



procurement AM

04 June – The British Library Knowledge Centre



#ProcurementAM



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Welcome to Procurement AM



David Smith – Acting CEO, South East Consortium

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PROCUREMENT SURVIVAL GUIDE

10 Things I wish
I'd known then

1. MCIPS good not essential

the guy with the MCIPS
certificate above his desk is
no better than you



2. Mavericks here to stay

7% of business
people are
mavericks and
won't comply

4. Your job is to be respected

Some people hate that you exist, that's okay.
Others deliberately ignore Procurement,
that's on them, not you.



7. Procurement really isn't Purchasing

This matters in terms
of your mindset,
skillset and the jobs
you apply for two.
Know the
difference.



8. Try your best

You can take the horse to
water, but it's not your
responsibility to make it drink



3. Compliance > all metrics

Procurement stress
about Cost Savings,
Cost Avoidance,
Cashflow, ESG, Risk
Mitigation. All these
will be delivered once
compliance is fixed



5. Influencing > Negotiation

Mostly your success
will be defined by
your internal
influence (not your
negotiation skillS)



6. Senior Execs are the least compliant

Read that again.
Exec level are least
likely to follow a
Procurement
process.



9. There's always the next big thing

Saas, Blockchain, Artificial Intelligence.
They'll all steal your jobs and
revolutionise the way we work (until
the next big thing)



10 Above all be kind

We stress about contracts,
RFPs, cost savings etc...
But our legacy is the impact
we have on people







Kieran McGaughey • 1st

Consultant solicitor | Providing legal advice and training on UK publi...

2w • 🌐



Managed to combine two passions today - procurement and making truly awful jokes. Someone was discussing a project which involved sourcing ice cream vans for events. It was asked what the contract value was.

Resident comedian: "I've heard it's **hundreds and thousands..** "

groans

Like the good weather folks - here all week....



FFT Sponsor Address



Lee Maskell – Partner, Faithorn Farrell Timms

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FFT Address The Procurement Lifecycle

effefftee.co.uk



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Our Team



Lee Maskell

Equity Partner



Paul Smith

Associate Partner



Karen Weeks

Associate



Lynn Bekir

Associate



Welcome

FFT are pleased to be sponsoring the SEC Procurement AM event again

Procurement AM

- Meet
- Learn
- Discuss
- Exchange Shared Experiences

Introduction – The Procurement Life cycle

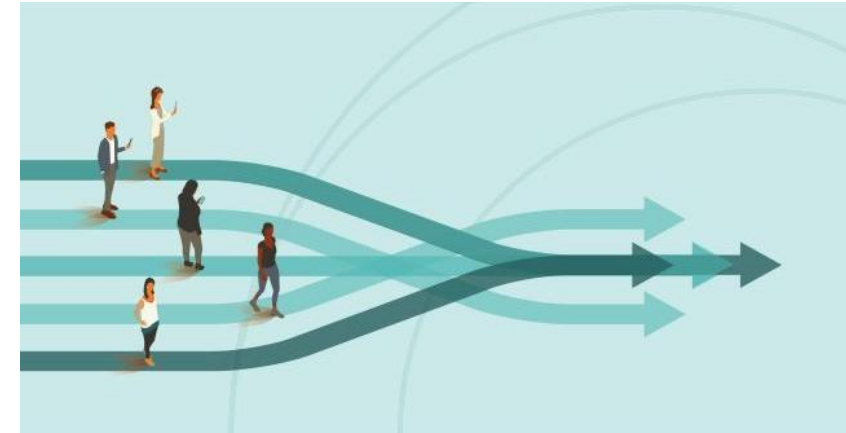
BUT first:



Reflection on PA23

24 February 2025 – We have crossed over!

- Do we feel different?
- Have you changed?



Some statistics to consider: **First 3 months**

2,386

UK4 Tender Notices published
303 published as over the Works
threshold

4,193

UK1 Pipeline
Notices

1,902

UK2 or UK3 Notices (Planned
Procurement and Prelim Market
Engagement)

525

Contract Award Notices – 150 relate
to Contracts over £500k

726

Transparency Notices – 207 of
these relating to over £500k

Only 7

Dynamic Market Notices re
intention or establishment



Reflection on PA23

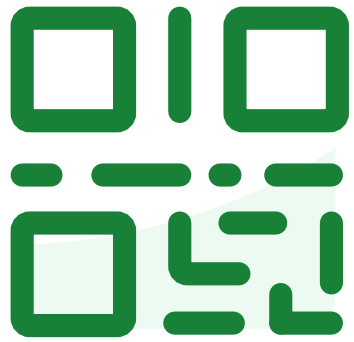
Statistics - Points

- Tender Notices published - 303 compared to circa 2400 over 3 months in 2024
 - Overuse of existing Frameworks / DPS (4 years to go!)
- Pipeline Notices – Will they assist / Correct Notices published? (No) / Confusion with a PIN!
- Transparency Notices
 - More issued than CANs
 - Being widely used – a concern?
 - Valid application of criteria for transparency?
- Dynamic Market Notices - Is the above threshold requirement going to reduce their use?



