
UNICE – OSLO 2004

Public Procurement – New Regime

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ACCORD

Accord

- **Partner to local authorities and wider public sector**
- **Market leader in highways, housing, environmental and support services**
- **4,000 employees – most transferred from public sector; Turnover €380m**
- **Public service ethos; advocate of world class public procurement**



ACCORD

Our customers want

- **Transformed public services – high quality, more choice for users**
- **Efficiency gains – public sector target of over €30 billion by 2007/08**
- **Cleaner, safer, greener environment**
- **Strong, active, fair communities**
- **Efficient procurement, better results**



World class procurement

- **Political leadership and commitment**
- **Skills**
 - procurement and managing contracts
 - project planning and management
 - market development, commercial negotiation
- **Modern public procurement regime**



Industry priorities

- **Value for money, not lowest price**
- **Reduced tendering costs**
- **Flexibility on complex deals**
- **Fair access for SMEs**
- **Balanced approach on social and environmental issues**
- **Fair competition with public sector**



The new package helps

- **Updated – towards current best practice**
- **Competitive dialogue**
- **A new debate on social and environmental factors**
- **E-procurement**



Implementation key

- **Must encourage good practice – not simply outlaw unfair competition**
- **Must evolve over time**
- **We need to listen to each other carefully**
- **And learn from all our national and sectoral experiences**



The prize

- **Public services and infrastructure for the 21st century**
- **Public spending under control**
- **A world class European public services industry**



Prospects for success

It won't be easy.....

But look how far we've come!

