

RCA Forum – Wellington 4 Sept. 2009

Neill Forgie

HOW TO ACHIEVE VALUE FOR MONEY

1. Appoint a champion:

One person who will take ownership of the NZTA procurement manual

2. Effective or efficient:

Effective: have a dedicated person(s) full or part-time who will own the procurement cycle.

Efficient: Have a specialist who is engaged to procure the service on your behalf, then leave.

Effective and efficient: organisations who are large enough to carry a resource to fulfil all the functions of procurement.

3. Supplier market:

Have you a good record of fairness in your procurement of services?

Can you establish a climate to achieve a competitive market?

Careful choice of delivery model and supplier selection method along with good documentation will attract high quality tenders. Avoid fixation with price. Consider combining regions to create a competitive market.

4. Performance monitoring:

Measures must be incorporated into contracts for two reasons:

- a) To encourage improved performance;
- b) The supplier is aware you are monitoring performance.

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