

## General Information



**Course venue**  
European Institute of  
Public Administration  
(EIPA)  
O.L. Vrouweplein 22  
6211 HE, Maastricht  
the Netherlands  
Tel. +31 43 32 96 222  
E-mail: info@eipa.eu

### Fee

The fee includes documentation, two lunches, one dinner and refreshments. Accommodation and travel costs are at the expense of the participants or their administration.

### Discounts

EIPA members' fee: € 1530,-

Regular fee: € 1700,-

EIPA offers a 10% discount to all civil servants working for one of EIPA's supporting countries, and civil servants working for an EU institution, body or agency.

### Who are the supporting countries?

Civil servants coming from the following EIPA supporting countries are entitled to get the reduced fee: Austria, Belgium, Bulgaria, Cyprus, Czech Republic, Denmark, Finland, France, Germany, Greece, Hungary, Ireland, Italy, Lithuania, Luxembourg, Malta, the Netherlands, Norway, Poland, Portugal, Spain, Sweden, United Kingdom.

For all other participants, the regular fee applies.

### Meals

Lunches and dinner will be served at a restaurant in town. Special dietary requirements (e.g. vegetarian, diabetic) can be indicated once you receive the confirmation of the seminar.

### Hotel reservations

EIPA 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 upon checking out. At the time of booking, please mention in the requested field the EIPA project number for your course.

- Townhouse Hotel
- Hotel Derlon
- Designhotel Maastricht – Hampshire Eden
- Bastion Hotel

### 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.

### Cancellation policy

For administrative reasons you will be charged €150 for cancellations received within 15 days before the activity begins. There is no charge for qualified substitute participants. EIPA reserves the right to cancel the activity up to 2 weeks before the starting date. In that case, registration fees received will be fully reimbursed. EIPA accepts no responsibility for any costs incurred (travel, accommodation, etc.). The mention of a speaker's name in the programme does not commit EIPA. In the event that an announced speaker does not appear, EIPA will do its utmost to find a suitable replacement.

### Programme Organiser

Ms Belinda Vetter  
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## Seminar

# Competitive Dialogue and Negotiated Procedures Master Class

Maastricht (NL), 14 - 15 November 2018



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



European Institute of Public Administration  
Institut européen d'administration publique



Erasmus+

## Description

Competitive dialogue and negotiated procedures are difficult to implement but are essential for complex infrastructure projects and to modernise public services. Our Masterclass is necessary, as there are now new rules for competitive dialogue. Also, the procedural rules for the competitive procedure with negotiation are more detailed than the former rules for negotiated procedures. Competitive dialogue and the new competitive procedure with negotiation will become increasingly used, because the 2014 Public Procurement Directives make them easier to justify. In addition, competitive dialogue has 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:

- 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, and objective advice on how to use these procedures is hard to find. This Masterclass will give you the opportunity to receive advice on your specific issues from our experts and you can also share the experience of others in the public sector.

You will receive a copy of the EIPA book '**Competitive Dialogue and Negotiated Procedures – A Practical Guide**' (2nd edition), written by Michael Burnett and Martin Oder.

### Tailored to your needs

This Masterclass has a high degree of interactive discussion of practical issues faced by participants, with maximised attention on individual cases. Numbers are limited to a maximum of 20 participants to facilitate discussion and maximise learning benefits.

### Who will most benefit?

This Masterclass is intended for policy makers and public officials from national and regional administrations and other bodies awarding public contracts in EU Member States, candidate countries and beyond. It is also intended for officials in European institutions and organisations. Our Masterclass is also ideal for the professional advisers of these organisations. It will particularly benefit those with a good understanding of public procurement issues, who wish to improve their knowledge and skills in competitive dialogue and negotiated procedures and who wish discuss practical issues relevant to currently progressing procurements or those which are about to be launched.



*'In my experience from my law practice, Competitive Procedure with Negotiation brings new challenges as well as opportunities for awarding bodies'*

Martin Oder

## Programme

### TUESDAY 14 NOVEMBER 2018

- 09.30 **Welcome and introduction to the aim and method of the master class**  
*Michael Burnett*, a UK Chartered Accountant who has been leading EIPA's international PPP training programmes for twelve years and *Martin Oder*, a partner in Haslinger Nagele and Partners Law Firm, Vienna, Austria
- 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 15 NOVEMBER 2018

- 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

*'What to discuss in the dialogue phase is key to success – and the right to discuss everything in the dialogue phase is not the same as the obligation to do so'*

Michael Burnett

