



Winning work...

(Under the new regs)

11th Feb 2025



Agenda

What will we be covering?

1. Introductions
2. What's changing & when?
3. What will bidding look like?
4. What to do now?
5. How we can help
6. Q&A
7. Links



Who are Advice Cloud?

- GovTech Buyability™ Mentors
- Public Sector Procurement Experts
- Framework & bidding specialists
- Work with Suppliers AND Buyers
- Founded in 2014
- TechUK Members for 9+ years
- Member of current CGC



Who are Advice Cloud?

- Accredited TPP/PA2203 buyers!



Whats changing?

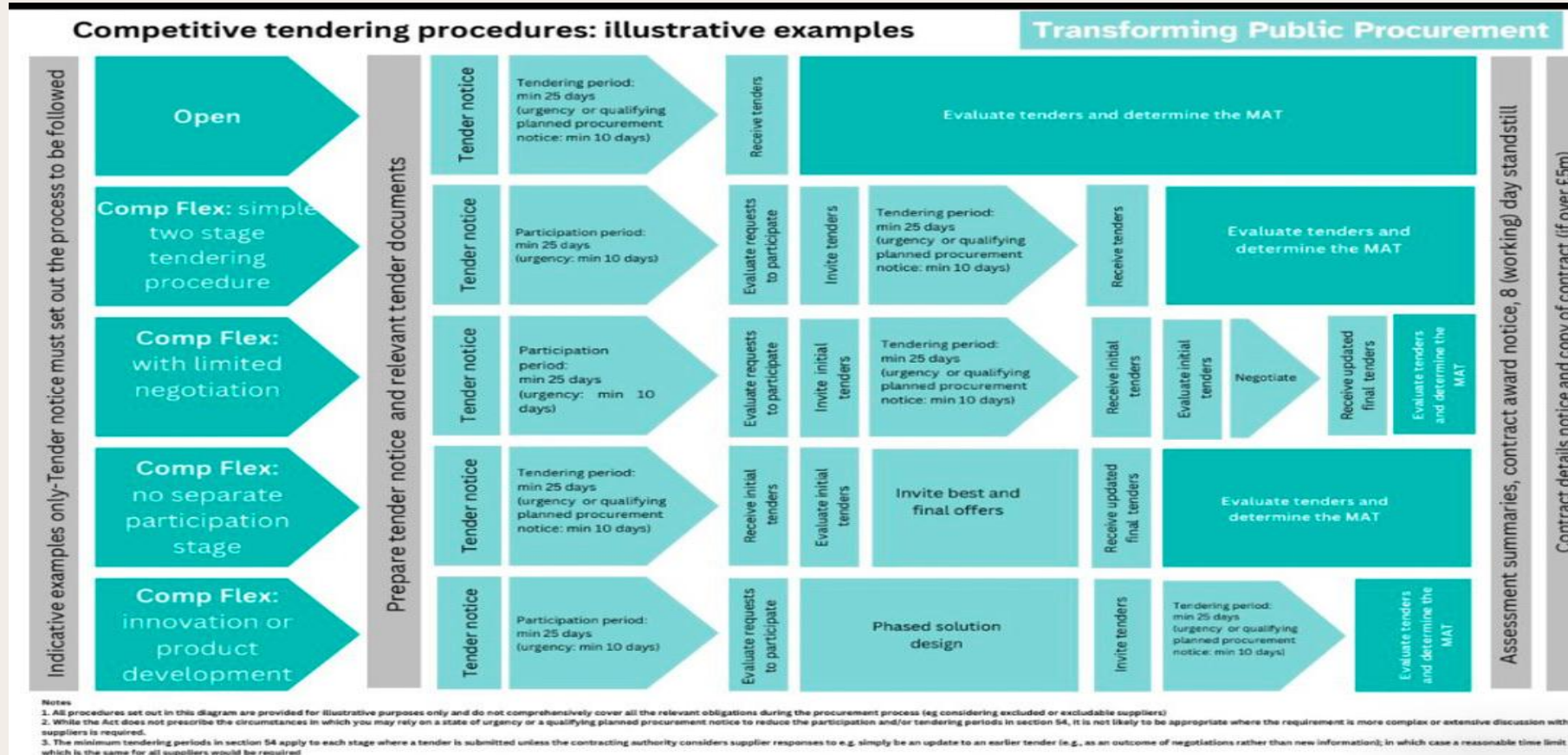
And when?

What's changing and when?

- Public Contracts Regulations 2015 (PCR2015) Expire 23:59 23rd February 2025
- The Procurement Act 2023 (PA2023) (or is it the Procurement Regulations 2024 /PR2024?) comes into force 00.00 24th February 2025
- Meaning
 - Procurement routes "simplified" into 2 procedures
 - Open
 - Single Stage procurement
 - Minimum 25 days ITT period (10 day emergency period)
 - Competitive Flexible
 - Multi stage procurement
 - Minimum 25 days ITT period but may take much longer (10 day emergency period)

What's changing and when?

- And will look something like this (Thanks to TPP team for infographic)



- However in reality for the vast majority of tech suppliers.....

What's changing and when?

