

2007 RG Banking Colloquium

Workshop No. 3
Procurement Panel

SUCCESS

- You get the services you want
- You get value for money
- Contractor makes a reasonable profit
- All bidders satisfied process was fair

ENVIRONMENT

- Increasing complexity
- Process is cumbersome
- Oversight
- New players

MAJOR CONCERNS

- Maintaining interest
- Competitiveness
- Reduction in flexibility
- Service degradation
- Fragmentation

STRATEGY

- Increased communication
- Fewer tenders
- Longer contracts
- Risk mitigation measures

ADVICE TO BIDDERS

- Think strategically
- Invest early in the process
- Tell us what you really think
- Quality assurance
- Debrief