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Extract from published article....



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Andy Rose, Managing Director, Bristow & Sutor which is also a major player, believes the deciding factors: “may include debt type, resources capacity, contract terms and conditions, geographical spread and overall marketing strategy.”

Rose says his organisation does not by default, respond to every opportunity in the marketplace. “Our first consideration is to determine if the tender opportunity fits in with our business plan,” says Rose. “Our approach is to monitor the marketplace, identify potential opportunities, evaluate the opportunity against our own set of criteria, and only then make the decision at Board level, to submit a response. Of utmost importance is the Specification, the capacity to understand the requirements and the ability to deliver a service that meets the Local Authority’s needs.”

Rose added, “Completing the tender document is largely the responsibility of one individual, who will draw on input from key members of staff as and when required. The tender process may consist of several stages; in the majority of instances the procurement process will include a separate Pre Qualification Process that determines a short list of companies that will be invited to submit a full tender response.” He said that whilst the format of this document can vary – the information required remains consistent, and seeks to evaluate the financial stability, resource capacity, and operational effectiveness of each organisation. Rose believes that more Local Authorities: “are committed to working together, sharing best practice and simplifying the procurement process.” He thinks this may lead to a greater standardisation of tender documents. “A particularly good example of this is the BPA Model Contract for on street enforcement.”