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Win More Contracts - Understanding and Implementing the Procurement Act 2023

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The CPD Certification Service

Dear Delegate,

I am delighted to welcome you to your MyPD training course.

At MyPD, we are passionate about supporting your professional growth. Our courses are carefully designed to be engaging, practical, and relevant, ensuring that you leave equipped with valuable knowledge and skills that you can immediately apply in your role.

Throughout the course, you will have the opportunity to share experiences, collaborate with others, and explore new ideas in a supportive and stimulating environment. Our trainers are dedicated to creating an interactive and enjoyable learning experience, and we encourage you to make the most of your time with us by asking questions, participating fully, and embracing new perspectives.

Whether you are here to build upon existing strengths, tackle new challenges, or simply refresh your skills, we are here to support you every step of the way.

Thank you for choosing MyPD for your professional development.

I wish you every success on your learning journey.



Kind regards,
Reuben Carr
Training Manager

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Getting the most out of your training

Zoom Joining Link

Topic: Understanding and Implementing the Procurement Act 2023
Time: Aug 5, 2025 09:30 AM London

Join Zoom Meeting
https://us06web.zoom.us/j/82953142561

Meeting ID: 829 5314 2561

How to use Zoom Guide

All our courses are run exclusively via Zoom. If you are unfamiliar with Zoom and do not have it downloaded, you can find instructions on how to download and operate it via the link below.

Zoom Guide

Our loyalty discount

This discount entitles attendees to a 20% discount on any future conference/training course being run by MyPD in the next 12 months.

Please quote code **EVENT20** at the start of your booking.

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Win More Contracts - Understanding and Implementing the Procurement Act 2023

Overview

The Procurement Act 2023 marks the most significant transformation in UK public procurement in nearly a decade, bringing new opportunities, requirements, and processes that all suppliers must understand. This comprehensive course is designed to help suppliers navigate these changes with confidence, ensuring they are well-prepared to secure public sector contracts. Through expert-led sessions, participants will gain a clear understanding of the Act's key principles, new procurement procedures, and strategic bidding approaches. Whether you're new to public sector contracts or an experienced supplier looking to refine your approach, this course will provide essential insights into the evolving landscape of procurement.

With a practical and engaging format, this course will equip suppliers with the knowledge needed to identify and bid for contracts effectively. Delegates will explore crucial topics such as the new Competitive Flexible Procedure, exclusion rules, modifications to contracts, and the implications of the Most Advantageous Tender (MAT) approach. Interactive discussions, real-world case studies, and expert guidance will ensure participants leave with actionable strategies to enhance their success in public procurement. If you're looking to stay ahead in the public sector marketplace and maximise your opportunities under the new regulations, this is a must-attend course.

Learning Outcomes

- Understand the key changes introduced by the Procurement Act 2023 and how they differ from PCR2015.
- Learn about new procurement procedures, including the Competitive Flexible Procedure, Direct Awards, and Open Procedure.
- Develop a structured approach to identifying, assessing, and bidding for public sector contracts.
- Understand the criteria for Excluded and Excludable Suppliers and how to ensure compliance.
- Learn how to complete the Procurement Specific Questionnaire (PSQ) accurately and effectively.
- Explore the rules on contract modifications, frameworks, and resolving procurement disputes.
- Understand how to tailor bids to align with the Most Advantageous Tender (MAT) evaluation method.
- Gain insights into the role of social value in procurement and how to incorporate it into bids.
- Stay informed about regulatory compliance, frameworks, and dynamic market opportunities.
- Develop a personalised action plan to enhance success in securing public sector contracts.

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Agenda

9:30	**Registration and Overview**
9:45	**Session 1: Context and Objectives** • Public Sector spend – the opportunities • Differences with Private Sector Procurement – Exercise/Discussion • Principles and Objectives of the Procurement Act 2023 • National Procurement Policy Statement (NPPS) • Scope: Exclusions and exceptions (Scotland, Wales, N.Ireland, NHS, Defence and Security)
10:45	**Break**
11:00	**Session 2: Procurement Processes** • Required Notices and the Central Digital Platform • Direct Award • Open Procedure • Competitive Flexible Procedures • Group discussion: Significance of the changes for your organisation.
12:30	**Lunch**
13:00	**Session 3: Identifying bidding for opportunities** • Required data – The Procurement Specific Questionnaire (PSQ) • Excluded and Excludable suppliers • Modifying Contracts • Frameworks and Dynamic Markets • Challenges, Disputes and Termination • Group discussion: Advantages and disadvantages of the new processes
14:15	**Break**
14:30	**Session 4: Bidding to win business under the Procurement Act 2023** • Sources of information • Implications of Most Advantageous Tender • Below Threshold procurement • Frameworks and Dynamic Market competitions • Social Value • NPSS revisited • Bid evaluation and scoring
15:15	**Discussion and Action Planning** • Group discussion • Final Q&A
15:45	**Wrap-Up and Q&A**
16:00	**Summary and Close** *Programme subject to change

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Trainer Profile: Paul Wright



Dr Paul Wright MCIPS MILT is a highly experienced procurement and supply chain professional with a distinguished career spanning both the public and private sectors. As an Associate Director at The Procurement Academy, Paul has spent years delivering CIPS qualifications and bespoke training solutions, guiding professionals through Level 4, 5, and 6 certifications.

He has worked extensively across Europe, the USA, and the Middle and Far East, developing and delivering high-impact procurement training. Paul is also a lead tutor and assessor for CIPS Corporate Award Programmes and a key contributor to government and commercial procurement training initiatives.

With a PhD in Physics from the University of Leeds and over 25 years of procurement expertise, Paul brings deep strategic insight into public sector procurement, contract management, and compliance. He has worked on key consultancy projects for the Cabinet Office, Local Government Association, and major public bodies, providing expertise in best practice tendering, supplier negotiations, and contract governance.

As co-author of Excellence in Public Sector Procurement, Paul is uniquely positioned to help delegates navigate the Procurement Act 2023, ensuring they understand the latest legal requirements and strategic opportunities within the evolving procurement landscape.

Your Needs, Your Training.
Tailored Solutions for Every Client.

At PDG, we understand that every organisation has unique needs, that's why we offer tailored in-house training solutions to help your team develop the skills and expertise they need to thrive. Our in-house courses are designed to align with your organisation's specific goals, ensuring that your employees gain the knowledge they need in a way that is both relevant and impactful.

Our Process

Consultation

We begin with a comprehensive consultation to understand your audience, review existing challenges, and identify specific problem areas and desired learning outcomes.

Development

Our team develops a tailored training solution, leveraging subject matter expertise to create a proposal that aligns with your organisational objectives.

Proposal

We provide a detailed proposal that outlines the scope, costs, and terms, ensuring transparency and clarity for your decision-making process.

Pre-Delivery Meeting

We conduct a pre-delivery meeting with the trainer or subject matter expert allowing for necessary adjustments to ensure the training meets your expectations.

Delivery

The training is delivered by our qualified facilitators, focusing on engagement and interaction to enhance participant learning and retention.

Evaluation

We carry out a thorough evaluation to assess the effectiveness of the programme and gather feedback, ensuring alignment with your training goals and identifying opportunities for future enhancements.



BOOK A MEETING

to discuss bespoke courses for your team

Woody Maxey-Graham

Training Partners Manager

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WE HOPE TO SEE YOU AGAIN SOON

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