

Agenda

- 1. Roles and responsibilities of OGP ED
- 2. Overview of Irish Egg Marketing AMacE
- 3. Update on etenders.gov.ie process and Green Tender Procurement ED
- 4. AOB



Our Role: Sustainable Savings for Taxpayer

Delivering quality solutions for our public sector clients

National approach to public procurement

> general policy

Align to government

Encouraging SME engagement

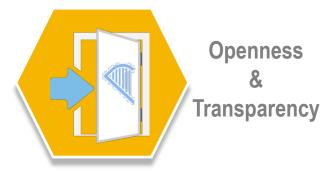
Centralising procurement across the public sector and encouraging SMEs to fully engage in public procurement **Enabling savings that can be reinvested** in frontline services



What we do

Supplier Framework
Agreements &
Contracts





Enable
Sustainable
Procurement
Savings







Information Assistance Support

Procurement Policy, Strategy & Operations

Implementing Policy Initiatives





Continue to Grow Capacity & Capability



The Model

16 Categories – 'One Voice' to the market





Treaty Principles

Free movement of goods and services

Freedom of establishment

Prohibition against discrimination on grounds of nationality









Key Principles of Law



Open and Transparent



Equal Treatment &Non-Discrimination



Proportionality



Mutual Recognition



Our commitment to you

We encourage SMEs to fully engage in public procurement

You have equal opportunities and access to potential business in the public sector

Our processes are open, transparent and fair





Supporting supplier education

Supplier Support Services



Procurement Schedule

Pre-Tender Engagement

Tender Notices & Bidders Briefing

Supplier Feedback

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Supplier Education & Awareness









Supporting SME Participation

We set proportionate eligibility requirements, for example insurance and turnover, to support SME participation

Initiatives to Assist SMEs in Public Procurement Circular 10/2014 Summary



1. Market Analysis

Public sector buyers should undertake market analysis, Public Sector puyers snowla uncernake market analysis, prior to tendering, in order to better understand the range Prior to tendering, in order to detter understand the range of goods and services on offer, the competitive landscape and the specific capabilities of SMEs etc.

2. Sub-dividing Contracts into Lots

Buyers should, where reasonable and without compromising efficiency and value for money, consider breaking contracts into tols, enabling smaller businesses

3. Consortium Bids

Suppliers are encouraged to form consortia to avail of public procurement opportunities, provided these consortia comply with relevant competition law.

The Competition and Consumer Protection Commission has published guidance targeted at SMEs to help them comply with competition law when tendering as part of a consortium. The guidance, 'How to comply with competition law when tendering as part of a consortium. is available from the Competition and Consumer Protection Commission website, WWW.ccpc.ie)

4. Less use of 'Restricted' Tendering and Greater Use of 'Open' Tendering

Buyers should use open tendering for contracts below €134,000 (exclusive of VAT) in the case of advertised contracts for general goods and services. Buyers should use the open procedure for advertised contracts for works and works-related services with a value less than €250,000 lexclusive of VAT). Above these levels, buyers should decide which tendering procedure is most

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5. Capacity Requirements

Buyers should ensure that any capacity levels set for candidates/tenderers are relevant and proportionate to the circumstances of a particular contract.

Where experience is specified as a qualifying or competitive criterion, it should not be framed in such a way as to unduly narrow the field of eligible tenderers.

6. Turnover Requirements

In assessing the capacity of a supplier to carry out a contract for routine (e.g. low-value, high volume) goods contract for routine te.g. tow-value, fight volunter glovus and services, buyers, as a matter of general policy, should one set company turnover requirements at more than twice the estimated contract value. This is in line with revised European rules and is designed to support SME

For non-routine, high risk or bespoke services and/or goods competitions it may be necessary to apply higher

7. Innovation

Buyers should, where possible and appropriate, encourage new and innovative solutions by indicating in lender documents where they are prepared to accept reasonable variants to the specifications.

8. Framework Agreements

Breaking framework agreements into lots can be an effective way of opening up opportunities to SMEs. Depending upon requirements, framework agreements can be divided into lots on the basis of geography, specialism and/or value.



