Assessing and monitoring the economic and financial standing of suppliers

In2 the bargain

Essential training for public sector practitioners

This event will support contracting authorities and procurement practitioners in assessing supplier financial health both at the tender selection stage, through conditions of participation and throughout the contract lifecycle. Financial instability within the supply chain can materially affect service levels, delivery quality, and business continuity. Robust financial assessments are therefore essential to safeguarding the uninterrupted delivery of vital public services and ensuring suppliers can fulfil their contractual obligations.

The event will provide an update on the key provisions of the Procurement Act 2023 governing financial assessment of suppliers, including the statutory parameters for applying financial checks and the limitations on disproportionate or non-compliant selection criteria. Delegates will also gain practical skills in interpreting financial statements to support defensible tender evaluations and will receive guidance on applying financial evaluation approaches in below-threshold procurements.

Who Will Benefit?

This course is designed for individuals involved in public procurement, contract management, and commercial governance who need to assess and manage financial risk within the supply chain. It will be particularly valuable for procurement practitioners, commercial officers, category and contract managers, heads of procurement, finance and audit professionals.

Learning Outcomes

- ✓ Understand how to extract detailed and meaningful insights into supplier financial health at both the tender selection stage and throughout contract management, enabling early identification of financial instability and associated delivery risks.
- ✓ Establish how to undertake a comprehensive and proportionate financial evaluation using both financial and non-financial data supplied by bidders, ensuring assessments are robust, evidence-based, and compliant with statutory requirements.
- ✓ Gain clarity on the extent to which contracting authorities may rely on credit-agency reports under the Procurement Act 2023, including the limitations on their use, the need for proportionality, and how such reports should be interpreted within a compliant selection-stage framework.
- ✓ Understand what conditions of participation may be applied in the award of Light-Touch Regime (LTR) contracts and when using Frameworks.

We actively encourage participation throughout the event, and the timetable is flexible to adapt to specific needs as they arise during the day.

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	Agenda
09.30	**Welcome and Overview**
	The New Conditions of Participation under the Procurement Act 2023 ▪ Policy background ▪ What are the rules and thresholds? ▪ Key changes introduced by PA23 ▪ Procurement objectives ▪ New format of associated tender documents ▪ Current guidance from the Cabinet Office/ GCF ▪ The role of the Central Digital Platform ▪ Core supplier information ▪ Tender notice information
	Setting your Conditions of Participation ▪ Turnover limit – is this allowed? ▪ Express prohibitions – audited accounts and insurance ▪ Use of CoP in LTR contracts and Frameworks ▪ CoP - awarding a call-off contract ▪ CAS – for major works contracts ▪ Practitioner issues – self certification ▪ Verifying the CoP ▪ Consortium, or nomination of sub-contractors ▪ What can we include for below threshold contracts? ▪ Evaluation – scoring or pass/fail? ▪ Contract Award Notice obligations
	How to Undertake Financial Assessment? ▪ What does the PA23 permit/ not allow? ▪ Credit agency reports – can we use them? ▪ Applying key financial ratios (liquidity, gearing, interest payments, profit margins, net assets) – which ones should be used? ▪ Limitations on the use of ratio analysis ▪ Financial 'Red Flags' and insolvency ▪ Interpreting data and grounds for rejecting bidders ▪ Notes to accounts - cash flow statements, profit & loss – what do they mean? ▪ Ongoing contract management and monitoring ▪ What to do if a supplier enters financial distress?
	Online Quiz Poll Assessment This session will include a series of questions based on the earlier sessions and delegates will be able to take part to support and enhance the learning experience.
13.00	**Discussion, questions & close**

Booking Details

Please book your tickets here

[Training – In2 the bargain]

PA2023.org subscription member Tickets: £89.00 + VAT

Free basic or non-member ticket Price: £150.00 + VAT

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There is an additional booking fee if using Eventbrite

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Tailored Events

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

This training is delivered online via TEAMS.

Attendance is by invitation only.

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for details of benefits and pricing

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