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## White papers on procurement available to ITAC members

Time to time, ITAC members share reports and white papers that they have created that they feel would be of interest to other member organizations. Recently, one of our newest members, Commerce Decisions, shared three white papers on different issues related to procurement. Below is a link to each, along with a brief overview.

### [Structured Criteria Development – Getting procurement criteria right](#)

Commerce Decisions' Structured Criteria Development (SCD) methodology enables the creation of robust, fit for purpose, defensible award criteria for use on procurement projects of any size, complexity and for any recognised procurement process. This White Paper discusses the issues associated with both criteria development and the enablers that need to surround it. It also provides an overview of the SCD methodology and concludes with an explanation of how the resulting criteria can be used successfully within an evaluation and enhanced with the use of AWARD. This paper and the use of CDL methodology and services will be of value to procurement project leaders and key stakeholders in both the public and private sectors.

### [Weakness of traditional supplier evaluation methods – introducing Real Value for Money](#)

The application of many common approaches to procurement and the techniques/methodology used to ensure value for money is achieved. This white paper seeks to lay out our concerns with these frequently used methods in a structured way. It will also provide some useful pointers on how procurement teams can avoid the pitfalls inherent in these processes.

### [Making effective use of the Competitive Dialogue process to select a preferred bidder](#)

Competitive Dialogue (alternatively named Interactive Tendering, Dialogue RFP or Negotiated Competitive Procurement) procedures are intended to give public authorities the opportunity to overcome the challenges of uncertainty in the procurement process by allowing them to talk to bidders throughout. But is it an opportunity to be creative, more flexible and efficient – or an excuse to be vague? Drawing on Commerce Decisions' pioneering experience of working with these procedures, we look at some of the issues with their use, and how in combination with a disciplined approach to evaluation they can provide a powerful tool in achieving value for money.