

one observatory  
two telescopes  
three continents

# Swiss SKAO Day – Procurement Services

Doing Business with the SKA Observatory

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7 September 2021



# 'Three Pillars of Procurement'

The Procurement function within all sophisticated organisations, including the SKAO can invariably be described by looking at three core areas. These are often referred to as the '*three pillars of procurement*':

1. Policy – basic 'rules' and environment around governance
2. Processes – procurement workflows, tools and controls
3. People – how the procurement team is organized around its strategic objectives

This short presentation will describe the three pillars of Procurement at the SKAO so you will better understand:

- our core procurement values and what's different about working with the SKAO
- how we tender for goods, services and works
- how we evaluate tenders
- how to take part in SKAO procurement opportunities

***With this greater understanding, hopefully, you will make stronger offers and win contracts.....***



# Legal Framework & Procurement Policy

The SKA Observatory (SKAO) is an Intergovernmental Organisation (IGO).

As an IGO the SKAO is not a legal entity under national or European law but governed by public international law.

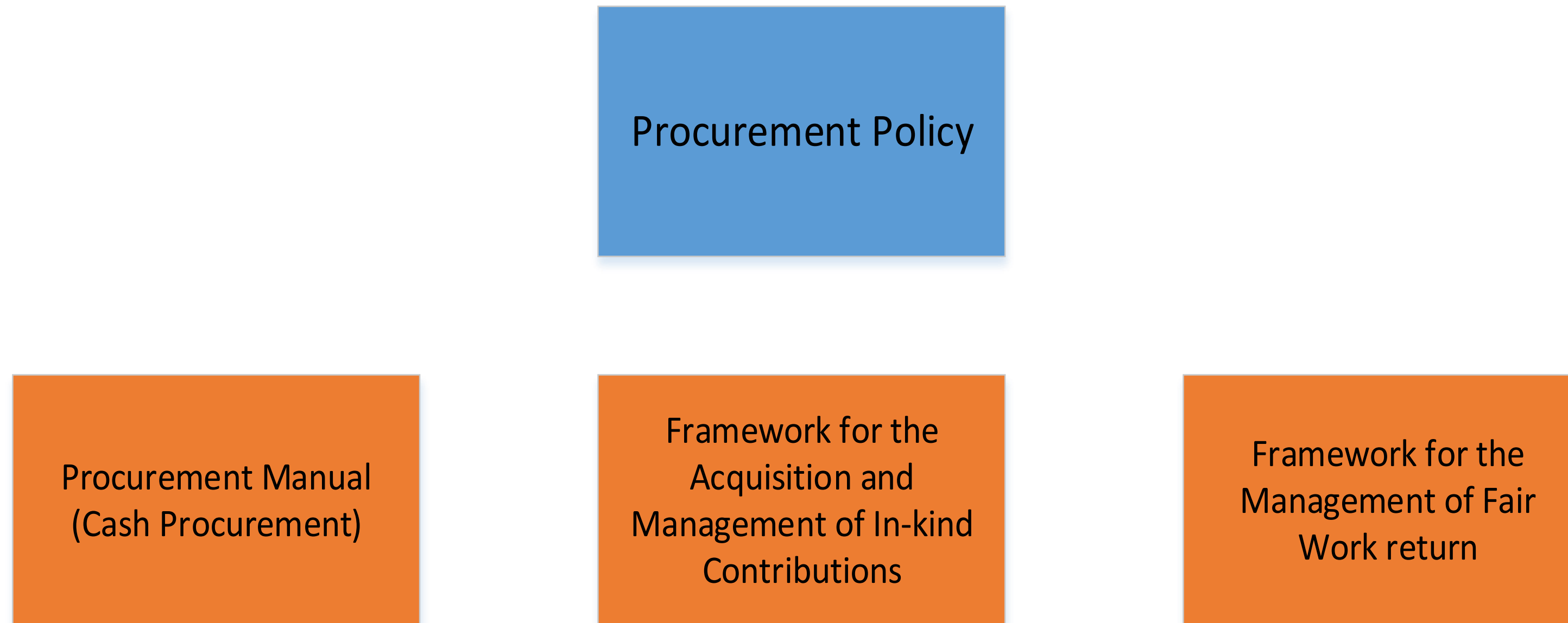
The SKAO benefits from immunity from national jurisdiction and execution. **ThisThus**, legal disputes between the SKAO and its suppliers and contractors are not submitted to national courts but solved via international arbitration.

