

# Procurement Insights:

## Tendering and Clever Buying



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**SUPPLY SIDE**

**TENDER SUPPORT**

- Tender response writing
- Bid management
- Bid strategy facilitation
- Graphic design and production
- Peer review
- Edit, re-write, format bids
- Tender training

**CLIENT SIDE**

**PROCUREMENT ASSISTANCE**

- Tender evaluator training
- NZQA assessor for procurement qualifications
- Procurement planning
- Procurement advisory
- Developing RFTs
- Govt procurement working groups

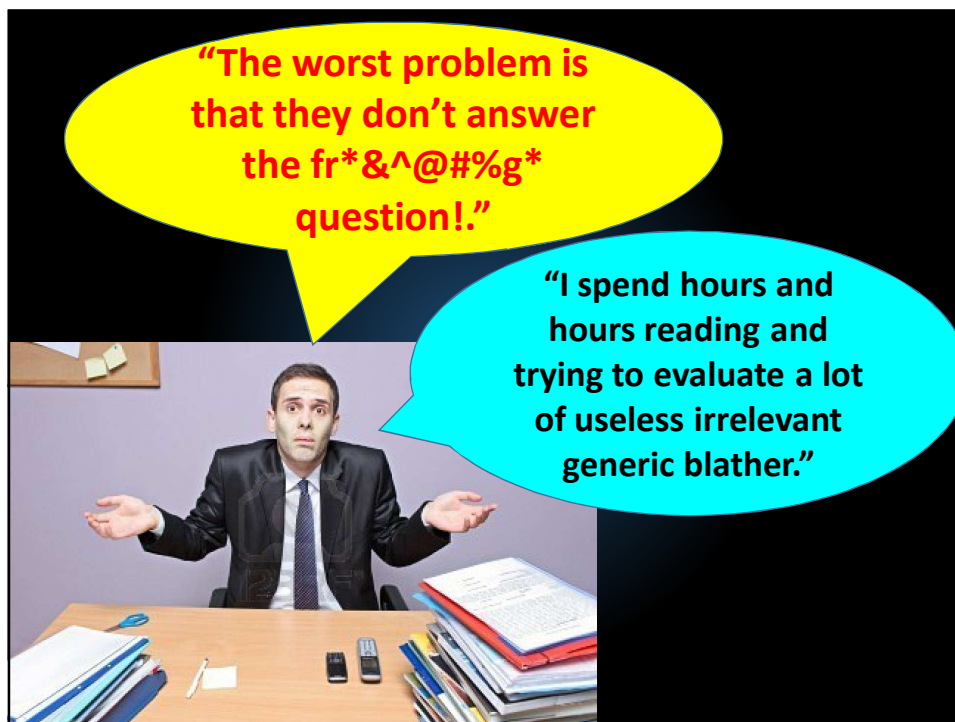
Procurement  
hasn't changed much  
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Buyers and sellers still have trouble  
understanding each other!

## Feedback from Tender Evaluators



"If they can't even follow the instructions on the bid documents,

God help us when it comes to doing the job"

"Can you imagine how boring it is to read this stuff not once, but many times?"



The suppliers that make their bids relevant, interesting and easy to understand definitely get more attention"

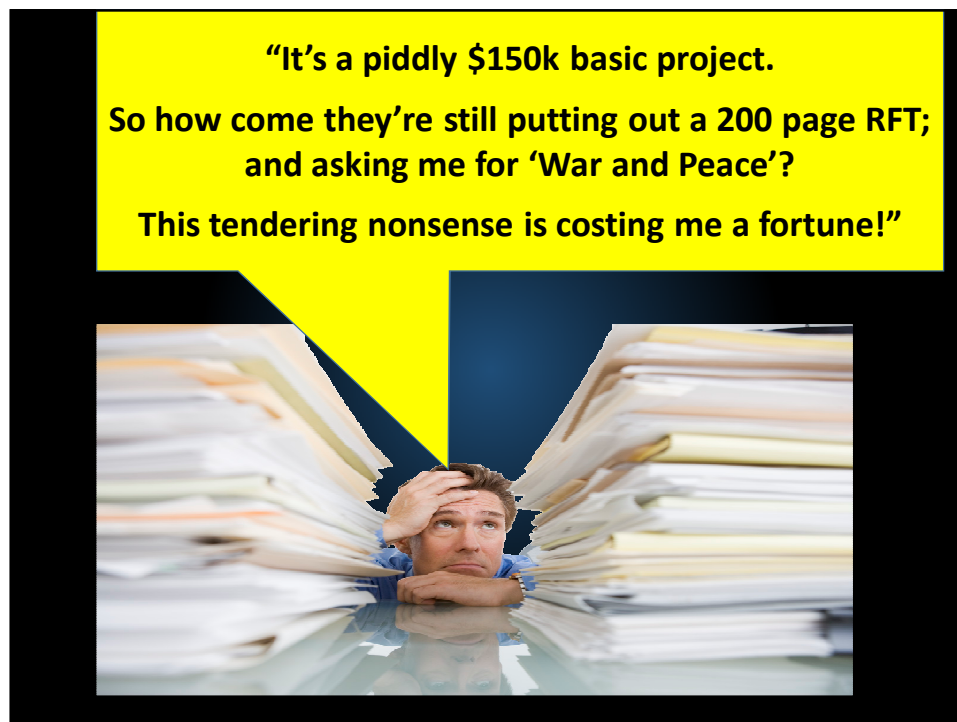
“The proposals bear little or no relevance to the project.... or even what the bidders think makes them special.