So now:





**Join at slido.com
#2009863**



Has your organisation undertaken or participated in a procurement under the new act?



Are you registered on the Central Digital Platform?

① The Slido app must be installed on every computer you're presenting from

slido



Have you published your first notice?



What Procedures under PA23 have you used?



Since Feb 24th Have you used PCR2015 Frameworks



How have you found e-portals support since the new Act?

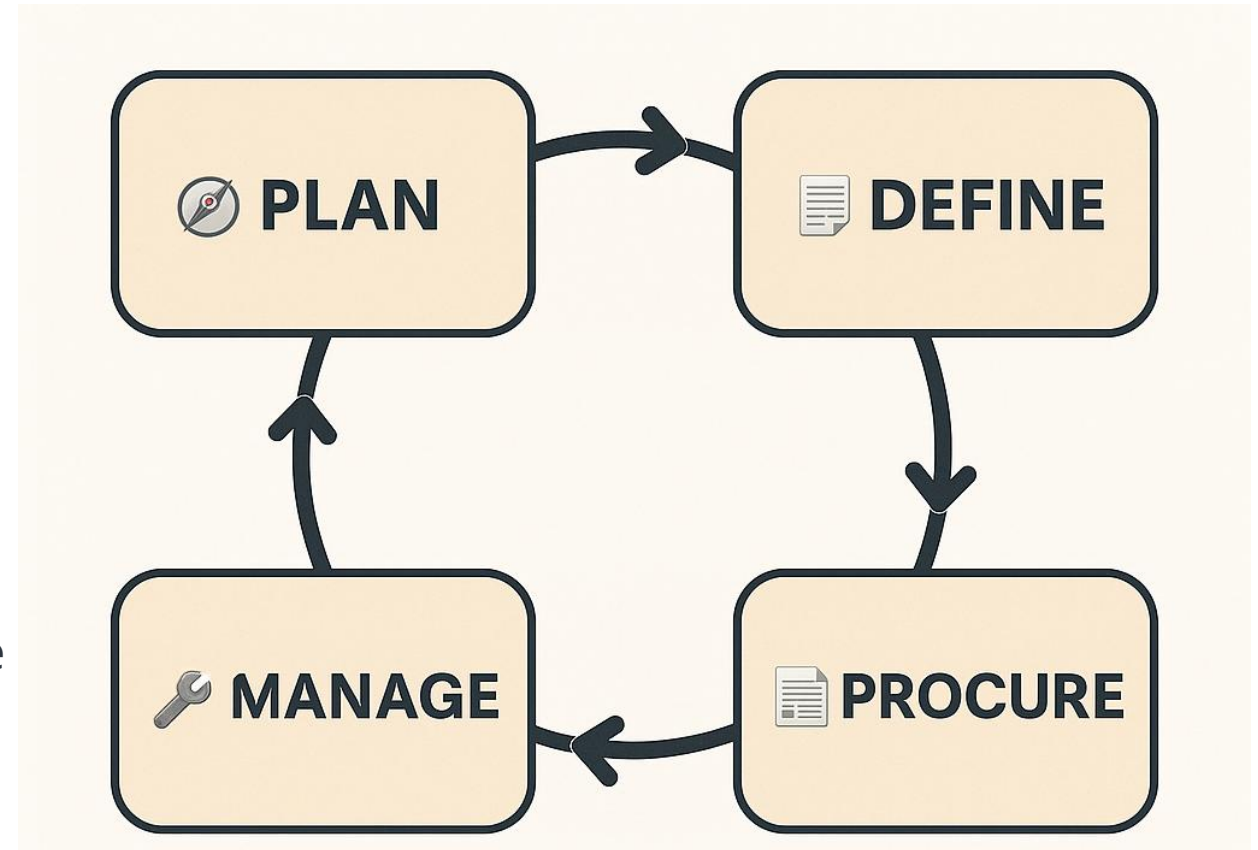


**Have you got a full suite of docs ready
(clients/consultants)?**

Procurement In Practice – Lifecycle approach

The merits of PA23:

- Opportunity to do things differently
- Flexibility to innovate
- Planning – Procurement/contract delivery teams combined
- Define – Client requirements / KPIs / specification / price document / created jointly / bespoke / legacy for delivery
- Procure – Managed / Evaluated / Awarded
- Manage - Focus on quality and performance
- Golden Thread – Continuous record spanning the lifecycle / informing future procurement projects



Procurement In Practice – Lifecycle Approach

We play a pivotal role as procurement practitioners:

- Developing and promoting use of PA23
- Use of PCR2015 Frameworks / DPS's when appropriate

We must champion:

- Value for money, maximise the Public Benefit
- Transparency
- Equal treatment
- Consideration of the NPPS

Act with:

- Integrity and Proportionality



Procurement in Practice – Lifecycle Approach

Are we the gatekeepers of the lifecycle?