Furthermore, **the SKAO is entitled to establish its own internal rules necessary for its proper functioning, including its own policies and procedures covering procurement.**

These internal policies and procedures are drafted to reflect **the highest ethical standards and current best practices** around the sourcing and procurement of goods, services and **workedworks** internationally.



# SKAO Policy Hierarchy



The Procurement Policy is an outward facing document (~~publicly available~~) that is publicly available on the SKAO website. However, the Procurement Manual and Frameworks are intended for use internally within the SKAO.



# Procurement Services - Our Mission

“Procurement Services will sustainably procure goods, services and works that meet the needs of requestors at the best value for money, while considering Member’s fair work-return aspirations.”

All procurement activity will be carried out in compliance with SKAO policies and shall align with the following fundamentals:

- Fair Work Return - procurement opportunities are first provided to suppliers from within Member countries
- Equality – suppliers from Member countries are treated equally
- Transparency – procurement activity is always open and transparent
- Competitive – unless there is a strong justification, procurement is competitive



# Basic Principles

- Procurement is restricted to legal entities established in the SKAO Member countries;
- Invitation Documents are drafted in a fair way so as to ensure fair competition;
- As a general rule, SKAO's tendering procedure is selective and does not take the form of open invitations to tender or price enquiries;
- There is strict confidentiality around the opening, evaluation and negotiation of tenders and
- Contracts are generally awarded on the basis of value for money rather than on a lowest price basis, i.e. quality and price are weighted.



# Country of Origin



This is a very tricky topic (not just for the SKAO):

- Supply Contracts – country of last significant transformation
- Service Contracts – country in which the service provider is established

Procurement Services won't normally challenge a tenderer's declaration of origin unless its patently false!



# What do we buy?

- Civil Engineering
- Power and utilities - renewables
- Metallic structures - dishes and antennas
- Low RFI electromechanical equipment
- Shielding and shielded enclosures
- Receivers and digitisers
- Cryogenic equipment
- Computing devices and networks
- Software development
- Shipping, transport and logistics
- Professional services
- Corporate services – travel, audit, banking, insurance



*Most of the products we procure are non-standard.....*





# Process for obtaining offers <Eur 200K

- <Eur 10K – Requestors may issue price enquires directly provided the Procurement Manual is followed. Requestor is encouraged to accept the lowest price.
- >Eur 10K <Eur 50K – Procurement Services issues price **enquiries** **evaluate** and evaluates ~~and~~/awards based on lowest priced offer *unless* value for money methodology is more appropriate.
- >Eur 50K <Eur 200K – Procurement Services advertises the opportunity on the Supplier Portal, issues price **enquiries**, obtain offers and evaluates/awards based on lowest priced offer *unless* value for money methodology is more appropriate.



# Process for obtaining offers >Eur 200K

## Full Invitation To Tender process:

- Led by Procurement Services with separate Technical Evaluation Panel
- SKAO Industrial Liaison Officer Network given 21 days prior notice of procurement opportunity.
- Market Survey (EoI) ~~carried out~~ published on the Supplier Portal
- Pre-qualification of potential tenderers
- Shipping costs are excluded from commercial evaluations (all bids assumed FCA, seller's works).
- Value for money award criteria (most economically advantageous bid)

*Please Note: The SKAO won't normally negotiate on price, please submit your best offer first time round*

Price//Quality



# SKAO Observatory Supplier Portal

**SKAO** Procurement Your supplier pages

Profile Login

## Welcome

Here you will find SKA Observatory procurement notices.

