

# Competitive Dialogue and Negotiated Procedures

Maastricht (NL), 7-8 November 2017



European Institute of Public Administration  
Institut européen d'administration publique



[www.eipa.eu](http://www.eipa.eu)

### Who will most benefit?

This Master Class is intended for policy-makers, public officials from national and sub-national administrations and other bodies awarding public contracts in EU Member States, candidate countries and beyond, from European institutions and organisations, and from international organisations based in the EU and for their professional advisers. It will particularly benefit those with a good understanding of public procurement issues who wish to improve their knowledge/skills in competitive dialogue and negotiated procedures and who wish discuss practical issues relevant to procurements in progress/about to be launched.

### What is this course about?

Competitive dialogue and negotiated procedures are difficult to implement effectively but are essential for complex infrastructure projects and to modernise public services in the current fiscal climate. In the 2014 Public Procurement Directives competitive dialogue and the new competitive procedure with negotiation are easier to justify and thus likely to be more frequently used. There are also new rules for competitive dialogue and the procedural rules for the competitive procedure with negotiation are more detailed than the former rules of the negotiated procedure with prior publication. Competitive dialogue has also been introduced as an available procedure in the utilities sectors in Directive 2014/25/EU.

The many practical questions about the effective implementation of these procedures include, for example:

- When is competitive dialogue a better procurement route than the restricted procedure or the competitive procedure with negotiation?
- What justification will be needed for the use of competitive dialogue or the competitive procedure with negotiation in the new directives?
- What do awarding bodies need to do to plan the effective use of these procedures?
- How can awarding bodies best use the flexibility which the procedures provide?

Experience shows that not all methods of using competitive dialogue and negotiated procedures have so far been equally effective in promoting value for money for the public sector, and objective advice on when and how to use these procedures is hard to find. This master class will give you the opportunity to receive advice on your specific issues from our experts and to share the experience of others in the public sector.

Participants will receive a copy of the recent EIPA book '[Competitive Dialogue and Negotiated Procedures – A Practical Guide](#)' (2<sup>nd</sup> edition), written by Michael Burnett and Martin Oder.

### How will it help you?

The approach is based on a high degree of interactive discussion of practical issues faced by participants, allowing for maximum possible attention to individual cases. Numbers are limited to a maximum of 20 participants to facilitate discussion and maximise learning benefits.



# Programme

## TUESDAY 7 NOVEMBER 2017

- 09.30 **Welcome and introduction to the aim and method of the master class**
- 09.45 **Presentation of key case issues**  
Participants will have the opportunity to present their individual cases, answer immediate questions and respond to comments from other participants and the master class leaders.
- 10.45 Coffee break
- 11.15 **Competitive dialogue and the competitive procedure with negotiation: the legal framework**  
This interactive session will present the key aspects of the legal framework for the use of competitive dialogue and the competitive procedure with negotiation in Directive 2014/24/EU
- 12.45 Lunch
- 14.15 **Competitive dialogue and the competitive procedure with negotiation: the legal framework (continued)**
- 15.45 Coffee break
- 16.15 **Competitive dialogue and the competitive procedure with negotiation: the legal framework (continued)**
- 17.00 **End of day one**
- 20.00 Dinner at a restaurant in Maastricht

## WEDNESDAY 8 NOVEMBER 2017

- 09.30 **Competitive dialogue and the competitive procedure with negotiation: latest trends and key operational issues**  
This interactive session will present and open for discussion the latest trends and key operational issues in the use of competitive dialogue and approaches to dealing with these issues, including the implications of the changes in Directive 2014/24/EU. It will also consider how the competitive procedure with negotiation differs from negotiated procedures in earlier directives and approaches to how this new procedure can be applied effectively.
- 11.00 Coffee break
- 11.30 **Competitive dialogue and the competitive procedure with negotiation: latest trends and key operational issues (continued)**
- 12.45 Short break
- 13.00 **Presentation of case issues**  
Participants will have a further opportunity to discuss any outstanding issues relating to their cases
- 13.45 **Evaluation and end of the master class**
- 14.00 Lunch

### MASTER CLASS LEADERS

**Michael Burnett**, a UK Chartered Accountant who has been leading EIPA's international PPP training programmes for twelve years.

