



Sourced from Coursera “Procurements for Governments” course. All rights reserved, for educational purposes only.

### *1. Defining business needs & developing a specification*

- **Identify requirements**
- Align with values
- Involve stakeholders
- Create a detailed specification
- Establish a strong foundation

### *2. Market analysis & Make-or-buy decision*

- Market analysis
- Research suppliers
- Innovation?
- Options?
- Assess risks
- Determine next steps

### *3. Strategy development*

- Assess spending power
- Evaluate competitive tendering

### *4. Pre-procurement market engagement*

- Assess readiness
- Refine strategy
- Foster innovation
- Reduce barriers

### *5. Procurement document*

- Clear formats
- Specify requirements
- Evaluation criteria
- Incorporate contract terms

## 6. Tendering & Evaluation Phase

- Issue tender documents
- Evaluate bids
- Structured evaluation process
- Ensure qualified evaluators
- Maintain integrity (no conflicts)

## 7. Awarding Contract & Implementation

- Award contract
- Communicate terms clearly
- Define performance criteria
- Align with tender requirements (6)
- Set specific expectations



### Note:

Things learned in the cycle can be applied (like supplier performance) and feed into the development of future strategies.

## 8. Contract Management & Supplier Relationships

- Monitor supplier performance
- Resolve issues promptly
- Collaborate with suppliers for continuous improvement
- Align with sustainability goals
- **STRONG relationships with suppliers can have long-term benefits**

## 9. Asset and End-of-Life Management

- Determine asset status
- Minimize impact
- Align with my agency's overall goals

## Procurement Life Cycle – Summary

- Outputs from each stage of the procurement process serve as **inputs** for subsequent stages, fostering an integrated approach
- Understanding these interconnections **ensures** the procurement process meets immediate needs while promoting accountability, sustainability, and continuous performance improvement
- The things learned in this cycle can be applied (like supplier performance data) and fed into the development of future procurement strategies. **Ensuring continuous improvement.**