A lot of what they write is clearly boiler-plate material.

Sometimes I forget which bidder’s submission I’m reading – they all say the same things.”

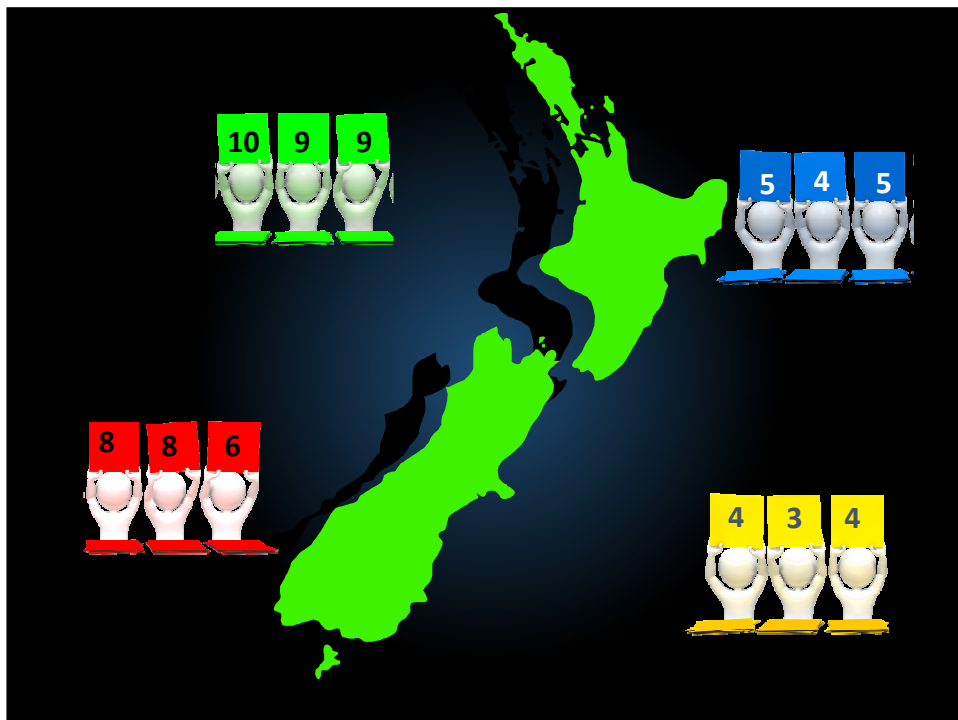


Feedback from Suppliers



“The same proposals for similar types of jobs, same bunch of competitors, get marked really high sometimes, and really low other times.

**There doesn't seem to be any consistency or rationale in the scoring”**







"You'd think they would learn.

Time and time again, they go  
for the cheapest price from  
some cowboy....

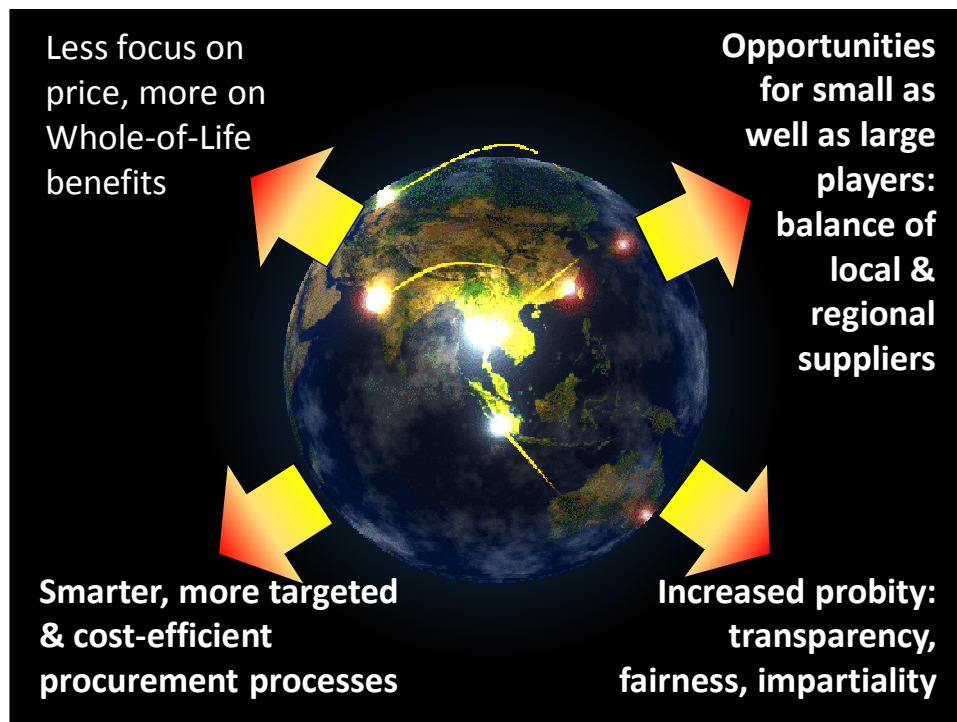
Then they get screwed for  
every variation under the sun...