- Not a lot will change initially (for the majority) because
- According to the very recent NAO report 50% of Tech contracts are awarded via CCS frameworks
 - Alongside CCS you have HTE, NHS SBS, YPO, Uni consortia so in reality c 75-80% of tech spend goes through Frameworks
- Most popular tech Frameworks are not due to expire until November 2025 at the earliest
 - Digital Outcomes exp Mar 26
 - Digital Specialists exp Mar 26
 - Tech Services 3 exp Mar 26
 - G-Cloud 14 exp Mar 26
 - Network Services exp July 27
 - Tech Products 2 exp Oct 27
- So the call off (how contracts are competed and awarded) procedures remain the same

What's changing and when?

- Maximum Call off lengths under existing FWks

| FW | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 | 2031 | 2032 |
|------|------|------|---------|---------|------|------|------|------|
| DO6 | | | PCR2015 | | | | | |
| DS&P | | | PCR2015 | | | | | |
| GC14 | | | PCR2015 | | | | | |
| TS3 | | | PCR2015 | | | | | |
| NS4 | | | | PCR2015 | | | | |

- So not a lot will change for quite a while!

Bidding

What will bidding look like?

What will bidding look like?

- The plan is-
- For all opportunities including FW call offs to be available on Central Digital Platform (CDP) / Find a Tender Service (FTS) **eventually**
 - This may take quite a while
- e-senders (Procurement portal/advertisers eg Delta, Jaggaer/Bravo, Proactis, Atamis etc) will have to link to FTS by law
- Suppliers will be able to register on the new Supplier Registration Service (via Find a tender)
- And be able to complete the basic information part of the new Procurement Specific Questionnaire (PSQ)
- Eventually CDP/FTS will contain lots of transparency data inc
 - Award data
 - Contract performance data

What will bidding look like?

- There will be the ability to include many different buying stages
 - See previous infographic
- Evaluation will change from
 - Most Economically Advantageous Tender (MEAT) to
 - Most Advantageous Tender (MAT)
- What does this mean?
- Officially less focus on cost and more on outcomes / value including Social Value
 - However under today's constrained economic climate expect price to still carry a high weighting
 - We are still waiting for the National Procurement Policy Statement (NPPS) which will (hopefully) include updates on Social Value priorities
- Prompt payment, Net Zero etc play a more prominent role in selection

What to do now?

What to do now?

- What should I do?
- Locate and keep a regular eye on your prospects/clients pipelines. These should be being published & updated
 - Example [HMRC](#)
- Be prepared to register on the SRS (no need to do it on Feb 24th unless you have a procurement due out)
- Keep an eye on your current contract expiry dates and when new FW are being let.
- Talk to your prospects and clients
 - Ask them what their plans are inc routes to market. Try to avoid being surprised!
- For £5m+ contracts start organizing 3xKPIs (keep them simple e.g - was the contract delivered 1. on time 2. to required quality 3. to budget)

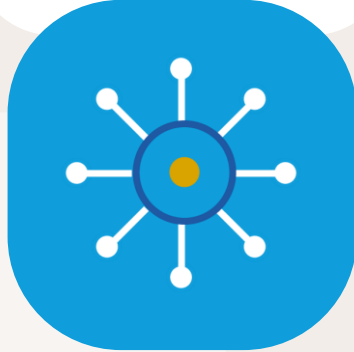
How we can help

Remove the risk of not getting on any Public Sector FWk

Our services

Framework Applications

Procurement Plus



Workshops and Training

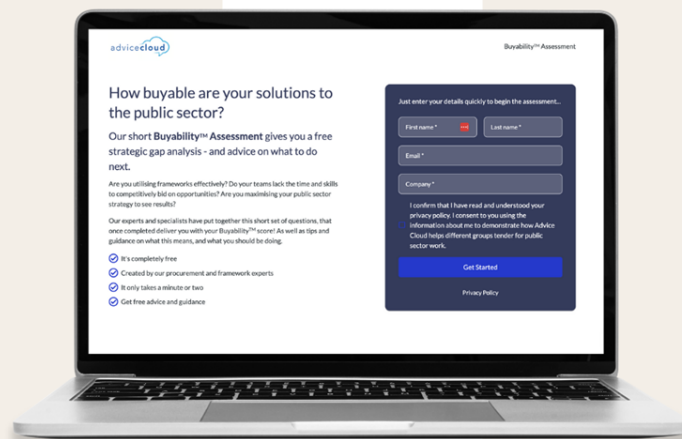
Go-to-Market Assessments

Bid Support

It's important to know where your pain-points lie.

We created our **Buyability™ Assessment** to help technology suppliers get to grips with what they need to do to be buyable to the public sector.

FIND OUT YOUR **Buyability™ Score**



Crafted by our GovTech
Buyability™ Mentors.

Breaks down your overall score into actionable sections – letting you know what steps you need to take.

Plus, it only takes a couple of minutes!

Learn where your pain-points are and what to do next.

[CLICK HERE](#)

Book a free check-in with our experts!



or click here!

advicecloud

Q&A

Ask Chris your questions

Some helpful Links

Some helpful Links

- [TPP Page](#)
- [Knowledge drops \(supplier\)](#)
- [TPP Youtube links](#) (helpful!! – thanks Steve at Aspire Tech!))
- [Find a tender service \(FTS\)](#)
- [Supplier registration service \(SRS\)](#)
- [Central Digital Platform factsheet](#)
- [CCS Pipeline](#)
- [Advice Cloud Knowledge Hub](#)



Thank you!