

## Section 6

### Invitation to Negotiate

Dated October 2019

#### London Borough of Southwark

#### Open Access Drop-in Service for Children & Young People

No.	Service Category	Negotiation Rounds
1	Open Access for Drop-in Service for Children & Young People	28/10/2019 – 01/11/2019

# Part A – Key Information

## 1. Negotiation Process

- 1.1 The Open Access procurement now enters the Negotiation stage of the Tender process. This stage will involve the Commissioners and Tenderers entering into open, constructive and two-way negotiations concerning the technical and financial aspects of the service provision.
- 1.2 Following the satisfactory evaluation of the SQ, shortlisted Tenderers will be invited to enter into negotiations with the Council. These negotiations will involve senior managers within Commissioning and Children's Services (including Finance).
- 1.3 Tenderers will also have the opportunity to submit aspects of the bid that they would like to negotiate with Commissioners.
- 1.4 The Council's standard Terms and Conditions will not be negotiable, however; if tenderers have any clarification questions regarding certain clauses these can be addressed during the clarification window prior to the Tender submission deadline.
- 1.5 The purpose of the negotiation sessions is for Commissioners to discuss with Tenderers; the service requirements, explore potential solutions, and develop a service delivery model to form the Tender.
- 1.6 The negotiation sessions will not be evaluated but minutes on the discussions and agreed actions will be taken. After each negotiation session, the minutes will be circulated for approval.