for sold

IN CONFIDENCE

To:

Duncan Hine

Copy:

Bob Peaple

Bob King (to action)

Alan Shepherd Wendy Powney

Basil Shall

From:

Paul Rich

Date:

1 February 1996

SUBJECT:

IT CONCURRENCE/SUPPLIER EVALUATION

I thought it best to confirm our conversation yesterday (31 January) so that everyone is clear:

1. Concurrence: We are all clear that Group iT will have to give concurrence to the Board as part of the MaPEC approval process. We always knew that, and the agreement I came to some time ago with Alan Shepherd was that he would give this but rely greatly upon Basil Shall's view of the fit with PO policies, and the technical operability of the new system. We have been following this process during the evaluation process to date. You confirmed that you saw this route continuing, and with you and Wendy as they new players now in this.

Basil's recent notes following his 'listening' sessions with suppliers are perturbing in this respect, and we need to know urgently from him and Wendy if these will prejudice this process. If he believes it will, then we must have great care with regard to the probity of the procurement process to date (for example, at shortlisting stage) and be careful, as you said, to distinguish between technical acceptability, and what is 'best' comparatively.

- 2. Evaluation: You confirmed that you wish to remain part of the Evaluation Board, and do not wish to get involved in the detailed process that is planned to be undertaken by the Programme's evaluation team. However, you do wish at the Board to be able to understand the technical context of what the team will then be saying, and so react intelligently and helpfully.
- 3. <u>Meeting suppliers</u>: Towards both the above, we agreed then that the purpose of you meeting suppliers was to listen and understand their solutions before the Evaluation Boards. This was <u>not</u> then part of the evaluation process, nor any type of concurrence 'hurdle'. Bob King will now arrange such meetings, making clear this purpose, and advise the evaluation team accordingly.

PAUL RICH