is carried out and complete as specified in the Contract.



Working arrangements

Both are Contractual arrangements

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What are your experiences of bid candy?

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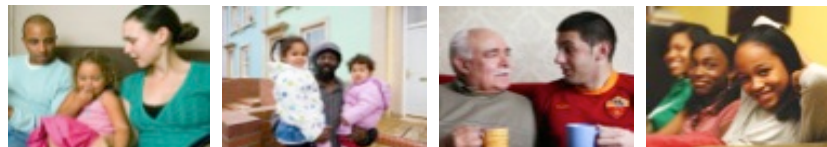
Key Building Blocks

- Pre and post contract negotiations are clear and open
- Strong and robust Governance is in place
- Post-contract finance and contracting arrangements reflect pre-contract agreements (*and any changes have full explanation and agreement*)



Key Building Blocks

- Agreement of each other's expectations, before, during and after contract award and throughout the lifetime of the contract
- Performance expectations are clearly defined and agreed
- A robust dispute resolution process is in place
- Clear exit strategy



Templates and guidance

Supporting templates and guidance are available to members from a range of support agencies operating in the region



What you can do...

Consider incorporating a standard clause in any MoU/agreement that will recoup the cost of your time and contribution should your organisation not receive any ongoing work as a result of your efforts



What you can do...

Due diligence

- Know the prime contractor: their capabilities and track record
- Agreement: (roles/responsibilities/functions), Memorandum of Understanding (MoU)
- Bid: make sure you contribute

A true collaboration is where each of the collaborating parties has an equal voice in the bid's development and contract delivery and where they are fully supportive of each other



What you can do...

- Have a plan and process ready for use should you wish to approach or be approached with the intent of forming a consortia/collaboration
- Identify potential partners in future activity and start developing relationship in anticipation
- Take professional / legal advice!
- Advise the commissioner if you have any evidence of being mis-represented



What you can do...

Know what's coming up

Register at:

- Proactis (*look out for a new system coming soon!*)

<https://supplierlive.proactisp2p.com/Account/Login>

- Follow us on Twitter [@supply_bristol](#) or from our [SupplyBristol blog](#)

- Contracts Finder

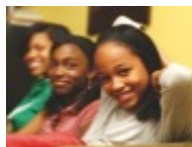
<https://www.contractsfinder.service.gov.uk/Search/Results?Keyword=food&LocationType=AllLocations>

- Official Journal of the European Union (OJEU)

<http://ted.europa.eu/TED/main/HomePage.do>

...you'll receive alerts about new opportunities for engagement and tender

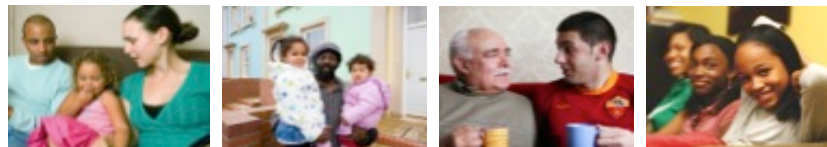
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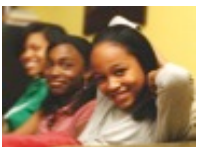
Commercial Awareness

- Keep accurate records
- Only sign up for what you can commit to
- Seek legal/professional advice before signing
- Avoid being mis-represented



What the Council can do

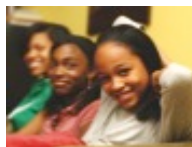
- Probe the depth and extent of relationship through the supply chain during the tender process
- Investigate through clarification interviews – *and even invite named parties to these interviews (where they are key to delivery)*
- Raise any concerns with the prime contractor
- Ensure (through T's & C's) prime contractors must advise the Contract Manager of changes in sub-contracting or consortia arrangements



Talk to us

- Contact the buyer
 - If BCC contact the commissioner, contract manager (if known) or the Procurement Team

procurement.support@bristol.gov.uk



Questions?

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