- Debarment / Exclusions – who bids
- Publication of Notices
- Contract publication
- Key Performance Indicators
- Payment management

PA23 – A bright future BUT a busy one!





Thank you

Any Questions please.



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Procurement with Purpose



Peter Smith – Procurement Author and Academic

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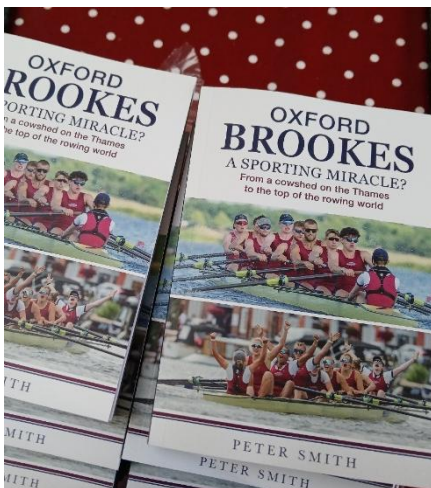
Public sector 'Procurement with Purpose' in 2025

Procurement AM

South East Consortium, June 4th, 2025

Peter Smith

Peter Smith



- Born in Sunderland, Maths degree from Cambridge. Early career at Mars Confectionery, Procurement Director for D&B Corp Europe, DSS and NatWest Group
- Fellow and ex-President of CIPS, active member of Humanists UK
- Consulting for 10 years, public and private sector, appointed 'special adviser' to the National Audit Office
- Managing Editor of Spend Matters Europe, 2010-18
- Non-executive experience, public & private sectors
- "Buying Professional Services" published in 2010, and "A Procurement Compendium" in 2019
- **"Bad Buying – How organisations waste billions through failures, frauds and f*ck-ups"** published by Penguin in October 2020 (badbuying.com)
- **"Procurement with Purpose - How organisations can change the way they spend money now to protect the planet and its people"** published in 2021 (procurementwithpurpose.com)

Public procurement is tough



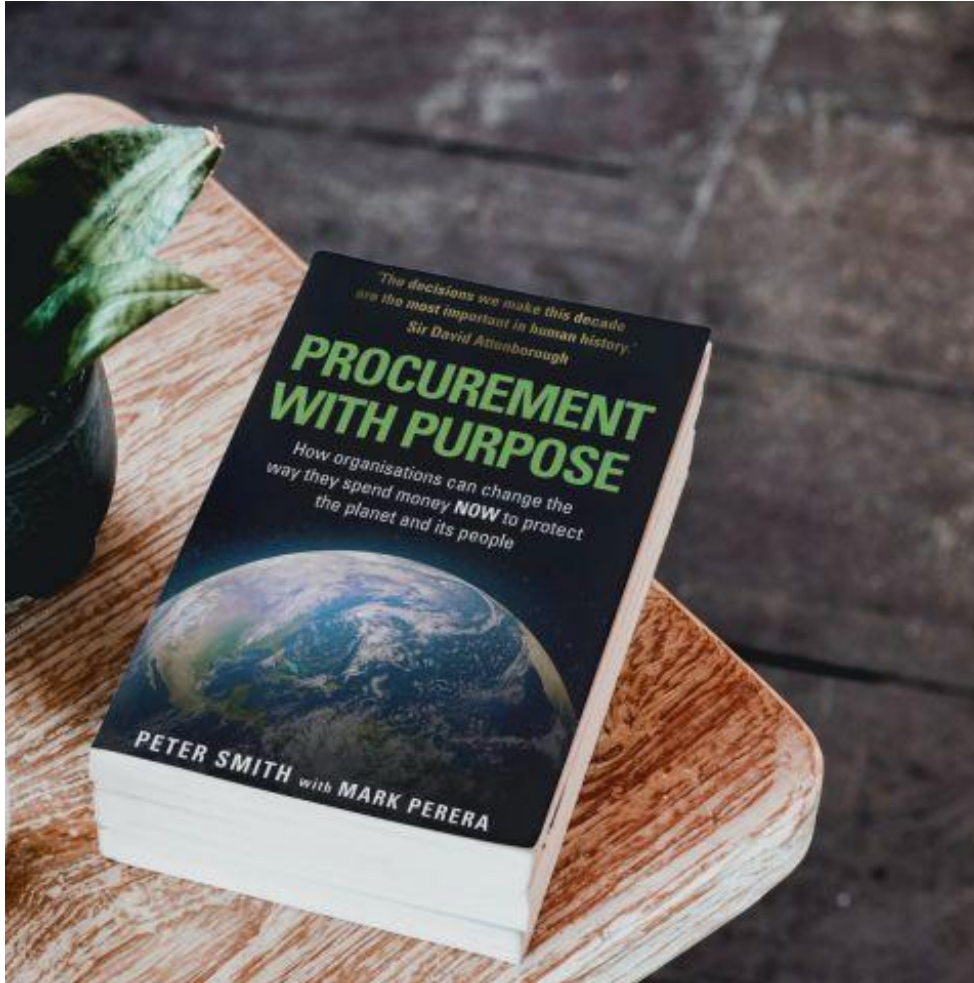
I've been in procurement for a long time and worked in many different sectors.

