

Procurement Frameworks

Understanding Framework Agreements

CPD Training



Course Information

START TIME

9.30am

DELIVERY

Virtual

There are currently in place over 150 OGP national “procurement” frameworks covering thousands of purchased services and supplies and accounting for many € billions of public sector business. This number does not include the many hundreds of frameworks operated by Commercial Semi States, Local Authorities, Voluntary Sector Organisations, and other public bodies. All indications are that this number will continue to grow and yet there is still a lack of understanding of the purpose, operation, benefits and drawbacks of Framework Agreements amongst suppliers, buyers and indeed those operating frameworks.

This one-day course is unique and will look into designing or managing Frameworks from a commercial perspective, detailed guidance on their operation and management and even some debate as to their value for and efficacy for all parties.

This training course will cover the fundamentals of framework agreements, their operation and management and essential knowledge for users of framework agreements whether as a supplier, client user (buyer), professional advisor, lawyer, or operator.

Course Content

What is a Framework agreement?

- This module will introduce frameworks with material based on the regulations and the OGP guidelines. There will be a specific focus on the Irish market use of frameworks.
- An overview of Framework Agreements in Ireland
- Purpose, History, Scale and reach today in Ireland,
- Who uses Frameworks and why? Who does not?
- The role of the Office of Government Procurement
- Sources of Information on Framework Agreements
- Using historic data to inform approach to frameworks.

Establishing a Framework Agreement

- This module will explain how a framework agreement can be established from scratch.
- Framework or Contract?
- Who? What? How?
- Pros & Cons of Frameworks from – Buyer, Supplier and Tax-Payer perspectives
- The pre-requisites for a working Framework Agreement
- International perspectives on FWAs

Due diligence and evaluation

- Product testing and validation
- Financial due diligence
- The ESPD and articles 57 to 59 in goods procurement
- Brexit and WTO rules

Frameworks in operation

- Contract v Framework Tendering Process – How is it different?
- Single v Multiple Party Frameworks
- Draw Down mechanisms compared: Mini competitions, Direct Drawdown, Cascade, Rotation
- Dynamic Purchasing Systems (DPS) impact upon Frameworks

Framework management

- This section will examine challenges in the management of framework agreements over the course of the agreements.
- Avoiding the pitfalls and drawbacks of frameworks
- Negotiation techniques and approaches to performance management for suppliers
- Developing category insights and intelligence – 1st v 2nd generation frameworks
- Keeping members motivated and sharing information
- Building in flexibility and innovation
- Ricks and Sharp Practice watch outs

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Frameworks – the future

- This section will examine what the future holds for framework agreements, new and emergent trends that are relevant considerations in the design and construction of FWA's.
- Consideration of improvements and innovations to benefit buyers, suppliers and the taxpayer
- Green procurement
- Social and related clauses

Who Should Attend

This course would be of interest to healthcare professionals with special responsibility for falls prevention in nursing homes, hospitals, hospices, day care centres, rehabilitation centres, primary care centres and any healthcare services public or private with risk of falls and in need of precautionary measures.

Certification

On completion of this one-day training course, you will receive your Certificate of Attendance. Please note certificates are issued at the close of the training course to participants on completion of the course.

Please check directly with your association or awarding body to see how many points they will award.

Cost

An 'Early Bird' discounted rate of €465 is currently available. This training course normal rate is €565.