



SOLARIS
NATIONAL SYNCHROTRON
RADIATION CENTRE



JAGIELLONIAN UNIVERSITY
IN KRAKOW



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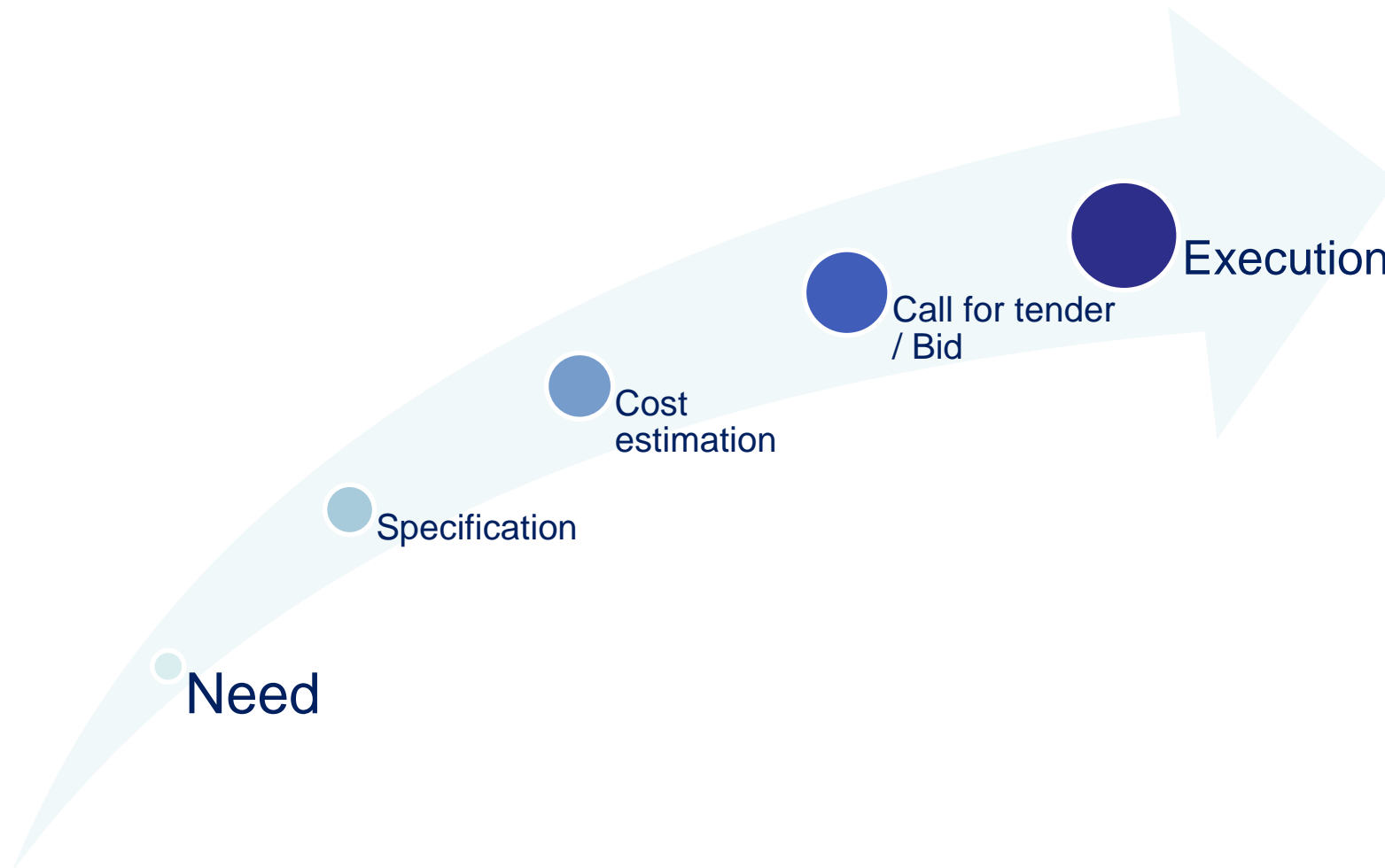
Public procurements consideration