Market Analysis

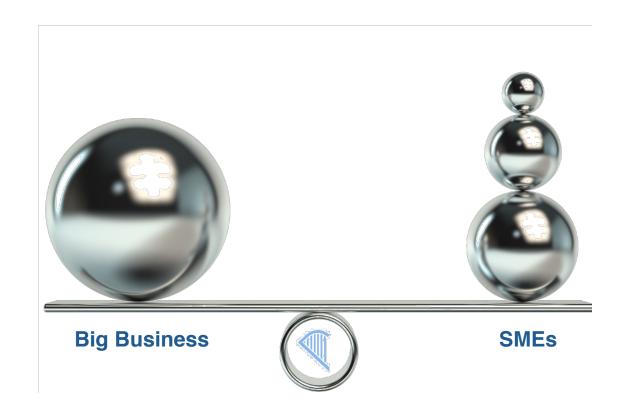
We undertake market analysis prior to tendering in order to better understand the range of goods and services on offer, market developments and innovation, what commercial models are available, the competitive landscape, and the specific capabilities of SMEs etc.



Smaller Lots

We break tendering competitions into smaller lots (for example, by sector, region, value etc.) to actively encourage SME participation and to align with the capacity and capability of the marketplace







Quality Solutions

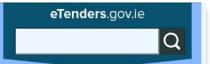
We strive to put in place quality solutions that deliver value for money for the taxpayer through understanding the full costs over the lifecycle of the goods/services and strengthening category management



Registration

To access public sector business opportunities, you need to register on etenders.gov.ie and keep your details up-to-date





HOME ACCESSIBILITY Language English V

Welcome to the eTenders procurement website

Revision of Public Procurement Directives' thresholds with effect from 1 January 2016

The EU Commission has revised the Public Procurement Directive's thresholds resulting in an increase in the thresholds for advertising in the Official Journal of the EU.

The thresholds will apply from 1 January 2016. Click HERE for details.

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Tender Advisory Service

The Tender Advisory Service (TAS) is being piloted to assist suppliers who have issues or concerns with a procurement process carried out by the Office of Government Procurement (OGP) or other public sector contracting body (excluding the commercial semi-state bodies). The pilot will cover all procurement processes and will be subject to review after the first twelve months. TAS will operate through the OGP's Customer Service Section. Click HERE for further details.

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Reminder to Suppliers

A new software update of the eTenders platform, which was released on the 14th July 2014, seeks additional information from all registered suppliers

- *Please update your Company Profile with details such as; Description of Business, Number of Employees, Turnover etc.
- •Where companies are duplicated on the system, choose one account and update with your company VAT number. All users for that same company should be attached to a single company registration.

The Office of Government Procurement requested additional information by the August 31st, 2014.

OGP has commenced deactivating supplier accounts where no attempt was made to update their registration details.

Hyperlink to the Supplier Registration Userguide

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Supplier Registration

Electronic tendering will be a European requirement in the near future. To register as a new <u>user</u> from



TAS

The Tender Advisory Service (TAS) is an informal outlet that you can avail of to raise concerns about a live tender

