

Reducing the risks: developing needs assessment for procurement

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Group 5

Introductions - Who's in the room?

- ▶ Name and Organisation
- ▶ Role
- ▶ Procurement professional or other professional?
- ▶ Why this session?
- ▶ Who uses needs analysis/risk analysis management tools?

Group

- ▶ In groups discuss what is 'needs assessment';
- ▶ why is it needed;
- ▶ when should it be done and who should be involved.
- ▶ What the barriers to good needs assessment?

Needs assessment

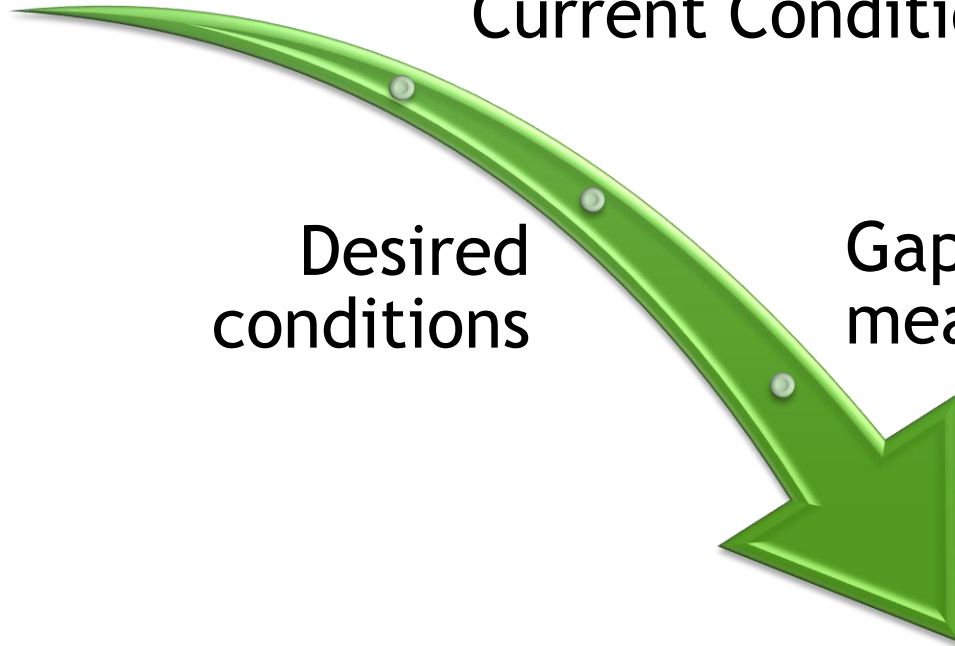
What is to be delivered

Current Conditions

Desired conditions

Gap must be measurable

NEED (evidenced)



Case Study

- ▶ Your example
- ▶ Bath & North East Somerset Council - United Kingdom

Group

- ▶ Needs assessment on case study

Risks and Risk Management



Risk Analysis

- ▶ What are the threats
- ▶ Likelihood -v- impact
 - ▶ Including cost impacts
- ▶ Manage
- ▶ Avoid
- ▶ Share
- ▶ Accept
- ▶ Control

Group

- ▶ What are the risks involved in the case study - identify stage? (All)
- ▶ Split the risks - how will they be managed, etc

Defining criteria - groups

- ▶ Define key criteria to fit needs and risk management