



Standardising the UK MOD Pre-Qualification Process

Challenge:

The existing manual paper-based methods used by the UK MOD to create and distribute pre-qualification documents were labour-intensive, and lacked consistency for both MOD buyers and their suppliers.

MOD's requirement was to have a full interactive, dynamic, electronic system for PQQ that could take into consideration their requirements with regard to the Public Contracts Regulations, the EU Defence Directive regulations, the construction industry standard PQQ PAS91 and also for the requirements that fall outside the scope of the Regulations.

However, while MOD wished to be consistent with their PQQ documents, they still required an element of flexibility to be able to address what could be very complex procurement requirements.

Solution:

BiP Solutions developed (based on their Delta eSourcing technology) four online Dynamic Pre-Qualification Questionnaire (DPQQ) templates. The Part 1 section is locked and cannot be amended by MOD buyer personnel; this is in line with Cabinet Office policy. The Part 2 is unlocked and is where the project-specific questions are located. The DPQQs are available online via the MOD DCO portal www.contracts.mod.uk and provides a control mechanism for approving appropriate changes to add additional questions when necessary.

In addition the DPQQs provide corresponding online evaluation plans and audit trails providing greater transparency and consistency within the procurement process.

Project Benefits:

The adoption of the online DPQQ simplifies the process for suppliers to respond to contract opportunities and offers MOD personnel access to consistent and standardised PQQ templates, while still having the ability to tailor additional questions to meet the specific requirements of their procurements.

The benefits of this approach include:

- **Standardised processes:** suppliers can create, store and submit responses to MOD contract opportunities via the MOD DCO portal www.contracts.mod.uk.
- **Greater consistency:** standard PQQ templates allow for pre-population with common data.
- **Increased transparency:** of the selection process and approach to evaluation, plus the service includes built-in audit trails.
- **Increased efficiency:** using the DPQQ encourages buyers to seek only necessary information, thereby reducing the burden on suppliers.
- **Reduced bid costs:** from a faster and better focused selection process.
- **Removal of admin costs:** for paper, printing, storage and postage.

Results:

"Introducing the Dynamic PQQ has streamlined the MOD pre-qualification process to not only assist our buyers increase their efficiency and transparency but also provide suppliers with a single access point to create standard PQQ responses and re-use their information."

"The DPQQ has been well received by our buyers and has significantly reduced the volume of paperwork and administration associated with the pre-qualification process. The training and helpdesk support supplied by BiP Solutions has also been invaluable in expediting our adoption of the online DPQQ."

Phil Margerison
Defence Suppliers Service - Manager
Supplier Relations Team
Ministry of Defence

Contact:

The MOD DPQQ is accessible on www.contracts.mod.uk.

For further information on BiP Solutions' eSourcing solutions, please visit www.bipsolutions.com/eSourcing/ or email enquiries@delta-esourcing.com or call **0845 270 7090**.

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