

“Thousands of companies have benefited from attending BiP's tendering events – Now you have direct access to that tendering expertise.”

The PASS Mark Health Check considers your company's current organisational structures, strategies, processes, practices and related strengths and weaknesses in relation to public sector procurement. It delivers a detailed PASS Mark Health Check Outcome Highlight Report (OHR) that outlines your areas of strength as well as those requiring further attention, and provides an outline Project Initiation Document (PID) designed to deliver your company a more effective and efficient tendering process that will help you achieve even greater tendering success. After the PASS Mark Health Check is completed and your OHR is delivered, you are free to choose whether to progress with the recommendations it contains and implement the next stage with the support of the PASS team, or to implement the proposals yourself without making further use of PASS. The choice is entirely yours.

The PASS Mark Health Check reviews your:

- resources for identifying tendering opportunities
- knowledge of public sector tendering legislation
- tendering process controls
- practices for responding to "Expressions of Interest"
- weaknesses in any of your current mandatory policies (health and safety/environment/equal opportunities, etc)
- presentation of tender response documentation
- knowledge of your clients' processes and practices, including their evaluation techniques
- understanding of when and how to address government initiatives



The PASS Mark Health Check is a process-based evaluation technique that helps identify how your company can develop more effective processes when tendering for public sector contracts.

For further information on the PASS service, contact our Customer Services Team on +44 (0)141 332 8247, email pass@bipsolutions.com or visit www.bipsolutions.com/pass/

THE PUBLIC PROCUREMENT NETWORK

PART ONE OF TWO



The European Public Procurement Network (PPN) is an international cooperation network of public procurement expert officials involving all EU Member States, including all the 2004 accession countries, EU candidate countries, European Economic Area members, Switzerland and other European countries.

The current participant states are:

Austria, Belgium, Bulgaria, Cyprus, Czech Republic, Denmark, Estonia, Finland, France, Germany, Greece, Hungary, Iceland, Ireland, Italy, Latvia, Liechtenstein, Lithuania, Luxembourg, Malta, Netherlands, Norway, Poland, Portugal, Romania, Slovakia, Slovenia, Spain, Sweden, Switzerland, Turkey and the United Kingdom.

The PPN's objective is to strengthen the application of the procurement rules through a mutual exchange of experience and benchmarking. The network aims to create a reliable and effective forum for informal cooperation on problem-solving in cross-border public procurement. The European Commission strongly supports the PPN and is present in the network as an observer.

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THE NEXT GUIDANCE WILL CONTAIN CONTACT POINTS FROM
THE NETHERLANDS TO THE EUROPEAN INVESTMENT BANK

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