Create a free account today!

Would you like to know more?

### Market survey notice

According to this notice the expected publication date of the tender documents (note that this could change) is **2021/09/29**

The SKAO will procure, in accordance with the SKAO Procurement Policy and Procedures, a Facilities Management Contract from the UK, local to the SKAO Headquarters, covering Hard Services for the UK based SKAO Headquarters (SKA Observatory, Jodrell Bank, Lower Withington, Macclesfield, SK11 9FT, UK).

[SKAO-TEL-FMHS-MS\\_MARKET SURVEY.pdf](#)  
File added on 2021/09/01 08:52:00 PM. 765.63 KB.

For questions, please contact

### Register interest

You must register your interest for this procurement if you want to stay up to date on the tender documents. After registration you will be able to ask the procurement officer questions and get access to the full documentation. The procuring organisation will see that you have registered and may contact you. The procuring organisation will not see if you start working on or submit e-tenders, until the last date for registration. The exception is for procedures where the procurement is executed. The exception is for procedures where the procurement is executed.

[Register interest](#)

### Your supplier pages

here you can view all your active tasks.

- [ITT Attachment 1 - Skills Required.](#)  
File added on 2021/08/16 12:20:00 PM. 419.28
- [Market Survey - Software Develop](#)  
File added on 2021/08/16 01:01:00 PM. 275.38
- [SKA-TEL-SKO-0001822 Framework InformationSigned.pdf](#)  
File added on 2021/08/16 12:20:00 PM. 1.27 MB.

### Your ongoing procurements

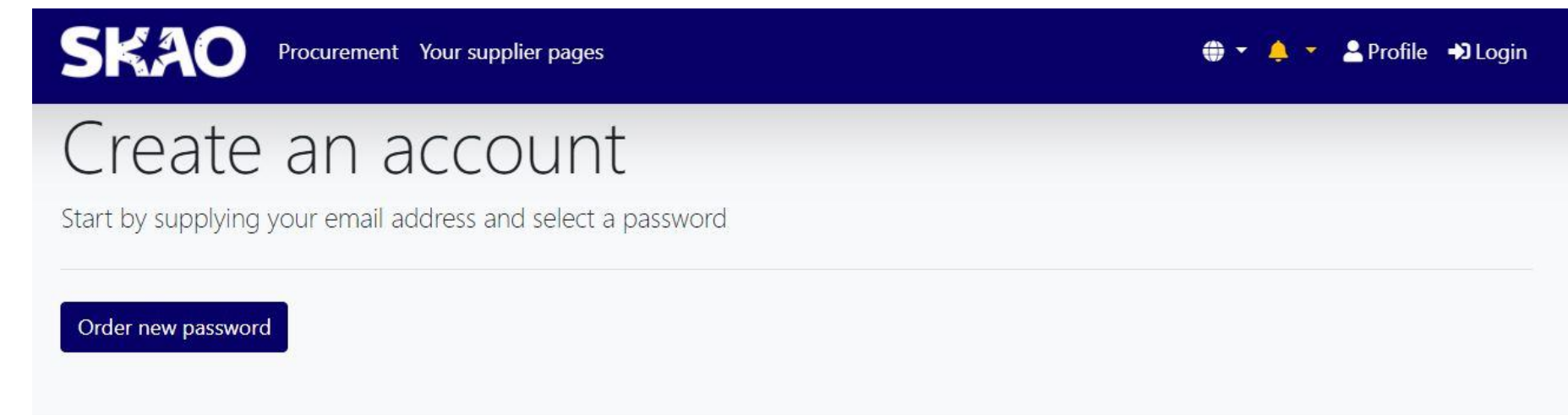
You don't have any ongoing procurement, register interest on a procurement and it will appear here.

