

Commercial Cycle (3): Procuring your Solution

There are many factors to consider when pursuing a commercial arrangement with partners outside of the Civil Service – such as having an appropriate contract in place.

As well as helping the Civil Service to manage risks within the supply chain, contracts are a critical component in the efficient delivery of public services. Therefore, understanding what is required in a contract, and why, before it is signed is hugely important.

Description

This topic will provide you with an insight into procurement procedures and how commercial contracts are developed. Public sector procurement law plays a significant part in this process so you'll learn the basic principles, finding out what you can and cannot do. You'll also learn about the role played by commercial experts, enabling you to collaborate with them more effectively.

The learning activities contained within this topic make it suitable for non-commercial professionals, of all grades, who are working with external suppliers to deliver services. It is also applicable to managers wanting to refresh or enhance their sourcing strategy skills. Ideally, all candidates will have already completed the 'Commercial awareness' topic.

What does it involve?

This topic features a blend of learning activities, including videos, self-assessments and three online tutorials. The tutorials will help you to understand relevant procurement procedures and rules, how to work with the commercial profession to narrow your specifications and how to engage with the market.

Furthermore, the topic will take you through a worked example in the form of a case study.

These self-study activities should last around 2 hours and 45 minutes in total. Once these are completed, you'll attend a 2 hour 15 minute facilitated workshop. During this workshop, you'll have the chance to reflect and build upon what you learnt from the case study.

What's the outcome?

An efficient procurement process results in the Civil Service getting better value for money from the products and services it buys. Working hand in hand with your commercial colleagues, you will play an important part in that process. Armed with a knowledge of market

engagement, pricing models and performance management, you'll be able to take a more commercially-aware approach when working with the commercial profession to procure a service or product.

Learning activities



Delivery method:



Estimated learning time:

4 hours 45 minutes

How to book

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