

# HOW TO ADD VALUE IN PUBLIC PROCUREMENT? Procure's Tips

## LAW

The law offers the opportunity to do procurement differently, and to be not just price-based.

Talk to your peers at local, national and international level to build confidence on what you can do in practice.



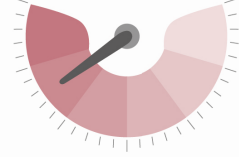
## 6 MONITORING

- Capacity building of procurers, contract managers and technical officers
- Orientation and support to help suppliers deliver wider outcomes
- Choice of methodology to manage and monitor wider outcomes (contract by contract/collective basis)



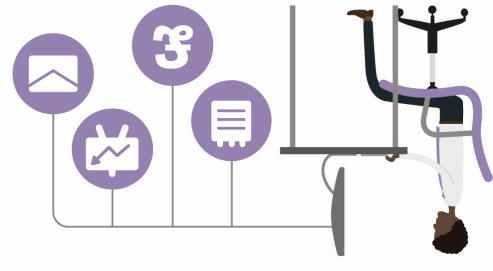
## 5 AWARDING

- Choice of methodology of scoring (quantitative, qualitative, pass/fail)



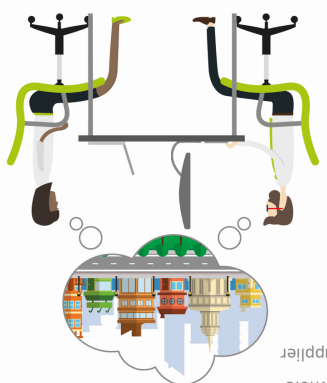
## 4 TENDERING

- Embedding wider social, environmental and economic outcomes in the contract
- Including questions focused on wider outcomes
- Weighting the criteria and wider outcomes



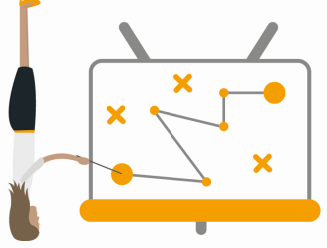
## 1 IDENTIFYING NEEDS

- Inclusion of citizens and suppliers in the identification process
- Spend analysis (sector, geography, type of business)
- Review of policies, challenges and issues of the city as a whole
- Build a supplier database



## 2 STRATEGY

- Linking the procurement strategy to identified challenges and wider policy
- Implementing strategy by building capacity building across all stakeholders
- Engage with citizens through participatory budget allocation



## 3 DESIGNING PROCUREMENT

- Innovate for outcomes
- Linking design to wider issues
- Early engagement with suppliers (Meet the Buyer/Supplier Days)
- Co-design of procurement with citizens
- Support and capacity building for suppliers
- Encourage SMEs' joint bids and buyers' joint tenders

