

Journey with SOFF – What Works, What Doesn't, and the Way Forward

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Procurement feedback to IEs

- Based on our experiences from SOFF and similar projects in the past
- Problematic practices:
 - Tight deadlines for offering
 - Especially if project scope is complex or includes local works (e.g. civil works)
 - Slow responses to questions from bidders
 - Requiring unlimited liabilities (UNDP)
 - Additional risk comes with a price tag
- UNDP LTA
 - How much value does this two-phase approach bring?
 - Generic specifications in the LTA requirements – detailed specifications in a project specific procurement

Specifications – heart of procurement

- Traditional problems:
 - Verification of compliance not considered (e.g. measurement performance)
 - Technical details specified instead of functionality and performance
 - Inadequate or unclear specifications in general (note that uncertainty may result in higher pricing)
 - Minimal considerations for long life cycle
- Lowest compliant bidder is selected – do the specifications capture all critical details?

Developing good, detailed specifications is not trivial!

- Positive change: role of peer advisors – technical competence and experience
- However, writing meaningful requirements for long life cycle and reliability remains difficult

Some suggestions

- Specifications with more emphasis on the whole life cycle of systems / sustainability
 - Potential indicators of reliable, sustainable equipment:
 - Track record of the supplier from similar projects – experience in similar projects
 - Suppliers references from the same geographical area / similar climate – experience in operating in the area
 - Availability of local support from the supplier, or a representative of the supplier
 - Track record of the offered equipment, references from other users
- Longer warranty and/or mandatory service contract for some years
 - Supplier takes the financial risk of poor performance - if there are enforceable penalties
- Other ideas, best practices?

Comments on business models

- Vaisala is involved in all the presented business models, ranging from equipment / system supplier to data sales
 - However, only the model of an equipment supplier has been applied in LDCs and SIDS
- Some complications
 - Legislation – providing weather services for national security is often the legally mandated role of a national meteorological service, outsourcing of key observation activities may be perceived as problematic
 - It can be hard to find a business model resulting in a win-win situation
 - Especially in the case of weather station networks
 - Outsourced operations do not increase the capacity and capability of the local meteorological service

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