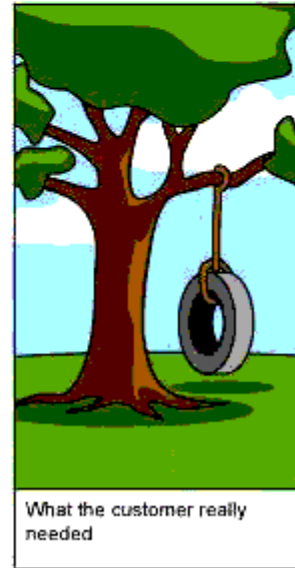
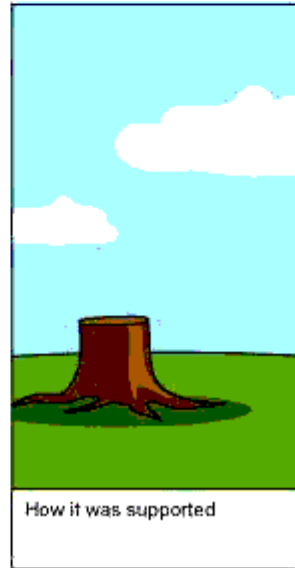
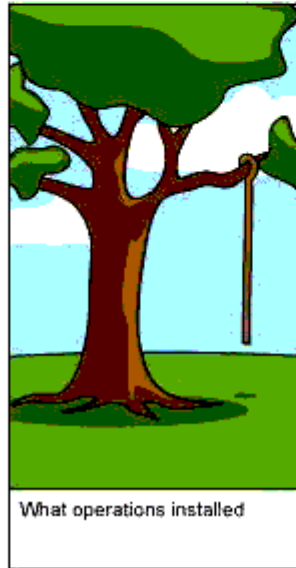
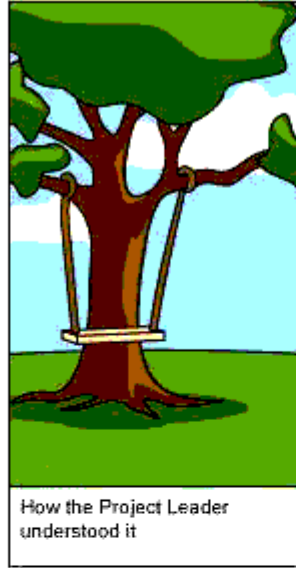
Piotr Goryl, Solaris