[All applications and offers](#) [Search procurements](#)



# Register on the SKA Observatory Supplier Portal

- The SKA Observatory Supplier Portal facilitates communication between the SKA Observatory and its suppliers and potential suppliers. You can safely view procurement notices, exchange messages, register your interest, submit tenders and much more.
- The SKA Observatory Supplier Portal is a free of charge service to suppliers and potential suppliers. As soon as you have created and activated your account, you can access the pages that the SKA Observatory have invited you to see.



Email

Verify email

Password

At least one uppercase letter, at least one lowercase letter, at

Begin typing a password to see security level

**14 - SKA-LOW Infra 3 (Buildings) Qualification notice**  
Last date for application 2021/09/07 (23:59:59 CET), the notice is published between 2021/08/18 and 2021/09/07.  
This procurement is open to Australian companies only. The SKA Low telescope array features 512 field stations located within a central core and along 3 spiral arms. Each of the field stations includes 256 antennas resulting in a total 131,072 antennas across the project. The objective of this SKA-LOW Infra 3 (Buildings) Contract is to provide buildings which will accommodate the data processing equipment and staff offices for the ongoing operation of the radio telescope on-site. The buildings must provide the necessary electrical services, communications and maintain a controlled indoor environment for the reliable operation of the data processing equipment. There is one large building which is the Central Processing Facility (CPF) and 36 identical small buildings called Remote Processing Facilities (RPF's). The contract is to be let on NEC4 Engineering and Construction Contract (ECC). Approximate location : 26°49'26.4"S 116°45'53.3"E. If you have not already done so, you will need to register your interest to proceed further. Please proceed to the 'Entire application form' page for further instructions for the pre-qualification stage. Please note that there is no requirement to submit ESPD sub-contractor information for this procurement. The pre-qualification stage closes on 7 September 2021.  
5 days left  
[More information](#)

