

Executive Summary

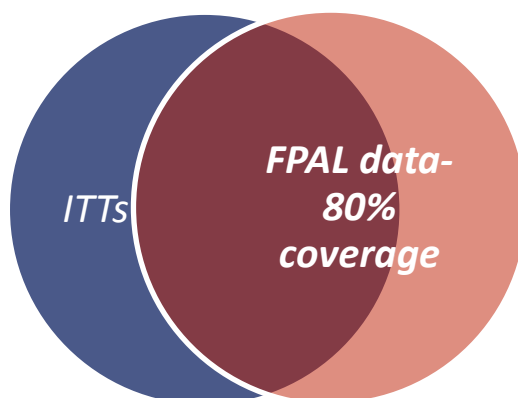
An important recommendation of the Oil & Gas UK – Tender Efficiency Framework work group was that FPAL buyers should “always consider what supplier data is available from FPAL in the first instance” to minimise duplication of effort and cost during the tendering process.

A second recommendation was that FPAL buyers should ask FPAL management to carry out a gap analysis between buyers’ corporate ITT requirements and the information provided by suppliers’ FPAL registration data.

This short document provides a summary of the detailed gap analysis carried out on four typical ITTs kindly provided by FPAL buyers during late 2016, comprising three large operators and one large main contractor.

Key findings:

- All four ITTs refer to FPAL and advise bidders to have up to date FPAL Data, Advanced Registration and Verify Assessment for the appropriate sections of the ITT as this will remove the need for the Tenderer to submit the data again.
- Around 80% of the data required in the ITTs is available from FPAL.
- The additional questions (20%) that are not covered by FPAL are either contract-specific or are very timebound.
- There is no direct duplication of FPAL standard questions in the ITTs that were analysed but some extra questions did seek to expand on questions that were in FPAL.
- Adding extra questions to FPAL to cover the missing 20% of additional questions is not a practical option due to the necessary generic nature of FPAL which is based upon an annual refresh of data during the registration process.
- Buyers should encourage suppliers to complete optional parts of the FPAL registration process (Advanced Registration, Verify, Performance Feedback) to help close any gaps in the availability of necessary pre-qualification data.
- This is a self-selecting sample of FPAL buyers and probably does not accurately reflect the behaviour of all buyers.
- FPAL meets the requirements of buyers for supplier pre-qualification and there is significant scope for other FPAL buyers (>80) to streamline procurement and save cost.



80% of the generic data requested in company ITTs is already available from FPAL

ITTs - Summary comments on main sections

Corporate Information: Covered in the standard FPAL questionnaire. Some additional questions asked in ITTs in areas of Finance, Insurance, Management, Entities and decision making processes and reporting mechanisms.

Quality Management: Basic information is provided in standard FPAL Questionnaire but this topic is then covered in more detail via FPAL Advanced Registration and Verify.

Health, Safety and Environment: Basic information is provided in standard FPAL Questionnaire but this topic is then covered in more detail via FPAL Advanced Registration and Verify.

All buyers mention Verify and Advanced Registration in their ITT advising that they check that information and Suppliers do not need to answer this section if they have a Verify Audit.

Competency: Basic information is provided in standard FPAL Questionnaire but this topic is then covered in more detail via FPAL Advanced Registration and Verify. All ITTs ask detailed questions in this area focusing on expertise, experience, how staff are trained, performance measured, capabilities to deliver. The wording differs but the overall approach is similar.

Supplier Management: All ITTs ask detailed questions about how the Supplier manages sub-contractors, what management processes are in place and how performance is reviewed. This topic is covered in the FPAL Advanced Registration Questionnaire.

Where are the gaps?

Almost all the missing data is either contract specific or timebound. For example, questions enquiring about what use will be made of sub-contractors can only relate to a specific contract. Questions about “insurance claims in last 3 years” or forward looking financial data are, of necessity, timebound and could not be asked during a generic annual registration process. Copies of the four individual analyses, presented in a form that respects confidentiality, can be made available upon request.

Can the gaps be filled?

Some gaps can be filled by suppliers being encouraged or required by Buyers to complete the optional sections of the registration process involving Advanced Registration, Verify supplier audit and Performance Feedback. The FPAL management team is available to work with FPAL buyers to facilitate suitable encouragement programs to ensure that suppliers’ have a comprehensive FPAL registration record. The remaining gaps will continue to be filled by ITTs, like the four in this sample, that ask additional questions or expanded questions that do not duplicate what is already in FPAL.

Gap analysis service

FPAL buyers are invited to submit their own typical ITT documents for confidential analysis.