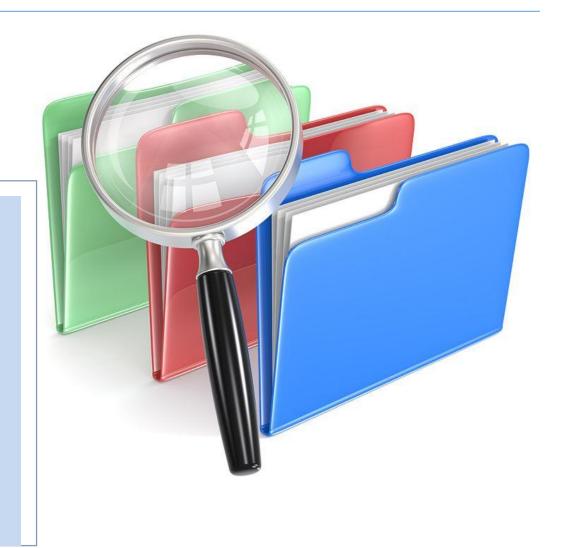
process



Tender Advisory Service (TAS)
Pilot Scheme

Operational from 1st February 2015

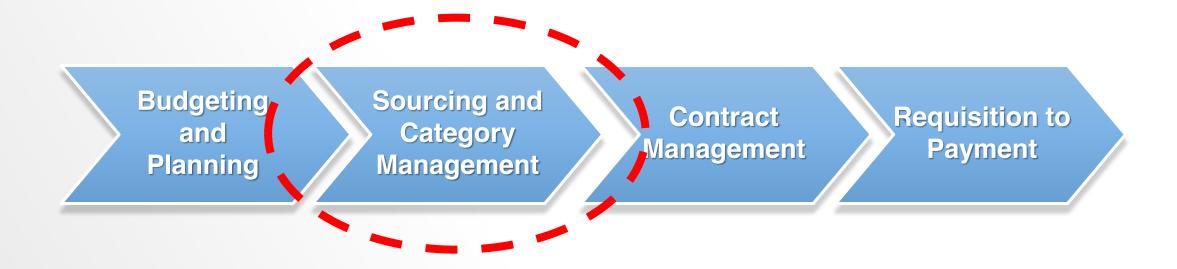
for tenders published on or after that date





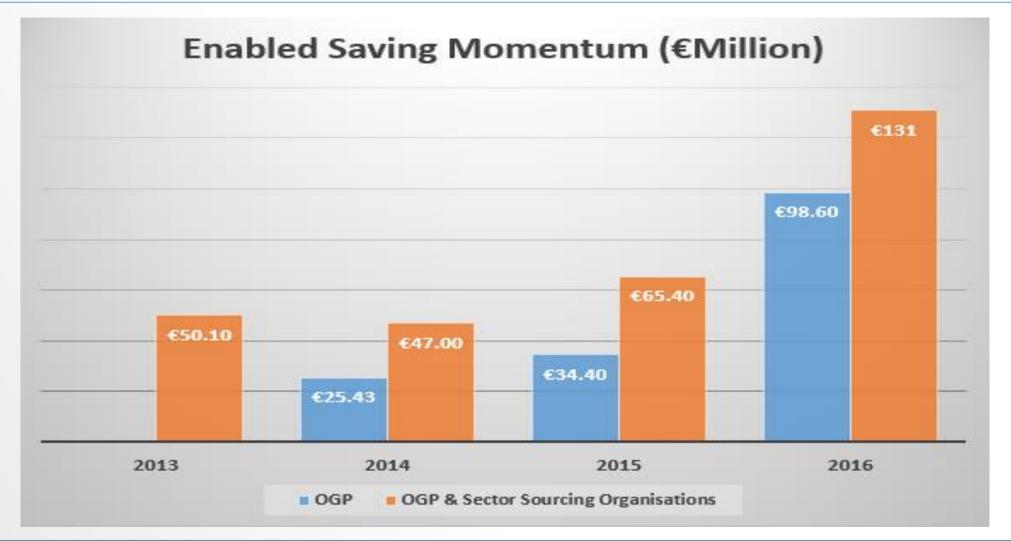
Responsibility Split

The sourcing function focuses on market sourcing strategies and tendering. The OGP will manage supplier relationships not contracts





Progress





Circular 10/14

Accelerated implementation of business friendly aspects of New Directives

- Market analysis
- Turnover levels
- Insurance levels
- Open tendering
- Lots
- Consortia building
- eTenders





Useful Information

- www.eTenders.gov.ie Information on published competitions, supplier registration and guidance plus legislation relation to public procurement.
- www.ogp.gov.ie Office of Government Procurement website including information on published frameworks and contracts and schedule of work on a nine month forward view, plus publications and news.
- www.intertradeireland.com who organise Go-2-Tender workshops that give practical skills to tender successfully for public sector contracts.

Contact OGP Support: Telephone: 076 100 8000 / E-mail: support@ogp.gov.ie

Engagement with Egg Producers

- Research for Meat, Poultry, Fish & Eggs to HSE, IPS & Defence Forces May 2016
- Included 10 geographical/product lots for egg for HSE (8 geographical lots) IPS & Defence Forces (incl bucket eggs)

- Meetings with:
 - ▶ Irish Egg Marketing Ltd Owen Brooks Nov 2015
 - Annalitten Foods Limited, Corrib Eggs, Greenfield Foods Ltd., Nest Box (Oct/Nov 2015)