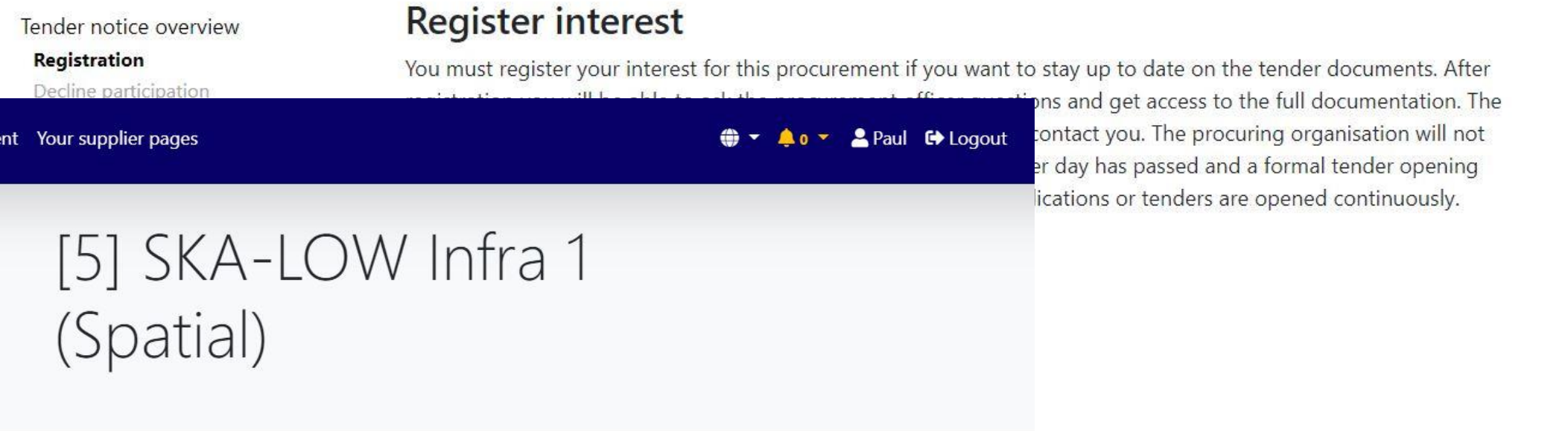
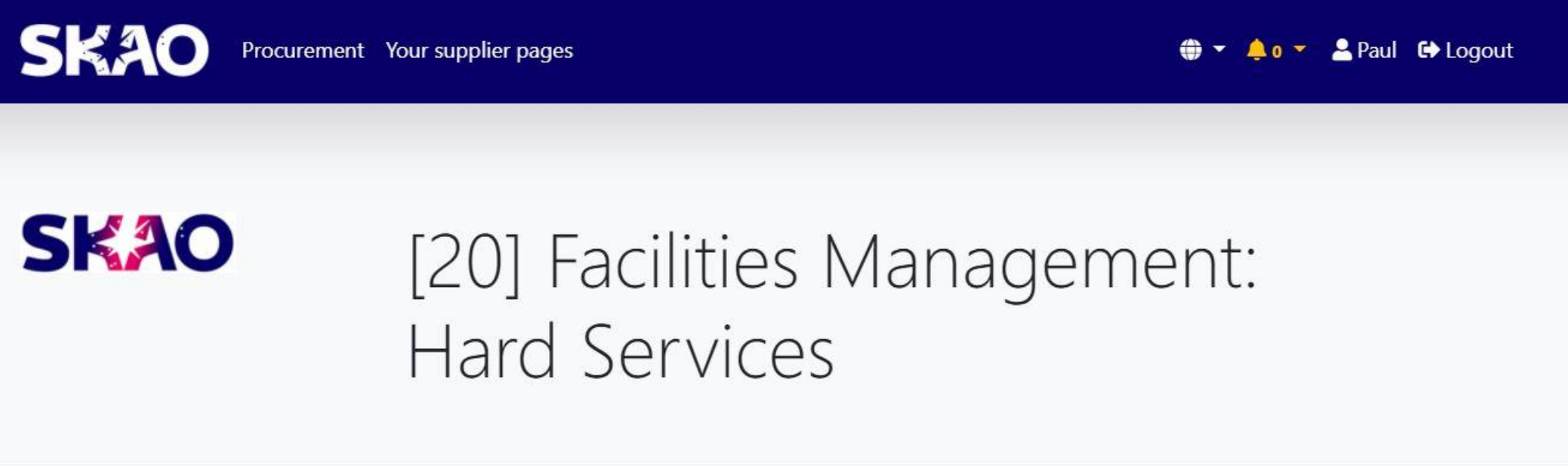
**17 - Software Development - Portugal - Competitive Market survey notice**  
Preliminary publication of specification is 2021/09/20.  
SKAO (the Client) is looking for Suppliers from Portugal who have relevant capabilities for Software Development and invites Suppliers to register their interest in the following Software Developer roles (please see attachment 1 Person specifications): - User Experience Developer (~1 person) - Platform Developer (~7 people) - Agile Coach/Scrum Master (~1 person possibly at 50% with other duties). As the Framework evolves, other roles may become available, but these roles are targeted in the area where Portugal has expressed an interest in SKA development, namely the development and support of the platform services and infrastructure that underpin all the SKA application software. This procurement will include a number of Software Development Contracts for a number of Portuguese Software Development Suppliers. Interested parties should register their interest in this Software Development using the SKAO Supplier Procurement Portal. The Market Survey closing date is 17.09.2021. Please see the attached Market Survey files for more information and guidance. On 13.09.2021 SKAO will be running a virtual Software Development Portugal Industry Event to provide more detail on this specific project; please find more information in the Market Survey. The Software Development contracts will be an NEC4 Framework Contract and Professional Services Short Contract (copies of both will be supplied during the ITT Stage).  
64 days left  
[More information](#)

