

Who can participate & how?



The Principle: F4E Members (EU + CH)

The Exception: World Wide/particular country



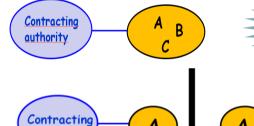
Participation in 4 ways:

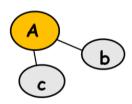
1. Single Tenderer/Contractor: A

Joint Tender: ABC

3. Single + subcontractors: A +(b+c)

4. Joint + subcontractors: ABC + (b+c)





Subcontracting:

Always and unlimited



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(note 'critical tasks')

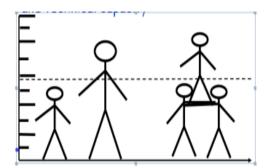
Resp. of Contractor

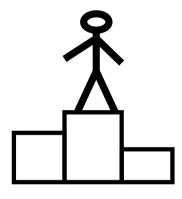
Why Groupings and Subcontracting?



Nature of Procurement:

- Scope
- Schedule
- Resources





Evaluation Criteria:

- Exclusion > Applied to <u>Companies</u> (Pass/fail)
- Selection > Applied to <u>Groupings/Consortia</u> (Pass/fail)
- Award Applied to <u>Tenders</u> (Qualitative)

Consortia – Ingredients for success



F4E Contracts signed: 4.75 B€, 450+ contractors, 182 consortia, 1000+ subcontractors

Delivery-focused organization

- Shared understanding of requirements
- Clear division of tasks, required resources and priorities
- Good internal communication channels and decision making procedures
- Empowerment of Project Manager (decisions made for the partners)
- Transparent and fast escalation mechanisms (with F4E)

Contract management

- High level of commitment from all partners, "we are in this together" mentality
- Close monitoring and management of all partners and subcontractors
- Focus on risk management for full scope not the parts
- Pro-active attitude to solve issues

Quality management

Uniformity of quality procedures across the Consortium

Relationship management

- Intra and extra-consortium (with subcontractors and F4E)
- Collaborative attitude (transparency and openness)
- Speak with one voice

