



# Procurement Working Group

## Procurement Processes

### PQQ

The HTMA Procurement Working Group undertook a review of current initiatives on standardising PQQs across the highways sector in England and Wales, with a view to recommend ways to save money and time required for the preparation and evaluation of PQQs in the procurement process.

The review encompassed the seven primary systems as well as the more recently introduced PAS91. On conclusion, the group recommended HTMA to:

1. Fully support the intent and objectives of PAS 91 to reduce the costs and materials required for any first stage of a procurement process.
2. Reinforce the difference between Annex A core questions and the supplementary questions in Annex B and C, whereby Annex A questions are not designed to be scored - i.e. they are either compliant or non compliant responses, whereas responses to Annex B and C could be assessed and given a score to provide differentiation between suppliers.
3. Discourage Annex A questions being modified as they then require slightly different answers, which defeats the efficiencies of standardised answers
4. Encourage the provision of an industry wide centrally held register or repository into which companies would submit their standard responses to Annex A questions, with either an annual or six monthly updating."

### Competitive Dialogue

The HTMA Procurement Working Group has also reviewed the recent use of Competitive Dialogue and is currently drafting a statement for guidance intended to assist Clients in their consideration of, and preparation for, Competitive Dialogue activity.

The aim is to benefit both the Client and bidders by ensuring that the process enables an efficient and effective approach to procuring the services that are sought to achieve each Client's objectives.