**15 - SKA-LOW Infra 7 (Road & Airstrip) Qualification notice**  
Last date for application 2021/09/09 (23:59:59 CET), the notice is published between 2021/08/12 and 2021/09/09.  
This procurement is open to Australian companies based in the Mid-West region only. The pre-qualification closing date is 9 September 2021. Please proceed to the 'Entire application form' page for further instructions for the pre-qualification stage. Please note that there is no requirement to submit ESPD sub-contractor information for this procurement. The SKA Low telescope array features 512 field stations located within a central core and along 3 spiral arms. Each of the field stations includes 256  
7 days left  
[More information](#)

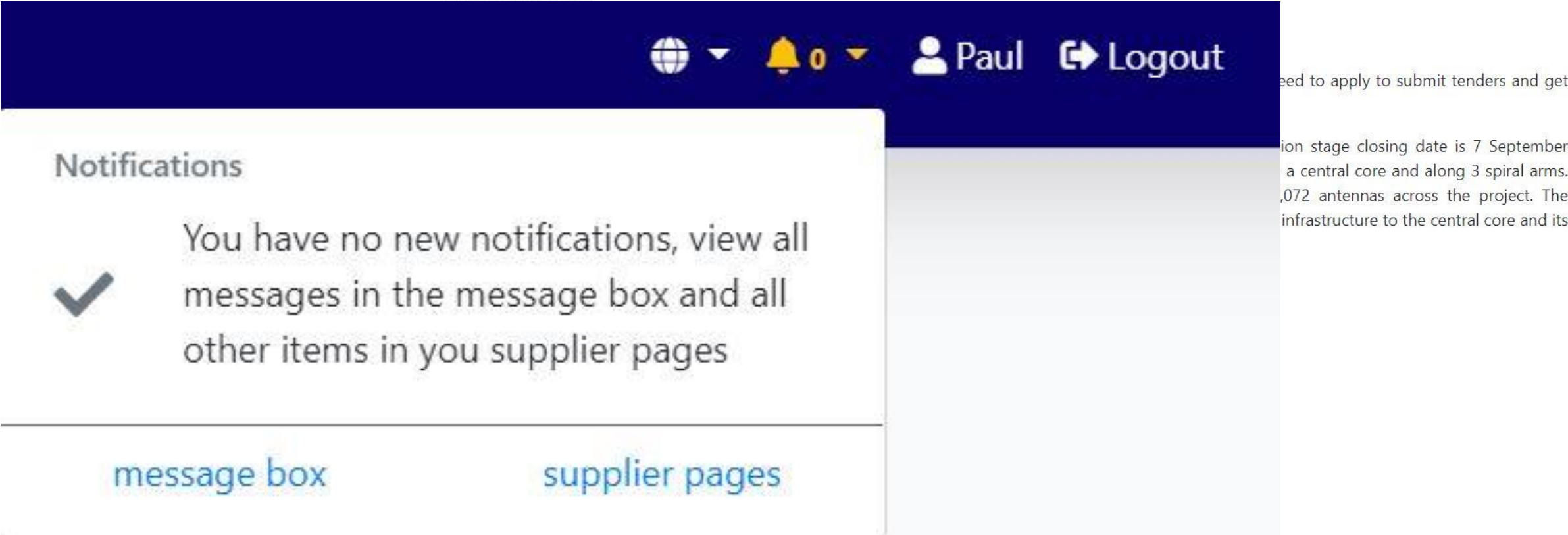


# Procurement Processes managed through the Portal

- Prior Notice to ILOs
- Publication of Market surveys (Expression of Interest)
- Pre-qualification
- Invitation to Tender
- Tender Evaluation
- Questions and Answers
- Notifications



Tender notice overview	
Procurement number	5
Place of execution	
The procurement is carried out with procedure	ITT (Restricted procedure)
Procuring organisation	SKA Observatory



The screenshot displays a notification pop-up over the top of the portal. The notification text reads: 'You have no new notifications, view all messages in the message box and all other items in you supplier pages'. At the bottom of the pop-up, there are two blue links: 'message box' and 'supplier pages'. The background shows the portal header with the user 'Paul' and a 'Logout' link.