I will always have huge respect for public procurement professionals. Because I know

IT AIN'T EASY!

You have to cope with everything private sector procurement has to face - PLUS a whole lot more.

Procurement with Purpose – the Book!



Some of my friends objected to the book's title.

They thought it was wrong to suggest that 'sustainability/ ESG/social value' was the only 'purpose' for procurement.

They were correct!

I wasn't suggesting that – and of course procurement has a set of fundamental purposes that go way beyond those issues.

We can all make a difference

Procurement can't solve all the problems of the world.

But I think we owe it to ourselves, our family and friends, and the country to do what we can.

- Public procurement supports government's policy objectives. It contributes hugely to providing key services for citizens, without bankrupting the country.
- It must be effective to achieve value for money and avoid wasted expenditure (which restrains economic success).
- It can also contribute to economic growth and social value in many, many ways.
- And if you don't think procurement matters that much, look at what happens when it breaks down – Grenfell locally, or corruption and fraud eventually causing 'failed states' globally.

The role of procurement ...

We all understand the fundamental value for money goals of procurement.

But in recent years, there has been more focus on **external issues** that go beyond immediate profit (private sector) or providing services (public sector).

We realised that organisations could do more to protect 'the planet and its people' by taking a longer-term and wider view of their activities.

Hence the growth in movements around sustainable procurement, ESG, procurement with purpose, and social value through public procurement.

Supply Chain is Key for Most Organisations



- And organisations realised that they could do more in terms of purpose through their supply chains rather than purely internally.
- Carbon emissions – 70% Scope 3 (supplier driven) is the “average” figure widely quoted.
- Other environmental issues – biodiversity, water, soil, etc., all tend to have more relevance in supply chains for most organisations.
- Similarly for human rights issues – again, modern slavery, etc., more likely to be in supply chains than our own operations.
- And ‘social value’ in public procurement is purely delivered via suppliers.

Confusion!

Public sector calls ALL this Social Value. Private sector talks about SEE, ESG, UN SDGs, sustainability... etc

SOCIAL

- Diversity in the supply base (buying from firms with particular characteristics)
- Diversity in the supply base (buying from firms with a wider purpose)
- Modern slavery and human rights

ENVIRONMENTAL

- Global warming - carbon footprint reduction, energy conservation
- Sustainable consumption of natural resources - timber, metals, water, etc.
- Pollution and obsolescence inc. “circular economy”, plastics, waste reduction
- Animals and food - biodiversity, animal welfare, food safety and provenance

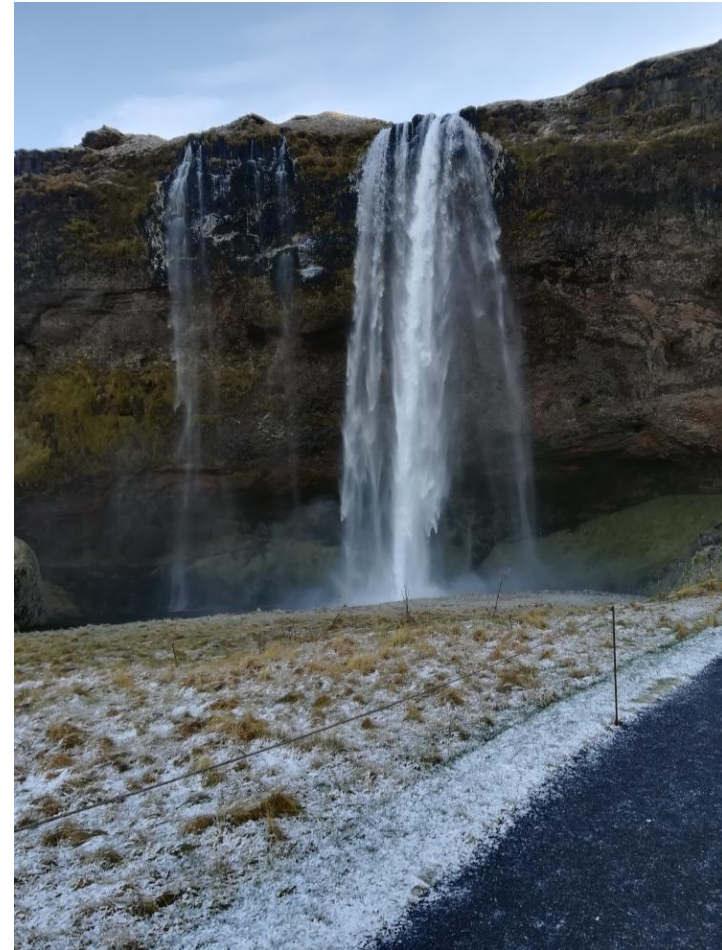
ECONOMIC

- Promoting economic growth – local jobs, regeneration
- Fair employment - living wage, employment contracts, paying taxes
- Fair treatment of suppliers - formal and fair contracts, prompt payment
- Fraud and corruption - awareness and action, respect of sanctions programmes


