



The views expressed are not Legal Guidance



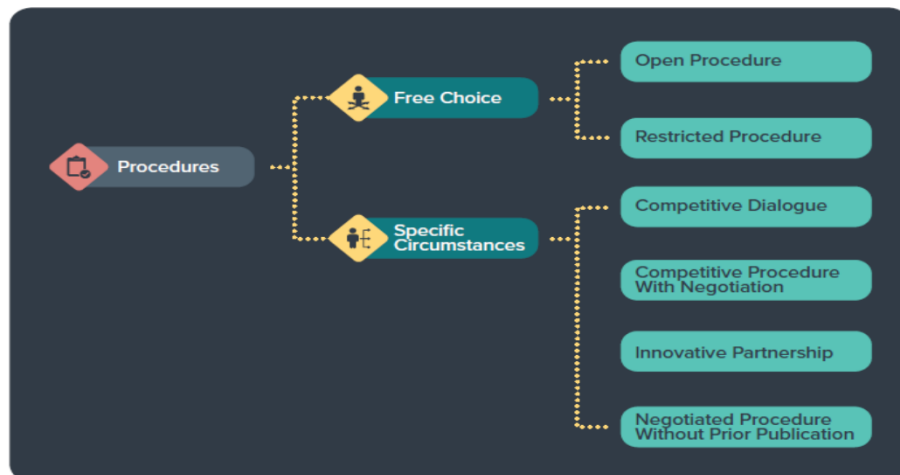
Implementation of EU procurement law in Blood Establishment Quality Systems:

Challenges & Issues

Paul Behan MBS  
(Strategic Procurement)

## How many procedures are available to me

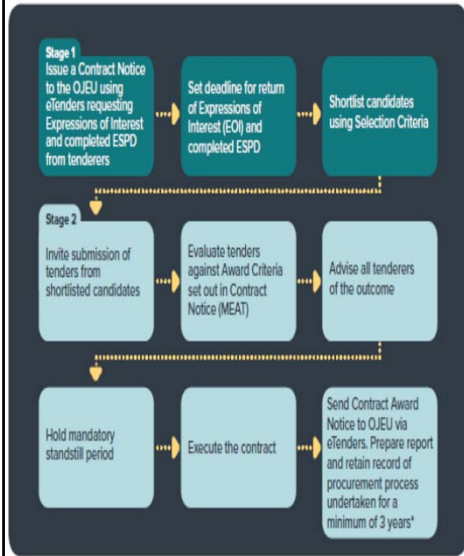
- Six - (Directive tells us HOW to buy, not WHAT to buy)



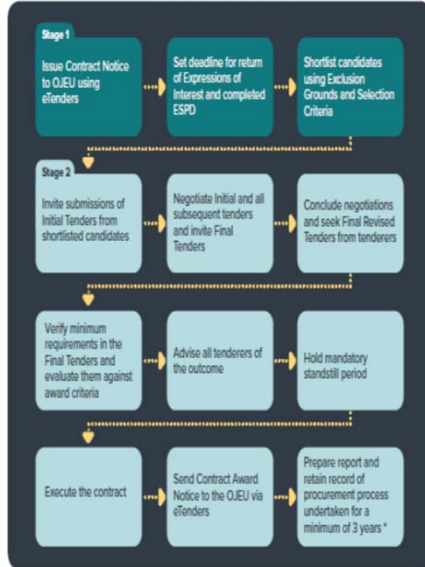
Public Procurement Guidelines Ver 2 – Office of Government Procurement