**Martin Oder**, a partner in Haslinger Nagele and Partners Law Firm, Vienna, Austria.

They have extensive experience in advising on public procurement and PPP schemes and are the authors of a recent EIPA book '[Competitive Dialogue and Negotiated Procedures – A Practical Guide \(2<sup>nd</sup> edition\)](#)'.

# General Information

## Programme

The programme will commence on Tuesday 7 November at 09.30 and finish on Wednesday 8 November at 14.00 with a lunch.

## Seminar venue

European Institute of Public Administration (EIPA)  
O.L. Vrouweplein 22  
6211 HE Maastricht  
the Netherlands  
tel.: +31 43 32 96 222  
www.eipa.eu

## Working language

The seminar will be conducted in English.

## Fee

EIPA members' fee\*: €1530  
Regular fee: €1700

The participation fee includes seminar documentation, two lunches, one dinner and refreshments. Participants will also receive a copy of the recent EIPA book 'Competitive Dialogue and Negotiated Procedures – A Practical Guide' (2<sup>nd</sup> edition), written by Michael Burnett and Martin Oder. Accommodation and travel costs are at the expense of the participants or their administration. Note that reductions cannot be accumulated. For more information: <http://seminars.eipa.eu> (Training courses - Discount policy)

\* EIPA members can take advantage of a reduced fee; this is available to all civil servants working for one of EIPA's member countries (i.e. AT, BE, BG, CY, CZ, DE, DK, ES, FI, FR, GR, HU, IE, IT, LT, LU, MT, NL, NO, PL, SE, UK), and civil servants working for an EU institution, body or agency.

## Hotel reservations

The European Institute of Public Administration has special price arrangements with a number of hotels. All hotels are within 10 minutes walking distance from EIPA.

Should you wish to make use of this possibility, please book directly via the links below. Payment is to be made directly and personally to the hotel on checking out. At the time of booking, please mention in the requested field the EIPA project number **1724202**.

- **Townhouse Hotel**  
[www.townhousehotels.nl/eipa](http://www.townhousehotels.nl/eipa)
- **Hotel Derlon**  
[www.derlon.com/eipa](http://www.derlon.com/eipa)
- **Designhotel Maastricht – Hampshire Eden**  
[www.hampshire-hotels.com/eipa](http://www.hampshire-hotels.com/eipa)
- **Bastion Hotel**  
[www.bastionhotels.nl/en/eipa.html](http://www.bastionhotels.nl/en/eipa.html)

## Meals

Lunches and the dinner will be served at a restaurant in town. Should you require a special menu (e.g. vegetarian, diabetic), please inform the Programme Organiser so that this can be arranged.

## Programme Organiser

Ms Belinda Vetter  
Tel: +31 43 32 96 382  
E-mail: [b.vetter@eipa.eu](mailto:b.vetter@eipa.eu)

## Registration

Kindly complete the online registration form which can be found on EIPA's website <http://seminars.eipa.eu> before **20 October 2017**.

Your name and address will be part of EIPA's database for our mailing purpose only. If you do not want to be included in our mailing database, please tick the box on the registration form.

## Confirmation

Confirmation of registration will be forwarded to participants on receipt of the completed registration form.

## Payment

Prior payment is a condition for participation. Please indicate the method of payment on the registration form. For cancellations received within 15 days before the activity begins, we will have to charge an administration fee of €150 unless a replacement participant is found.

## Cancellation policy

EIPA reserves the right to cancel the seminar up to two weeks before the starting date. EIPA accepts no responsibility for any costs incurred (travel, hotel, etc.). For more information: <http://seminars.eipa.eu> (Training courses - Cancellation policy).

# European Institute of Public Administration (EIPA)



[www.eipa.eu](http://www.eipa.eu)



## Headquarters Maastricht European Institute of Public Administration

O.L. Vrouweplein 22  
P.O. Box 1229  
6201 BE Maastricht  
The Netherlands  
Tel. +31 43 32 96 222  
E-mail: [info@eipa.eu](mailto:info@eipa.eu)

## EIPA Luxembourg European Centre for Judges and Lawyers

Circuit de la Foire Internationale 2  
1347 Luxembourg  
Luxembourg  
Tel. +352 42 62 301  
E-mail: [info-lux@eipa.eu](mailto:info-lux@eipa.eu)

## EIPA Barcelona

c/Girona, 20  
08010 Barcelona  
Spain  
Tel. +34 93 245 13 13  
E-mail: [info-bar@eipa.eu](mailto:info-bar@eipa.eu)