



BASIC CONSTRAINTS

GOAL: SELECT SERVICE PROVIDER(S)

DEFINE MODEL

ASK OFFERS BASED ON A REALISTIC SCHEME EG. CONTRACT DURATION, COMMITMENT (CONSORTIUM), TRANSITION.

ENSURE OPEN AND FAIR COMPETITION
GUARANTEE TRANSPARENCY

=>CREDIBILITY



PROCEDURE

- 2 STEP PROCEDURE, MARKET SURVEY TO QUALIFY COMPANIES AND VALIDATE MODEL. CALL FOR TENDERS WITH CRITERIA FOR ACCEPTANCE OF THE OFFERS
- DECIDE ON NUMBER OF CONTRACTORS TAKING INTO ACCOUNT STRATEGY AND RESULTS



MARKET SURVEY

PURPOSE

• INFORM THE MARKET OF THE ACTIONS TAKEN

- OBTAIN INFORMATION FROM FIRMS
 - QUALIFICATION
 - •REFERENCES
 - •EXPERIENCE
 - •INTEREST



- ENCOURAGE FIRMS TO SEEK EARLY EXCHANGE OF VIEWS ON AN EQUAL BASIS (EVERYBODY SHOULD HAVE THE SAME INFORMATION)
- ALLOW TO DRAW UP A FINAL SPECIFICATION FOR THE CALL OF TENDERS BASED ON ABOVE
- DRAFT FINAL LIST OF FIRMS TO BE CONTACTED



MARKET SURVEY

The selection of the companies will follow how the qualification criteria were defined

Which kind of bidders/contractor do we want?

Strong trademark vs weak trademark

expensive/cheap

small/large

experienced/newcomer



TENDERING TIME

MARKET SURVEY (SPECIFICATION MEETING?)

T0 = 6 weeks 6 weeks



CALL FOR TENDERS (SPECIFICATION MEETING)

T1 = +6 week 12 weeks

OPENING OF TENDERS

T2 = +1 Weeks 13 weeks

ANALYSIS OF TENDERS

T3 = +4 Weeks 17 weeks

CONTRACT

T4 = +3 weeks 20 weeks

TOTAL

20 weeks