# SKAO Types of Agreement (contracts)

- Purchase Orders used wherever possible for simple purchases
- **NEC4 Contracts used when Purchase Orders **is are** not appropriate**
- We buy an eclectic mix of goods, works and services; a 'one contract fits all' in-house contract is inappropriate - the NEC4 suite of contracts meet most of our day-to-day contracting needs:
  - *Professional Services Contract (PSC) and its subcontract and short form*
  - *Engineering and Construction Contract (ECC) and its subcontract and short form*
  - *Term Services Agreement (TSA) and its short form*
  - *Supply Contract (SC) and its short form*
  - *Framework Contract (FC)*
- The NEC4 contract suite was developed by the UK Institution of Civil Engineers to be **collaborative, fair and non-adversarial** – far fewer commercial disputes
- The NEC4 contract suite does not allow the SKAO to leverage an unfair contractual advantage – fundamentally different to most 'in-house' terms and conditions.
- The NEC4 contracts **are** well **aligned with SKAO culture and values**
- Already used in Australia and South Africa
- **Plain English (no Latin words ☺)**, easy to understand and not 'country law specific'



# SKA Project - Procurement Status

- Most significant SKA construction work packages were allocated during pre-construction.
- Not much international competition. However, seeing great opportunity to create competitive tension between suppliers/contractors nationally.
- 50 plus Tier 1 contracts + Tier 2 opportunities
- 1<sup>st</sup> Market Survey (EOI) started on the 24<sup>th</sup> May 2021, constant activity since then.
- Significant ongoing pre-qualification activity.
- **10 contracts awarded (software and professional services).**
- 16 months of intense procurement activity ahead.

The screenshot shows the SKAO Procurement website interface. At the top, there is a blue header with the SKAO logo, navigation links for 'Procurement' and 'Your supplier pages', and user information for 'Joseph' with a 'Logout' button. Below the header, the main content area displays the title '[2] SKA-LOW Infra 6 (Construction Camp)'. There are two main sections: 'Tender notice overview' with links for 'Registration' and 'Decline participation', and 'Market survey notice' with a note about the expected publication date of tender documents. A dark blue navigation bar contains links for 'Skip to content', 'Accessibility', 'Home', 'Contacts', and 'Subscribe for updates'. Below this, there is a section for 'The Hon Christian Porter MP', Minister for Industry, Science and Technology, featuring his portrait and a search bar. A 'Ministers' list is also visible, including names like The Hon Angus Taylor MP, The Hon Keith Pitt MP, The Hon Stuart Robert MP, The Hon Michelle Landry MP, and Senator the Hon Jonathon Duniam. The main text area contains a media release titled 'Opportunity for businesses to help build the world's largest radio telescope' dated 24 May 2021, detailing the construction and operation of a temporary accommodation facility for the SKA project in Western Australia's Murchison region. A 'Download Survey.pdf' link is present at the bottom right of the page.



# High-performing team of Procurement Professionals

*"The only real difference between one organisation and another is the performance of its people."* – Peter Drucker



