

IMPROVING VALUE FOR MONEY THROUGH BETTER CONTRACT MANAGEMENT



- With local authorities under increasing pressure to secure improved outcomes at lower costs, it is essential that services provided by private and public sector partners are procured through fit for purpose contracts
- Using the procurement process effectively can help to achieve these outcomes, but without robust contract management and frequent, robust dialogue with suppliers there is a risk that optimum value for money may still not be achieved
- We are aware negotiation is at best frowned upon and at worst forbidden under European Supplies Directive but our experience has shown that current and future providers need careful management if best value is to be secured
- Commercial contract management skills are developing in the public sector, however BDO's unique **Local Government Contract Management Training** accelerates the development of these techniques, so that procurement and commissioning officers are able to drive value for money from their suppliers

“This gave us clear objectives for approaching future negotiations and a greater understanding of preparation required for success

TRAINING DELEGATE FROM A CITY COUNCIL

FOR MORE INFORMATION PLEASE CONTACT

IAN MCPHERSON
 Director, BDO Local Government
 +44 (0) 7805 808 892 | ian.mcperson@bdo.co.uk

ABOUT THE TRAINING

BDO's Local Government Contract Management Training is run as a practical, one-day training course at the Council's offices so that the training can be tailored to your particular situation

The course is designed to equip all procurement and commissioning staff in any service with a clear strategy that they are able follow during contract management meetings with providers

During each training session we:

- Identify the Council's objectives, as well as predicting the providers' objectives
- Agree optimum, beneficial and acceptable trade-offs for the Council
- Rehearse possible scenarios to ensure there are no surprises during dialogue

Delegates are also encouraged to consider the contract from the suppliers' perspective, to ensure that an outcome is reached that is appropriate in the long-term for both the Council and the supplier

We provide practical and effective tools that delegates can use on an ongoing basis to ensure successful dialogue with suppliers

Many of these tools are focused on the planning stage, to ensure that discussions are underpinned by detailed evidence

BENEFITS

Delegates are supported to test out the new techniques they learn in a supported and safe environment

Future contract meetings are conducted in a more commercial manner, so increasing the value for money to the Council

Hosting the training on the Council site limits time and costs, and ensures the training is true to life

TARGET AUDIENCE

- Procurement and commissioning officers
- Heads of Service
- Contract managers

COSTS

£5,000 for one training session for 12 delegates

Discounts are available for multiple sessions



BDO LLP, a UK limited liability partnership registered in England and Wales under number OC305127, is a member of BDO International Limited, a UK company limited by guarantee, and forms part of the international BDO network of independent member firms. A list of members' names is open to inspection at our registered office, 55 Baker Street, London W1U 7EU. BDO LLP is authorised and regulated by the Financial Services Authority to conduct investment business. BDO is the brand name of the BDO network and for each of the BDO Member Firms. BDO Northern Ireland, a partnership formed in and under the laws of Northern Ireland, is licensed to operate within the international BDO network of independent member firms.

Copyright © September 2011 BDO LLP. All rights reserved



BDO is a bronze business partner of SOLACE

