

## **CIPFA Procurement Webinar**

### **Intermediate Level - Getting on and Mastering Procurement Delivery**

Zoom Webinar

**30 September 2025**

#### **Purpose**

CIPFA Procurement Network's very popular 'Introduction to Public Sector Procurement' event is now complemented by an 'Intermediate Level - Getting on and Mastering Procurement Delivery' webinar that will be suitable for experienced public sector practitioners seeking to develop their skills and careers further. The event has been designed to support practitioners with between two-and-five years' experience develop practical understanding of complex procurement provisions and procedures. The event will particularly benefit those colleagues considering applying for senior roles or those required to get involved in higher value/ risk/ complex tenders and projects.

#### **Learning Outcomes**

##### **How will you benefit?**

Key learning outcomes include: -

- Understand the importance of correctly applying the procurement objectives when designing compliant tenders and achieving value for money.
- Maximising benefits of pre-procurement market engagement to attract competition and make the procurement process more efficient.
- How to manage commercial risks in large and complex procurements.
- Steps to ensure contract modifications are made compliantly (PCR15/ PA23)
- Explanation of the changes to mandatory and discretionary exclusions under the Procurement Act 2023.
- How to embed social value in your procurement using PA23.

#### **Who Will Benefit**

The webinar will support procurement, finance, solicitors, project managers, auditors and contract managers with day-to-day responsibilities for seeking tenders and managing contracts and suppliers. This event is suited to practitioners with between 2-5 years' experience of public sector procurement or those who have completed the CIPFA introductory event in public procurement.

## Programme

09.20 – 09.30	<b>Join the Webinar</b>
09.30 – 09.35	<b>Welcome, Introductions and Overview of the Webinar</b> <b>Mohamed Hans, Solicitor, Procurement Advisor,</b> <b>CIPFA Procurement &amp; Commissioning Network</b>
09.35 – 10.20	<b>Using the Procurement Principles/ Objectives to Solve Complex Problems</b> This session will develop further practitioner understanding around the application of the procurement principles and the new objectives, which are fundamental to ensuring the contracting authority complies with the overall legal framework.
10.20 – 11.15	<b>Importance of Preliminary Market Engagement</b> This is an important but an often-neglected part of the procurement cycle. Research and practice suggest that procurements where the CA has invested in pre-market engagement before finalising the business case, sought supplier views when developing specifications and use of market data to select the best procurement route generally results in better VfM contracts. This session will offer a detailed overview of how to undertake preliminary market engagement under the PA23.
11.15 – 11.35	<b>Comfort Break</b>
11.35 – 12.35	<b>Understanding Mandatory and Discretionary Exclusions under the Procurement Act 2023</b> This session will provide a detailed overview of the updated exclusion grounds and what they mean for in-house procurement teams. The session will cover: <ul style="list-style-type: none"><li>▪ Mandatory grounds – previous and new grounds</li><li>▪ Is conviction required?</li><li>▪ Meaning of Associated and Connected Person</li><li>▪ Discretionary grounds - previous and new grounds</li><li>▪ Self- cleaning and is it 'likely to occur again'</li><li>▪ Practical examples</li></ul>
12.35– 13.20	<b>Lunch</b>
13.20– 14.20	<b>Common Contract Management Issues - Modifications, Extensions, and Exit Management</b> Contract changes need to be carefully managed, otherwise the CA will be in breach. Contract management needs to be proportionate and proactive throughout the contract lifetime. This session will cover: <ul style="list-style-type: none"><li>▪ Grounds to modify contracts under Reg 72 PCR15, Section 74 and Schedule 8 PA23</li><li>▪ Obligation to publish Contract Change Notice</li><li>▪ Managing contract exit</li></ul>
14.20 – 14.35	<b>Comfort Break</b>
14.35– 15.10	<b>Procurement Act 2023 and Social Value</b> This session will give a holistic view of how contracting authorities can maximise social value under PA23. It will cover key provisions in the Act, as well as the NPPS and relevant PPNs.

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15.10 – 15.20

**Online Poll Assessment**

This session will include a series of quiz questions based on the earlier sessions which delegates will be able to take part to support and enhance the learning experience.

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15.20 – 15.25

**Discussion, questions & close**



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**CIPFA Sustainability Policy**

CIPFA is delivering all of our training courses, workshops and seminars in accordance with our sustainability strategy. We do not provide hardcopy course materials to delegates and these are now distributed by email in advance of the event. We are striving to reduce our carbon footprint in every way that we can, and we hope that we can count on your support.