...and finally, they call on us to  
rescue the contract.

Then we go through the whole  
process all over again...."

What's happening in  
global procurement?

Issues & Trends



How does NZ Inc.  
measure up on  
procurement?

## NZ's Procurement Scorecard

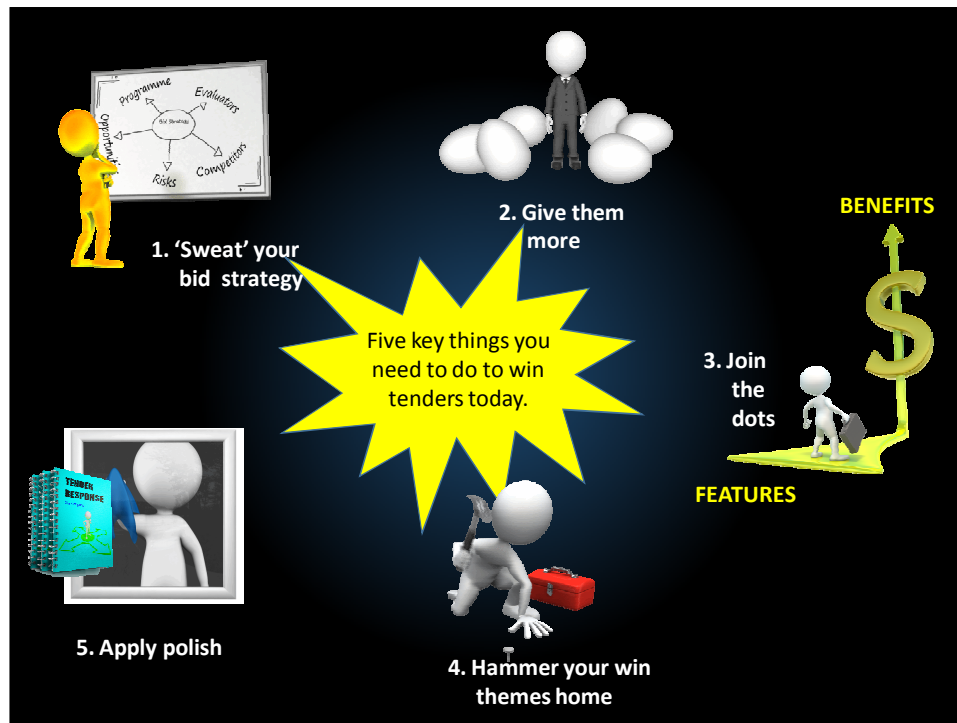
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- ✓ NZTA guidance, manuals & mandate last 20 - 30 years
  - ✓ Requirement for Qualification in Procurement for NZ tender evaluators
  - ✓ Government's Five Principles of Procurement
  - ✓ Government Rules of Sourcing
  - ✓ Relatively small market – easier to coordinate and influence
  - ✗ Patchy adherence to rules, principles, best practices
  - ✗ Procurement processes can be inefficient (for both sides)
  - ✗ Opportunities for SMEs/ local companies threatened by large contracts/ global suppliers
  - ✗ Small market – suppliers still hard to challenge clients on probity

So what does all this  
tell us about the  
future of  
procurement in NZ?

## A few home truths about tendering...

1. Tendering is here to stay, as the prime form of winning business on complex projects.
2. Procurement is becoming more process-driven, less relationship-driven.
3. Price isn't everything. But you have to work harder to sell on quality.
4. Suppliers need to offer their clients more than their competitors can, to win.





**Creating a strong bid team that works well together, makes a huge difference to your chances of winning business....**



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**Good luck with winning new business this year!**

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