*"None of us is as smart as all of us"* – Ken Blanchard



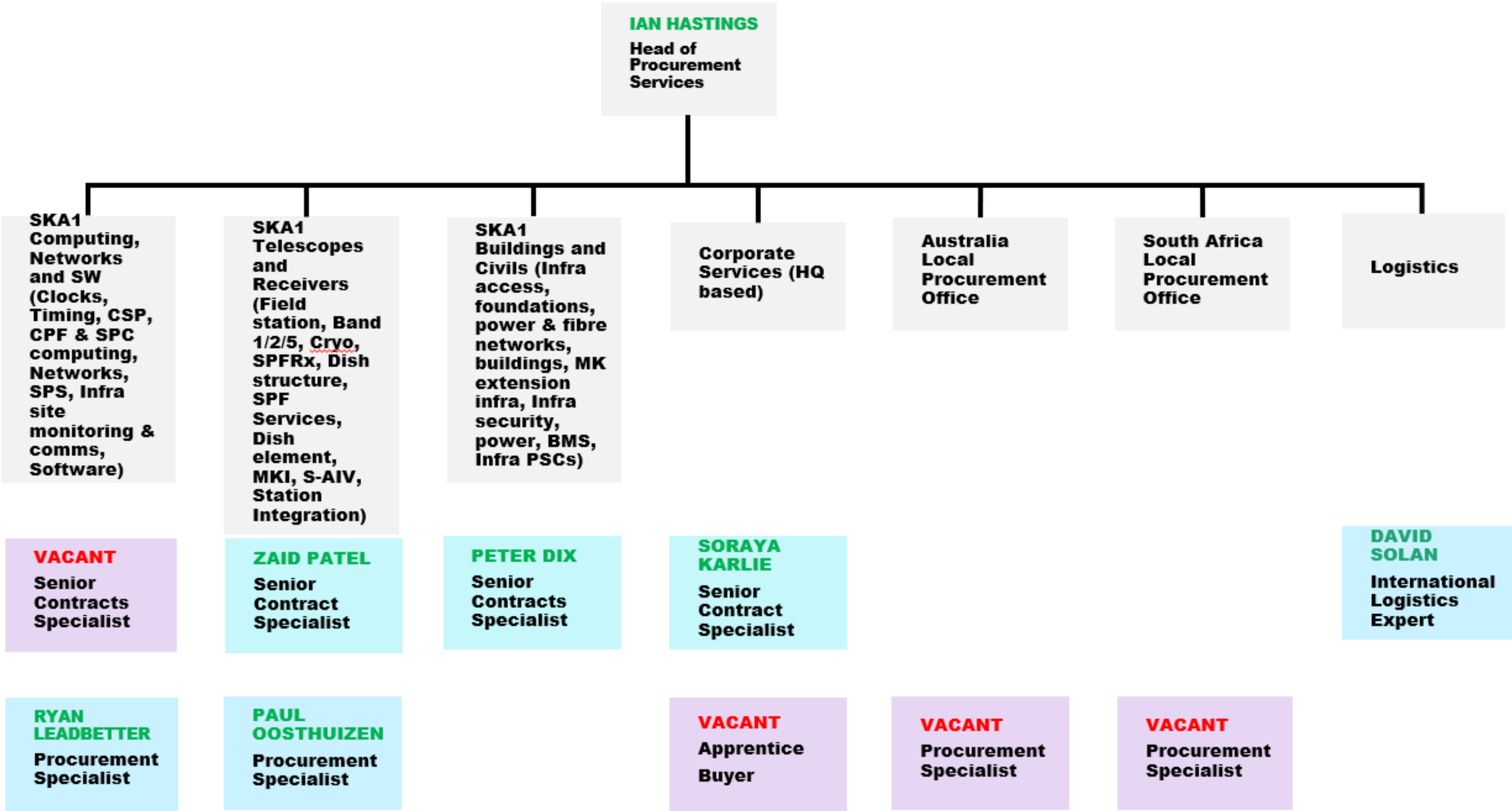


# Category Management

- Broad based, flexible category management structure – well suited to current and future business needs:
  - SKA Project Construction – subdivided into 5 main technical sub-categories
  - Corporate Services (across all three sites)
  - South Africa -  local procurement
  - Australia -  local procurement



# Procurement Services Org. Structure



*Procurement Services also has significant access to high-quality category/country expertise  
In addition to expert legal/contracts advice and guidance.*



# Thank you & Questions



The SKA Observatory (SKAO) recognises and acknowledges the indigenous peoples and cultures that have traditionally lived on the lands on which the SKAO facilities are located

[www.skao.int](http://www.skao.int)