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?
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
Risk Analysis

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