Understand your Stakeholders

We don't follow a 'purposeful' agenda for the good of our health or to make our board feel virtuous. We do it because our key stakeholders want us to and to generate benefits like these:

- Customers and citizens who feel good about our product /service – and no bad news stories about forced labour, discrimination, pollution ...
- Staying on the right side of regulations – and being prepared for what comes next
- Positioning our organisation as an employer of choice, particularly to younger generations
- Positive press and media coverage and an avoidance of negative stories. Politicians and public sector leaders want actions and stories that win votes!



Generating 'purpose' through suppliers



Pre or outside the procurement process	<ul style="list-style-type: none">• Education• Information
Supplier selection	<ul style="list-style-type: none">• Qualification• Assessment and evaluation
Contracting and contract management	<ul style="list-style-type: none">• Contractual Ts & Cs• Measurement, feedback, action
Supplier management and collaboration	<ul style="list-style-type: none">• Collaboration with suppliers – short and long-term
Wider collaboration	<ul style="list-style-type: none">• Collaboration at sector, industry, national or global level

The 'purpose' pushback

But we are seeing a backlash against ESG, primarily from the Trump administration.

- Can the UK afford current net zero plans?
- Should we be exploiting our own fossil fuel reserves?
- Do environmental concerns get in the way of economic success?
- Is DEI effective or illegal and unhelpful?
(Supplier diversity is caught up in that although it is staff DEI that is the main issue for Trump)
- Are firms getting distracted from their core purpose by ESG?



The 'purpose' pushback

What can we do?

- Really focus on actions that bring real benefits.
- Be driven by what our key stakeholders want us to pursue.
- For instance, let's focus on reducing our own emissions in ways that save money (energy efficiency, circular thinking etc), and encourage suppliers to do the same – rather than endless data gathering exercises.
- Let's explain why supplier diversity brings greater resilience and innovation to our organisations.



The wider role of procurement ...

Putting 'purpose in the context of procurement's overall role: we should be concerned with:

- Value
- Efficiency / effectiveness
- Impact



The role of procurement ...



Value means –

- Whole life costs
- Service and quality
- Social value
- and **optimised outcomes**

In the public sector, we help deliver required policy outcomes in an affordable manner

The role of procurement ...



Efficiency / effectiveness

- ‘Doing the right things’
- And ‘doing them right’
- Using collaboration, tools, tech successfully

What is success?

Working to achieve our goals as quickly and cost effectively as possible

The role of procurement ...



Efficiency effectiveness

... 'right things'

... 'right'

**We must simplify,
innovate and
make better use
of technology**

... achieve our

... as quickly and cost
effectively as possible

The role of procurement ...



Impact

- Getting value & better outcomes with available money
- Driving wider social and economic value
- Maintaining ethical standards and probity

What is success?

Additional 'social value' whilst maintaining probity and without compromising 'traditional' value

The role of procurement ...



Impact

Getting value for money
better outcomes
money

and economic

**A lot to do! More
work needed to get
evidence-based best
practice embedded**

standards and

...s?

Additional 'social value' without
compromising 'traditional' value

How do we achieve this?

- Work smarter, use technology – or AI will replace us!
- Drive competition & dynamic markets – resist the easy / lowest common denominator answers
- Look for innovation & new ideas both in how we work, and from suppliers, in everything we buy
- Partner and collaborate wherever it makes sense to do so (including consortia)
- Manage suppliers and contracts properly (inc. on delivery of social value)
- Work ethically and don't look away when you see something that isn't right...

Summing up



- Public procurement is challenging but incredibly valuable and we should appreciate how much we can do – and it can be great fun.
- The next few years are certainly going to be ‘fun’, if you like a challenge!
- We need to improve public procurement (impact, effectiveness, value) or someone will do it to us.
- Delivering contracts that bring real benefits to our organisations, our stakeholders, citizens and the wider world is the aim.
- Social value is one element of that – but must be aligned with overall contract value.

Summing up

Finally, we should realise there is nothing new in public procurement.