Kraków, 21.05.2015



- Procurement process
- Specifications
- Budgeting
- Bids
- Execution
- Summary





Technical description

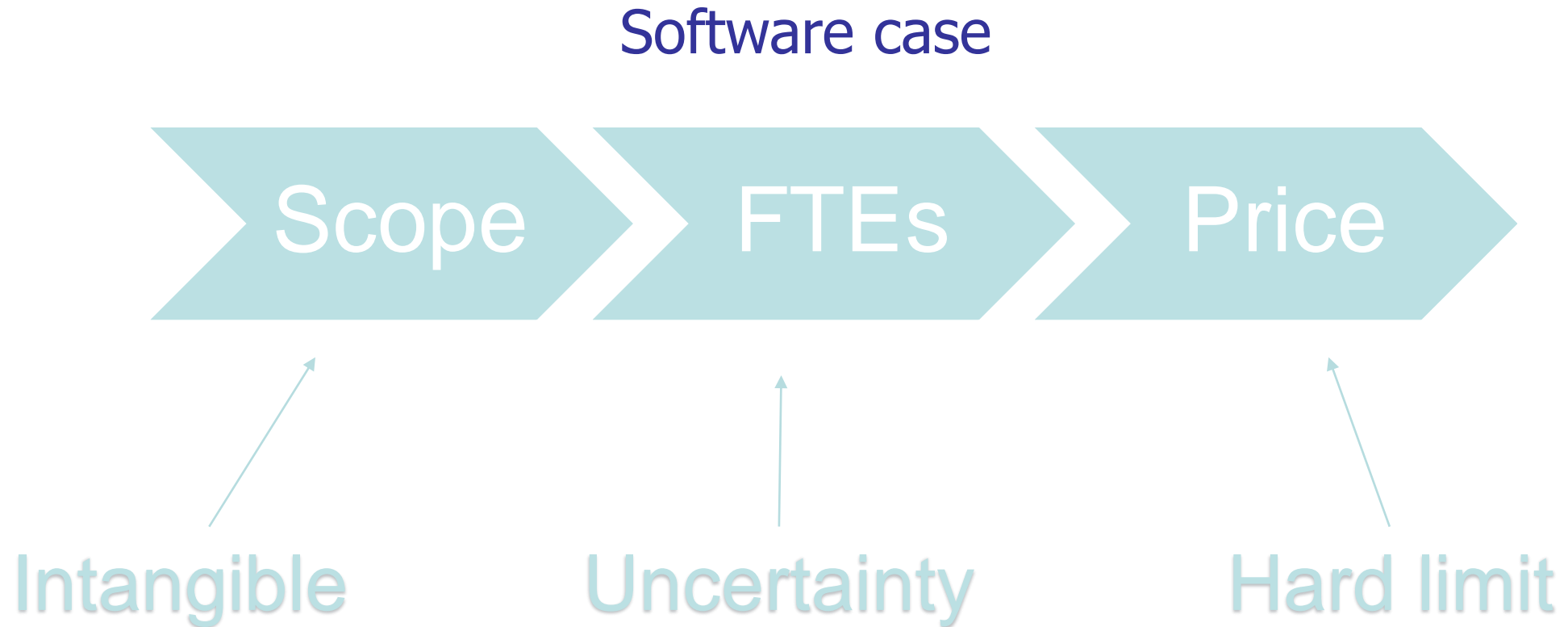
- **Balancing level of details -> to enable bidders estimate costs**
 - **Allow for flexibility**
 - **Avoid ambiguities**
- **'Non professional partner' -> need support in writing the spec – Technical Dialog procedure is not available in all countries**
- **Procurement offices (lawyers, administration) likes to understand**
 - **Solaris specs has 3 times more pages that the MAX-IV ones**

Non-technical terms

- **Schedule**
- **Experience**

Licensing – we prefer open-source

Schedules often does not include time to write 'procurement' specification!



It could be tempting to sacrifice soft quality metrics (documentation, trainings, support) for the sake of scope to keep price

Offers

- **The formal requirements are even more important than price!**

- For the procurement office the more documents with more signatures the better ;)
- The offers can be supplemented in case of missing documents but this is not always possible -> 3 times we had to repeat 40 days procurement process due to some missing signature of bidders

- **The honest price is more important than the lowest one even the rules define to select the lowest**

- It is not always considered by both sides!

Improvements

- **Checklist as a part of call for tender announcement**

Questions during the bid

It is really important to ask when there are some unclearness

Partnership/collaboration over formalities

- Requires understanding and trust from both sides
 - For us the goal is important not the money
 - Sometimes public partner forget or regard as bad that the commercial companies are to make money
- It is not always regarded as the way to go by the management
 - The formal leverages are less important in that case
- The contract terms are still valid – the formal part has to be fulfilled

Some mistakes

•Lack of trust

•Additional work

- It happens that the public partner expects that since he is already paying a lot he could expect some additional work
- It also happened that the contractor accept some work that he regarded as not included in a contract but without communication then ask for money

Communication, Communication, Communication...

- Don't worry to ask
- Don't be afraid when we ask
- **Express doubts as soon as they appear**



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Thank You



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**INNOWACYJNA
GOSPODARKA**
NARODOWA STRATEGIA SPÓJNOŚCI

UNIA EUROPEJSKA
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