

FRAMEWORKS A SHORT GUIDE FOR SMES

UNDERSTANDING FRAMEWORKS

Definition:

Frameworks are umbrella agreements for suppliers to win mini-contracts (call-offs) efficiently.

Types:

- **Single supplier:**

One supplier per framework.

- **Multi-supplier:**

Multiple suppliers compete for call-offs.



CURRENT FRAMEWORKS

- **Pre-approval:**

Only pre-approved suppliers can join.

- **Lifespan:**

Typically, four years, extendable to eight.

- **Requirements:**

Suppliers must meet specific qualifications and comply with regulations.

- **Open Frameworks:**

New suppliers can join at least twice during the framework's duration.

- **Dynamic Markets:**

More flexible than dynamic purchasing systems, allowing diverse contracts.

FUTURE FRAMEWORKS

- **Transparency:**

Increased transparency with updated contract award notices.



ADVANTAGES FOR SMES

- **Streamlined Process:**

Efficient procurement with established terms.

- **Reduced Admin:**

Less red tape and shorter processes.

- **Long-term Relationships:**

Potential for close working relationships over several years.

- **Cost-effective:**

Economies of scale and competitive pricing.

- **Compliance:**

Ensures adherence to procurement rules and regulations.



GETTING STARTED

- **Process:**

Understand all stages of framework procurement.

- **Compliance:**

Know the laws and regulations.

- **Strategy:**

Develop winning tender submissions.



GET IN TOUCH

Ready to turn reflection into action?

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