Q1. An Act in Congress – ‘All purchases and contracts for supplying the Army with provisions, clothing, supplies in the quartermaster's department, military stores, and all other supplies for the use of the Department of War, be made by and under the direction of the Treasury Department’. Two years later, the President recommended to Congress that a Purveyor of Public Supplies be appointed to discharge such duties. **Which President?**

- a. George Washington
- b. Abraham Lincoln
- c. Woodrow Wilson
- d. Franklin Roosevelt
- e. Richard Nixon
- f. George Bush senior

Summing up

Q2. Operation of (public sector) Centralised Purchasing – ‘The best sources of supply could not be interested in business because there was nothing about the business to make it desirable; conditions were so exacting as to be in conflict with modern business practice, payments of bills were delayed beyond a reasonable time, and other features entering into the business made it wholly one sided, every protection being given to the state and no consideration being given the sources of supply’. **What year was this published in an academic journal?**

- a. 1897
- b. 1924
- c. 1948
- d. 1963
- e. 1979
- f. 1995

Thanks!



@gpetersmith

psmith@procurementexcellence.com

<https://www.procurementwithpurpose.com/>

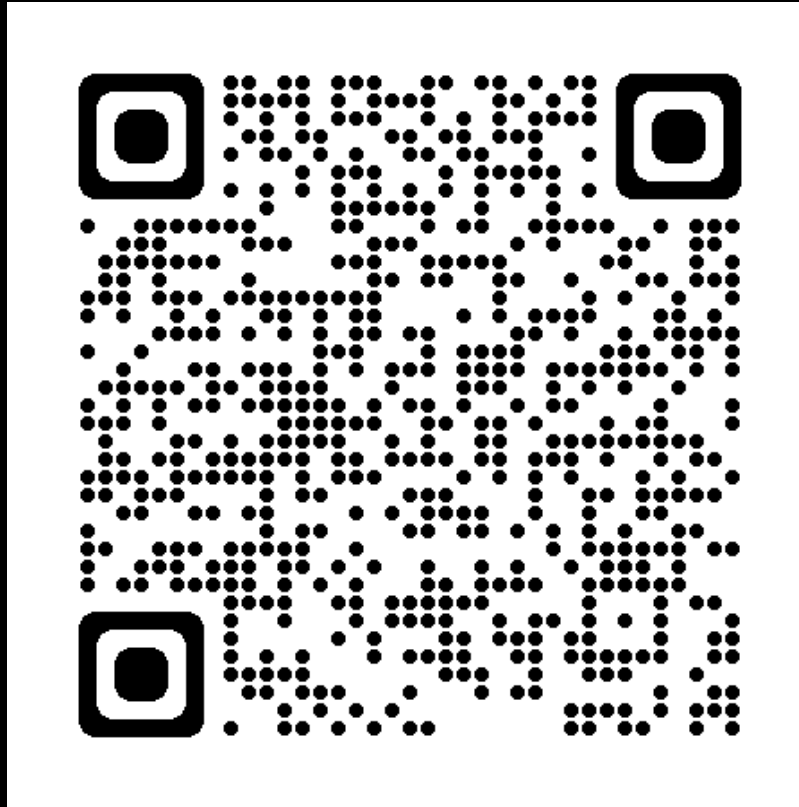
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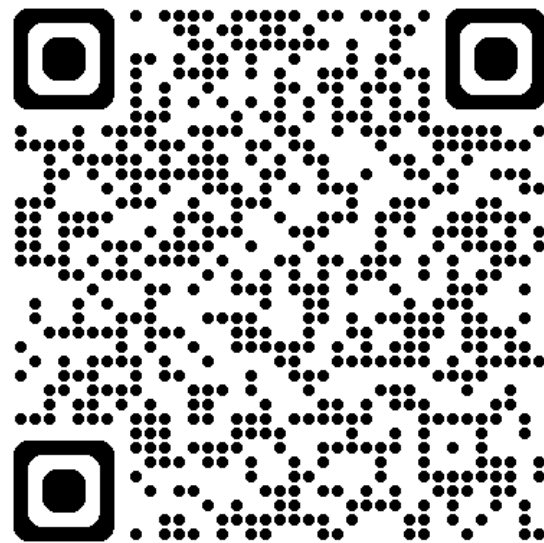


Training & Development Programme April 2025 - March 2026



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Mid-Morning Refreshment Break – please return at 11:20



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AI in Procurement: Don't fear it!



Russell Amos – Russell Amos, Founder and Managing Director, Cleartec

William Harris – Principal AI Advisor, DRUID AI

Neil Thody – Founder, Orange Peel Consultancy

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Russell Amos

Founder of Cleartec



► In Partnership with Druid AI ◀



James Bradley

Partner and Technology Alliances Director



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AI in Public Procurement – Can an AI Agent be a “Subject Matter Expert” (SME)?

SEC Procurement AM
Conference

Wednesday 4th June 2025

What I will cover...

- ❑ What is the Opportunity?
- ❑ What does the Procurement Act say?
- ❑ What/Who is the Subject Matter Expert (SME)?
- ❑ The challenges around using AI on the client side
- ❑ How can AI support a public sector procurement

What is the Opportunity?

