

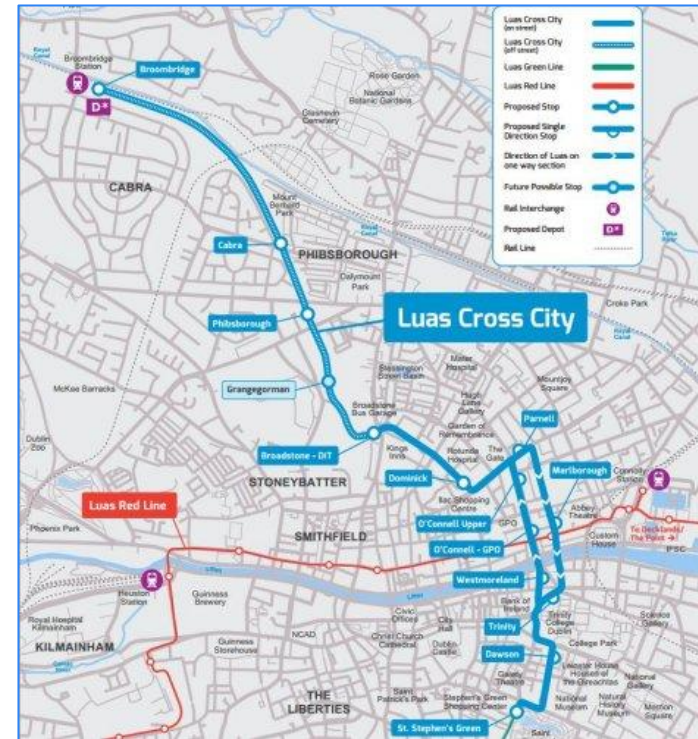
# The contracting environment and procurement of contractors



Ciaran Browne – Railway Procurement Agency

# RPA Remit

- Luas Cross City
- Luas Operations & Maintenance Contracts
- Bus Rapid Transit
- RPA Consultancy Services
- Minor Works



# Luas Cross City

Contract No.	Works Description	Procurement Procedure	Contract Type
BXD_100	Cellars Infill	Mini-call off Framework	GCCC - Minor Civils Works
BXD_101	Utility Diversions	Pre-Qual. + Tender under Negotiated Procedure	NEC 3 Option C – Target Cost
BXD_102	Heritage Works	Pre-Qual. + Tender under Negotiated Procedure	GCCC - Civil Works designed by Employer
BXD_400	Main Infrastructure	Pre-Qual. + Tender under Negotiated Procedure	GCCC- Civil Works designed by Contractor
BXD_450	Power & Systems	Option exercised under previous contract	FIDIC D&B 'Yellow Book'

# Bidders considerations

Deliverable / Winnable / Profitable??

## Time

- Tender Period
- Other Tenders
- Other work-load

Cost of  
Tendering

Conflict of  
Interest

# Procurement Stats / Trends \*

- Over 90% of suppliers use [www.etenders.gov.ie](http://www.etenders.gov.ie) to find out what is available in the public sector and 85% of public procurers say that they advertise all contracts with a value of €25,000 or more on [www.etenders.gov.ie](http://www.etenders.gov.ie)
- Finding time to complete the paperwork for tender submission is the primary barrier to public sector procurement cited by suppliers
- Low Levels of Buyer-Supplier Interaction
- Less than 30% of public procurers agree or strongly agree that they break contracts into lots in the interests of SMEs
- Public procurers considered the primary barrier affecting small suppliers to be meeting financial capacity requirements

\* Source: Opportunities in Public Sector Procurement Report 2012, Procurement Research Group, (DCU) for The National Procurement Service (NPS)

# Thank You

