

WINNING PUBLIC SECTOR CONTRACTS

27th November 2014
The Parkview Hotel, Newtownmountkennedy
Fearghal Reidy, Director,
Local Government Strategic Procurement Office

Outline

- Why work with the public sector?
- How is public procurement structured?

WHY WORK WITH THE PUBLIC SECTOR?

Did you know?

- The public service will spend around **€8.5 billion** on goods & services every year
 - that's roughly €23.5m every day

- In 2014 local authorities will spend around **€4.17 billion** on goods & services

- This doesn't include capital expenditure

Organising The Public Service

- ❑ Multiple public bodies buying similar goods and services
- ❑ Speak with 'One Voice'
- ❑ Value for Money for the tax payer
- ❑ Establishment of the Office of Government Procurement
- ❑ All public service procurement

OGP Led Categories

- Professional Services
- Facilities Management and Maintenance
- Utilities
- ICT and Office Equipment
- Marketing, Print and Stationery
- Travel and HR Services
- Fleet and Plant
- Managed Services

Sector Led Categories

- Local Government
 - Minor Building Works & Civils
 - Plant Hire
- Health
 - Medical Professional Services
 - Medical and Diagnostic Equipment and Supplies
 - Medical, Surgical and Pharmaceutical Supplies
- Defence
 - Defence and Security
- Education
 - Veterinary and Agriculture
 - Laboratory, Diagnostics and Equipment

Advantages of winning a public sector contract:



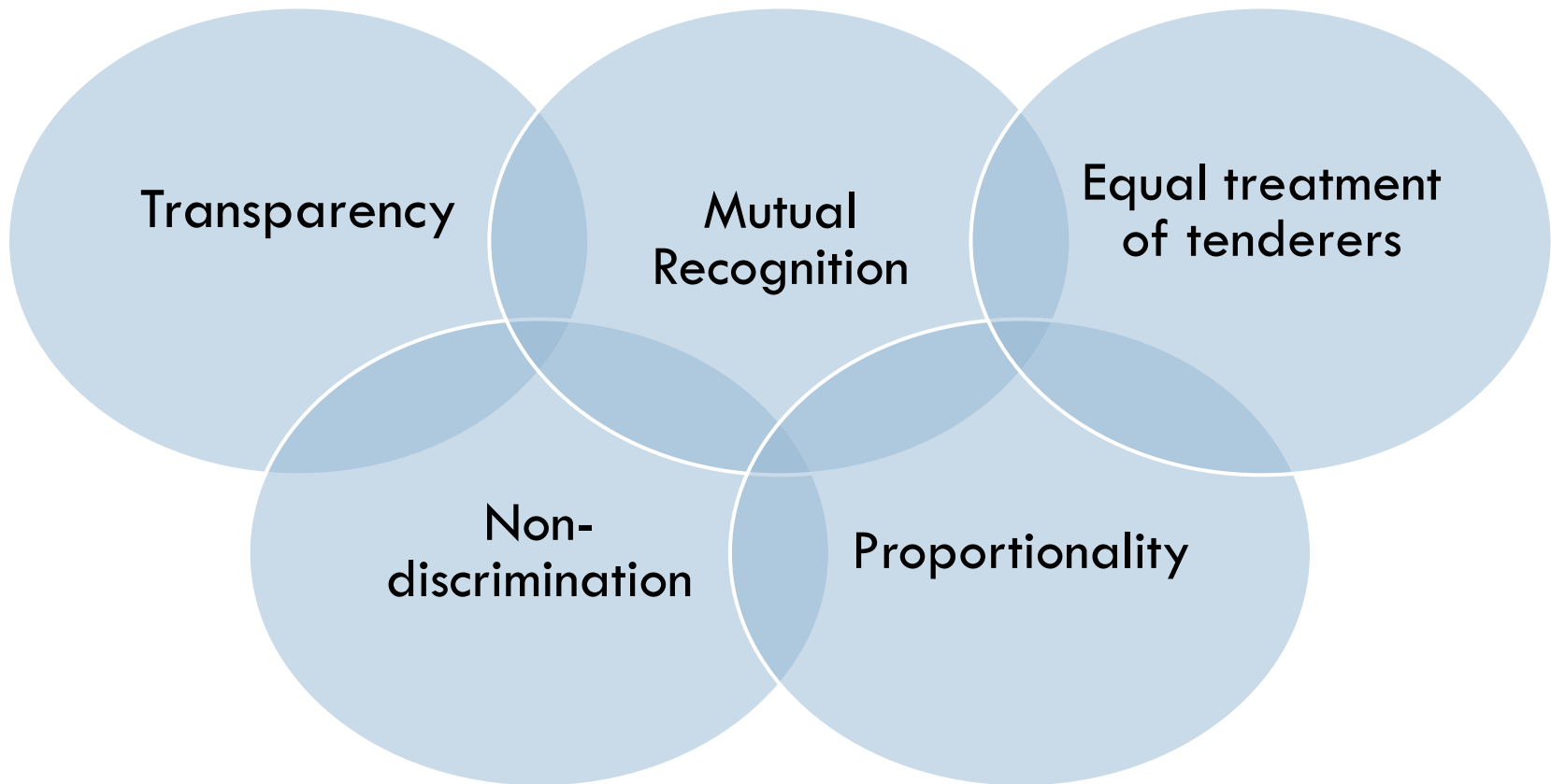
- Continuous demand
- Local/regional
- Prompt payment
- Business improvement

HOW IS PUBLIC PROCUREMENT STRUCTURED?

What is procurement?

- Procurement refers to all activities involved in the process of buying goods, services or works

Principles guiding Public Procurement



Legal Background

- European Treaties
- European Directives
- National Rules & Guidelines
- Common Law
- Local Guidelines & Circulars

New Directives

Already A Government Policy

- Not yet law – but policy
- Aimed at supporting SMEs
 - ▣ Smaller lots
 - ▣ Consortium or joint bids
 - ▣ Greater use of open tendering
 - ▣ Reduced turnover requirements
 - ▣ Support innovation

BEST OF LUCK!