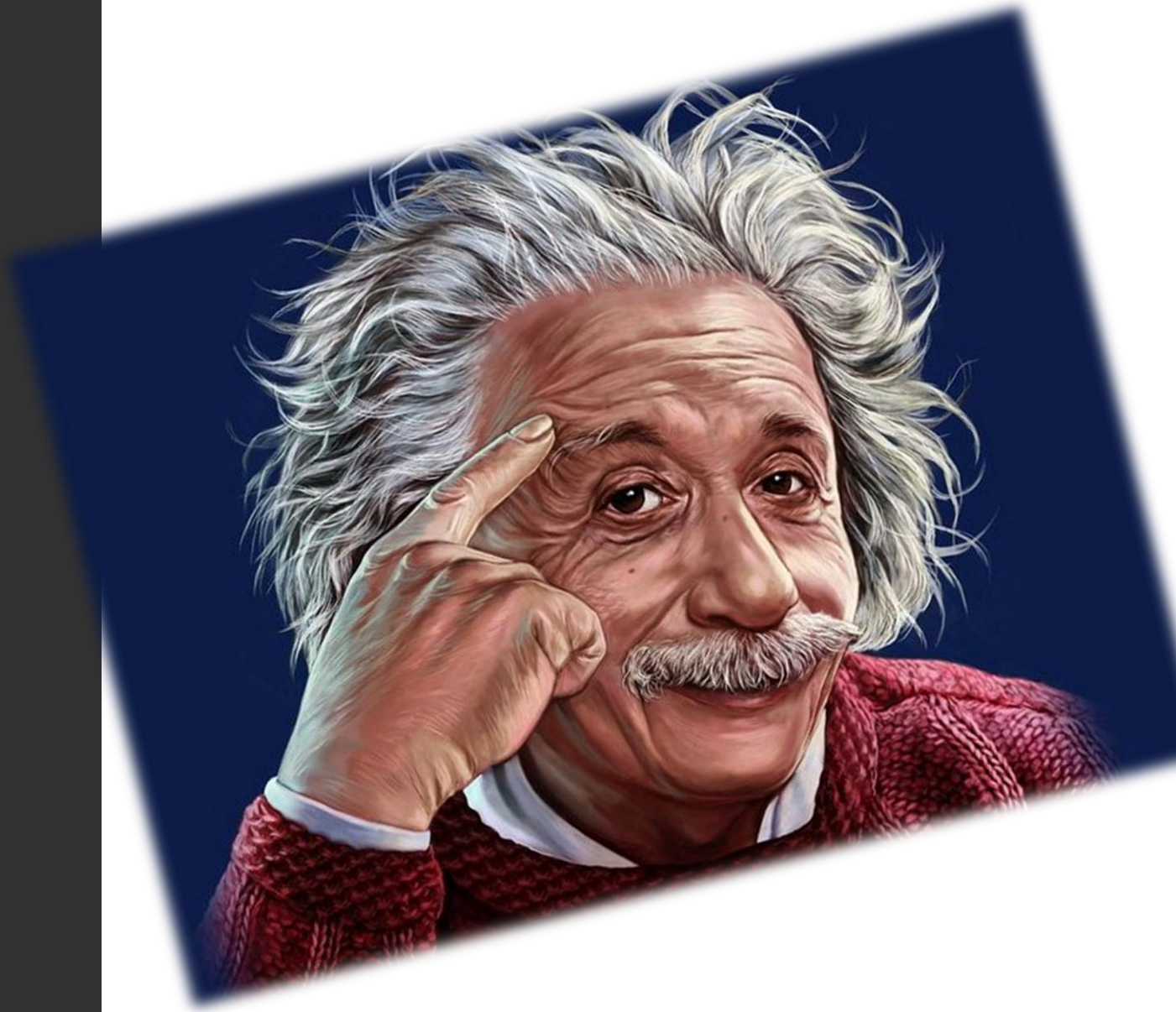
"The opportunity for AI in public procurement lies in its transformative potential to improve efficiency, transparency, compliance, and value for money across all stages of the procurement lifecycle."

Chat GPT!!

What does the Procurement Act 2023 say about the SME?

- ❑ Section 23 – Award Criteria outlines the requirements for setting award criteria, emphasising that they must:-
 - ❑ Relate to the subject matter of the contract.
 - ❑ Be clear, measurable, and specific.
 - ❑ Not breach rules on technical specifications.
 - ❑ Be a proportionate means of assessing tenders, considering the nature, complexity, and cost of the contract.
 - ❑ Be accompanied by the “assessment methodology” describing how tenders are to be assessed by reference to the award criteria
- ❑ But it does not define how to evaluate against Award Criteria or define what/who the SME is
- ❑ GCF provides guidance in “Module 7: Assessment and award of contracts”
- ❑ Ultimately, The “Assessment Methodology” sets out how an evaluation should be undertaken

Who/What is a “Subject Matter Expert”?



