



**New**

# Negotiations under the Procurement Act 2023

**In2**  
the bargain

Practitioner Training

23 April 2026 – online event

## Training to meet your needs

One of the headline objectives of the Procurement Act is to allow Contracting Authorities to be more commercial when procuring contracts. A key aspect of this is greater flexibility and scope for entering into negotiations with suppliers. This new training course has been specially developed to support public sector staff develop a detailed and practical understanding of how to negotiate with suppliers under the Procurement Act 2023. This includes negotiation whilst conducting a competitive flexible procedure, and also those circumstances when negotiation is permissible during an open procedure, direct award, framework call-off, below threshold contracts and whilst modifying an existing contract.

The training is delivered by experts who have a strong background in negotiation, public sector procurement, contracting and whole life commercial contract management.

## Course outline

The event will take delegates through all the negotiation requirements, key changes and working practices that are required under the Procurement Act 2023 and supporting Regulations. The training includes detailed case studies with example tender documents/ wording for negotiation.

## Who should attend?

This event has been developed for experienced public sector procurement and commercial staff. It is particularly aimed at staff who undertake negotiations, tendering, contract management, framework call-offs or use dynamic markets. Attendance on the event will help guide you through the key provisions and how the Procurement Act 2023 will need to be applied practically to your supplier negotiations and working practices.

## Key learning points

This training programme is designed to deliver the following learning outcomes for attendees:

- ✓ What procurement professionals need to know about negotiating with suppliers when awarding contracts under the Procurement Act 2023;
- ✓ How to get the most from supplier negotiations whilst remaining compliant with the Procurement Act 2023;
- ✓ Practical understanding on when and how you are allowed to negotiate during a compliant competitive award, direct award, contract modification, framework call-off and below threshold procedure.
- ✓ Learning the practical application to make negotiations with suppliers work effectively.

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## Training Agenda

- 9:30 am **Welcome, introductions and overview of the training**  
Understanding participants level of understanding and desired learning objectives
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- 1. Context, Key definitions, Syllabus & Navigation**
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- 2. What constitutes negotiation under the Procurement Act 2023**
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- 3. Negotiating critical risk areas and success factors**
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- 4. Planning for your negotiation**
- Getting the up-front planning right
  - What needs to be included in an effective plan
  - Allowing for sufficient time
  - Key skills needed in your negotiation team
  - Circumstances where you need to build negotiation into your procedure?
  - Walk through a real-life example plan
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- 5. Negotiation - following the objectives and requirements of the Act**
- When is negotiation permitted during a Covered Procurement?
  - What can be negotiated?
  - Which sections of the Act apply when negotiating
  - Impact of Section 12 Covered Procurement Objectives on negotiations
  - Preliminary market engagement requirement for negotiation
  - Negotiation record keeping
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- 6. Negotiation during Section 19 Competitive Tendering Procedure**
- Award criteria and assessment methodology impacts
  - Compliant open procedure negotiation
  - Compliant competitive flexible procedure negotiation
  - How the Act imposes limits to your negotiation –what are your limits?
  - Preferred Supplier Stage and Post Assessment Negotiations
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- 7. Competitive Flexible Procedure – Case study**
- Walk through real life tender documents highlighting all the requirements needed for negotiation
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- 8. Negotiation during Framework Call Off's**
- What the Act allows and does not allow when negotiating a call-off award
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- 9. Framework call-off case study example**
- Walk through real live Framework requirements and call-off tender documents highlighting all the requirements needed for negotiation
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- 10 Negotiation during Direct Award, Below Threshold, after entering into the contract**
- Direct award (section 41) negotiation
  - Negotiation during contract modifications
  - Below threshold negotiations
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- 4:00 pm **Final thoughts and closing discussion**

## Booking Details

**Please book your tickets here**

[Training – In2 the bargain](#)

PA2023.org subscription member  
Tickets: £99.00 + VAT

Free basic or non-member ticket  
Price: £165.00 + VAT

PA2023 free discount code  
applicable.

**Interested in joining  
NetworkPA2023.org**

Further details are available at:

[Join – In2 the bargain](#)

## Tailored Events

This event can be tailored for your team. Please contact us for details.

This training is delivered online via TEAMS with a 9:30 am start and 4 pm close.

Attendance is by invitation only.

For further information, please email

[walter.akers@in2thebargain.com](mailto:walter.akers@in2thebargain.com)

or

[mohamed.hans@in2thebargain.com](mailto:mohamed.hans@in2thebargain.com)

## Join our growing network today

Network PA2023.org offers specialist technical support to you and your organisation on all matters relating to public procurement and contract management. The Network offers a wide range of Bite-size and Detailed Practitioner webinar events, one-to-one briefings, newsletters and a fully resourced website. This will ensure that you and your teams remain compliant with the massive demands placed by the Procurement Act 2023, the Health Care Services (Provider Selection Regime) Regulations 2023 and other relevant legislation.

### What Network PA2023.org membership gives you:

#### Advice

Phone, email or Teams Appointment to access expert helpdesk for technical support. Answering your questions on procurement and contract management as they arise. An expert on the line to talk things through with and gain assurance.

#### Training

A programme of PA2023.org exclusive network member training. Supporting CPD.  
  
Remember your subscription includes free attendance places.

#### Updates

Timely technical procurement updates on latest developments and new regulations.  
  
Full access to Network PA2023.org website resources.

The membership package is designed around three key areas; helpdesk expert advice, training and technical updates. It will offer invaluable support to experienced practitioners as well as those starting out in the profession. This is particularly important in this period of change as we all move to operate under the new Procurement Act 2023 and the NHS Provider Selection Regime. Additional benefits of membership include; attendance on detailed practitioner training and tailored training, access to all PA2023.org website resources, and access to one-to-one briefing sessions.

#### Contact:

[walter.akers@in2thebargain.com](mailto:walter.akers@in2thebargain.com) or [mohamed.hans@in2thebargain.com](mailto:mohamed.hans@in2thebargain.com)

for details of benefits and pricing