# The Administrative Burden seen by Users

## RESTRICTED PROCEDURE

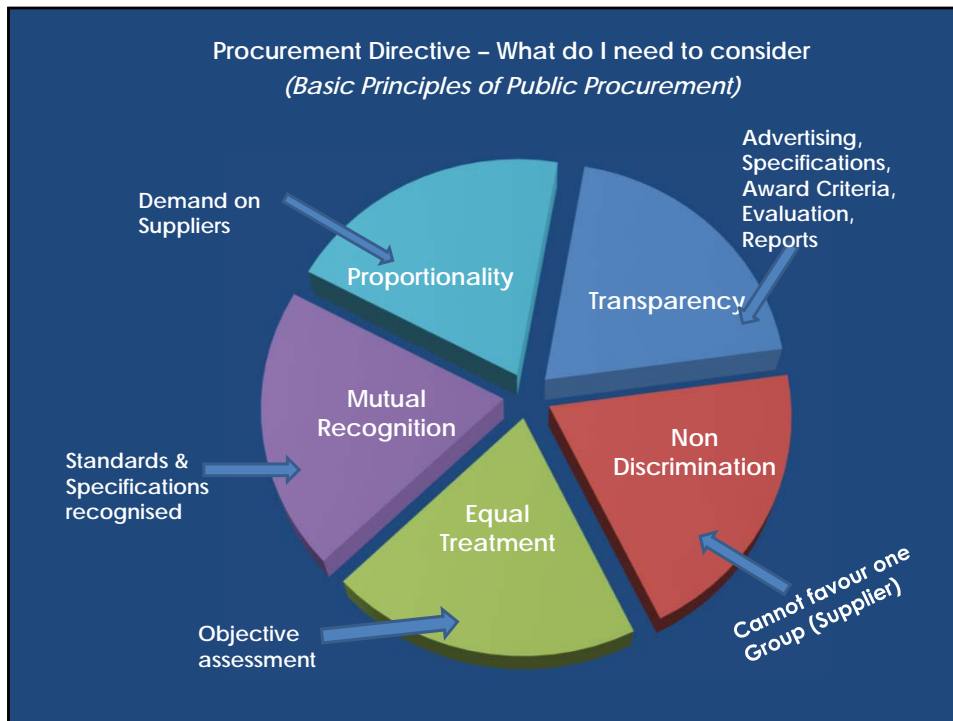


## COMPETITIVE PROCEDURE WITH NEGOTIATION



## Users Ideal decision drivers for procuring goods/services





### Impacts as perceived by user departments

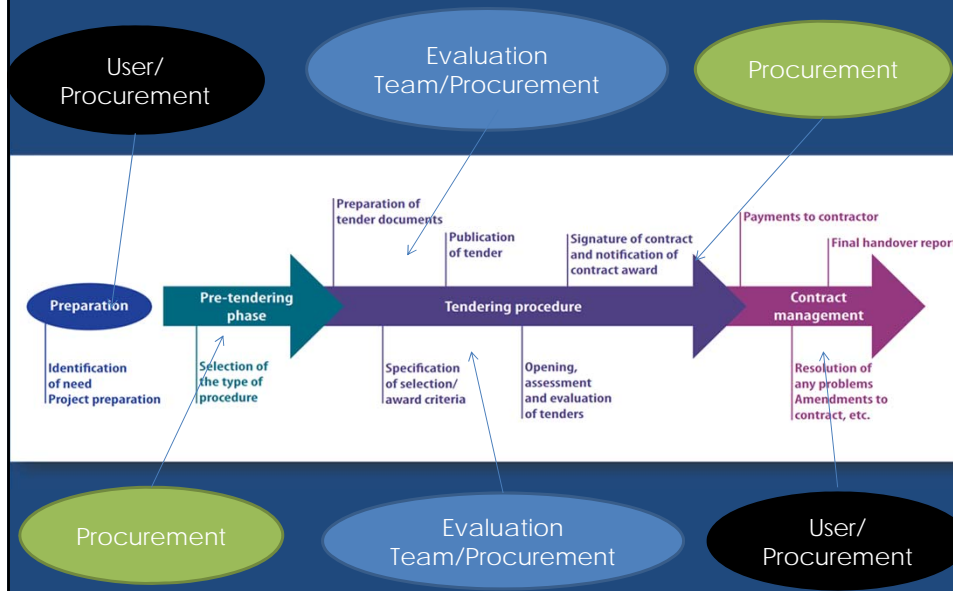
- Lack of clarity in the Directives
- Inefficiency of the procedures
- Supplier Resistance
- Inordinate timelines (delay)
- Low quality/low cost solutions
  - *'how you would feel if you were getting ready to launch and knew you were sitting on top of 2 million parts — all built by the lowest bidder on a government contract.'*  
*Attributed to John Glenn (American Astronaut)*
- I wont get what I WANT (NEED)

How can I ensure that I get what I want ?



You can't always get what you want  
But if you try sometime  
You'll find  
You get what you need!

Have a defined Procurement process



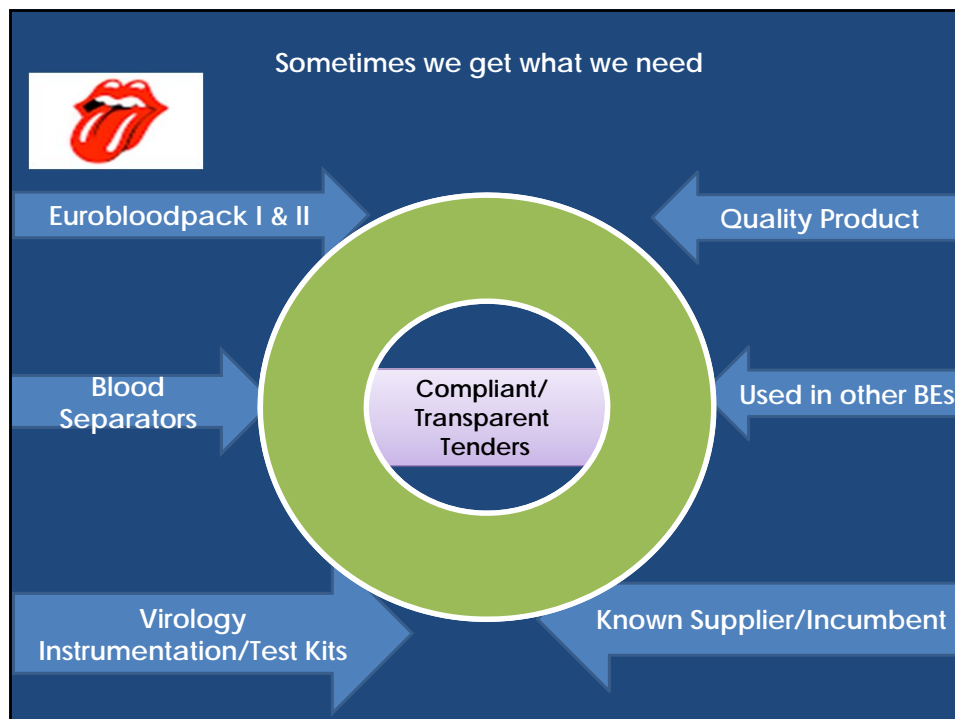
**Recap:**

Clearly defined Procurement Process

- Allows for a holistic process between Clinical, Quality ,Medical , Validation and Procurement
- Know the market

Collaborate, Collaborate and Collaborate

- Standardisation
- Stronger voice
- Better quality outcomes
- Efficient resource management
- Knowledge sharing





Dank u wel  
Merci  
Kiitos  
Vielen Dank  
Tänan  
Hvala  
Paldies  
Tak  
Takk  
ευχαριστώ  
Thanks  
Kösz  
Grazie  
grazzi  
Gracias  
Obrigado  
tack  
Mulțumiri  
dėkoju

Go raibh maith agat