Who/What is the SME?

- ❑ No formal definition of the SME under the Act or in GCF Guidance
- ❑ See “Bechtel Ltd v High Speed Two (HS2) Ltd EWHC 458 (TCC)”
 - ❑ In reference to the SME involved in undertaking the evaluation *“They are likely to know the subjects in which they are expert. That is not to say that they can never be wrong. However, the court will recognise their competence.”*
- ❑ The Court will need to determine if a “manifest error” has occurred.
- ❑ The SMEs involved in evaluating a tender should be set out in the “Assessment Methodology”
- ❑ The SMEs should need to demonstrate competence and evidence this through their CV and training received.
- ❑ Think about a SME as you would an Expert Witness

The Challenges around using AI on the Client Side



The challenges around using AI on the client side?

- ❑ How do you “teach” an AI Agent to be an SME?
 - ❑ Provide it with model answers? No. See “Mears Ltd v Leeds City Council”
 - ❑ Provide it with relevant guidance and statutory documents
 - ❑ Provide it with the procurement documents and the Assessment Methodology
- ❑ What you could use an AI Agent for, safely
 - ❑ Undertake automated tasks
 - ❑ Checking the evaluations of the SME
- ❑ How do you do it?
 - ❑ Setting policies and guard rails
 - ❑ Getting the SME to check the work of the AI Agent
- ❑ Limitations and Risks
 - ❑ Lacks human intuition and contextual understanding
 - ❑ Cannot legally or ethically replace human accountability in public procurement decisions
 - ❑ Needs oversight to avoid bias, hallucinations, or misuse of data

How can AI support a public sector procurement



How can AI support a public sector procurement

❑ On Field Decisions

- ❑ Processing manual tasks such as Pass/Fail criteria, completeness of tender submission
- ❑ Automating clarification questions and answers at all stages and other notifications
- ❑ Generating “Assessment Summaries”
- ❑ Analysing prices/rates for errors/omissions and computing results

❑ VAR

- ❑ Checking the on-field decisions made by the Evaluation Team when looking at technical ability at the “Conditions of Participation” stage
- ❑ Checking the on-field decisions made by the Evaluation Team when looking at the quality evaluations at tender stage

Q&A

Get in
touch...



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Procurement Lifecycle Panel



Chair: Lee Maskell, Partner, FFT

Rebecca Rees – Partner, Trowers & Hamlins

Amy Myers – Director of Procurement, SSfH

Morris Williams – Procurement Manager, L&Q

Gemma Peglar – Preconstruction Director, Mulalley

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Closing Remarks



David Smith – Acting CEO, South East Consortium

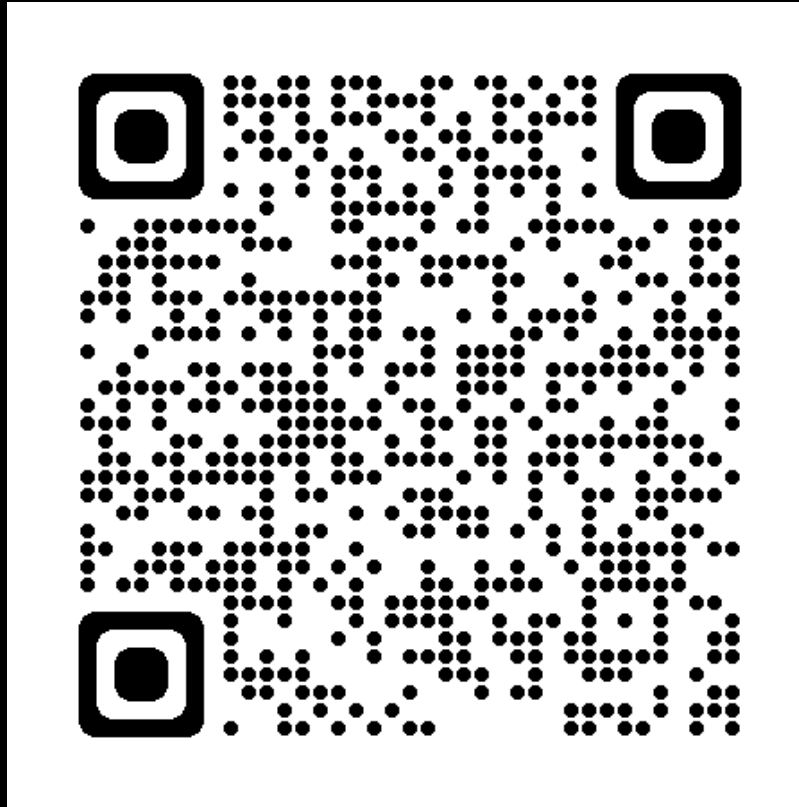
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