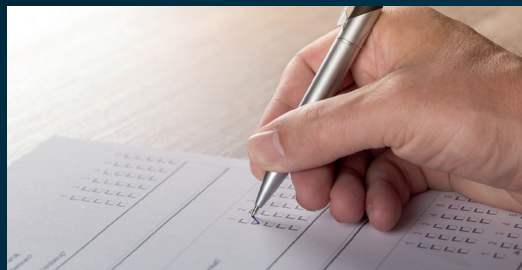


# Outcome Based Specification Writing and Pricing

Barony  
Consulting Group  
Performance  
Through Innovation

This Workshop will take delegates through the process of writing outcome based service contract specifications. It is designed for managers and staff involved in producing service specifications. It is aimed at officers involved in the commissioning, award or management of contracts so they understand the key issues involved in specification writing, tendering and award of contract.



\* An excellent day! Vast amount of information on a wide range of topics. 'Really know the subject area to a great depth. Impressive breadth of areas covered'.

\* Exercises at the workshops helped delegates to achieve over 120% improvement in specification writing knowledge. We have been running this well developed workshop for over 8 years.

## Introduction:

The drive for improved public sector commercialisation is taking many forms. None more important than improving contracting skills and improving the efficiency and effectiveness of government spending. No matter what part of the public sector you are in, scarce resources have to be used effectively and this is being translated into improved standards of service specifications. For a re-tender, just dusting down a service specification written 10 years ago is often no longer appropriate for today's market.

How sure are you that you are using the most up to date techniques in specification and pricing design?

## Barony's research:

Our research has shown that issues of pricing outcomes have not progressed as expected. Failures to change pricing models

accordingly is leading to unsustainable service offerings.

After this workshop, delegates will:

- \* Understand the need for outcome based specifications;
- \* Consider the impact of Social Value in specification development;
- \* Understand how to produce a professional specification;
- \* Understand the benefits of sourcing quality suppliers to ensure value for money;
- \* Have an overview of pricing models; and
- \* Use practical examples to draft specifications.



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## PROGRAMME

### **9.30 Introduction to Course**

#### **9.45 Delegate Introductions;**

Why you are here, responsibilities, types of specifications used and what you hope to achieve from today;

#### **10.00 Why Specifications?**

Background to Commissioning

Commissioning strategy;

Impact of Social Value legislation on specifications;

Purchasing Services;

Conditions of Contract and Specifications- the differences;

How do you recognise an excellent specification?

Tender evaluation;

#### **10.30 Types of Specifications**

Product Standards;

Specification Hierarchy;

Open;

Input;

Performance;

Outcome; and

Exercise.

#### **11.00 Coffee**

#### **11.15 Methods of Writing Specifications**

What are outcomes?

Examples will be used from different services;

Technical Standards and Product use;

Intellectual Property;

Critical analysis;

Links to Pricing Documents;

Links to Method Statements;

Role of the SLA; and

Exercises

#### **12.30 Lunch**

#### **13.30 Methods of Writing Specifications**

Exercises continued

#### **14.30 Risk control and pricing mechanisms linked to Outcomes.**

Risk in a contract environment;

Risk Transfer;

Pricing strategy;

Why link payments to outcomes?;

Invoicing;

Input based pricing – the limits;

Outcome based pricing;

Pricing models:

Payment by results;

Contract management; and

Exercises

#### **15.00 Afternoon Tea**

#### **15.15 Public Procurement Issues and the 2015 Public Contracts Regulations**

Summary of Proposals;

Light touch Regime opportunities;

Changes in skills requirements;

Changes to Tender Evaluation practice;

Timescale and Impact;

#### **16.15 Plenary**

Frameworks for writing Outcome Based Specifications.

### **Barony Consulting Group Limited - BOOKING YOUR PLACE**

*Please send booking forms by email to:*

**Address:** Conference Organiser, Barony Consulting Group Limited,  
71-75 Shelton Street, Covent Garden, London, WC2H 9JQ

**Tel:** 0208 8191563

**Email:** conferences@baronyconsulting.com

We will confirm receipt immediately and send separate joining instructions to you a week beforehand. If you don't receive confirmation, please ring us to make sure a spam filter hasn't consumed your email. E&OE

# BOOKING FORM

## Outcome Based Specification Writing and Pricing

Delegate details:- Please use BLOCK CAPITALS

1st Delegate

Mr/Mrs/Ms/Dr \_\_\_\_\_

First name (For badge purposes): \_\_\_\_\_

Last Name: \_\_\_\_\_

Job Title: \_\_\_\_\_

Special Dietary requirements (if any): \_\_\_\_\_

E Mail: \_\_\_\_\_ (To enable us to confirm your booking as efficiently as possible)

2nd Delegate

Mr/Mrs/Ms/Dr \_\_\_\_\_

First name (For badge purposes): \_\_\_\_\_

Last Name: \_\_\_\_\_

Job Title: \_\_\_\_\_

Special Dietary requirements (if any): \_\_\_\_\_

E Mail: \_\_\_\_\_ (To enable us to confirm your booking as efficiently as possible)

To enable us to confirm your booking as efficiently as possible please supply us with your full address and contact details

Please use BLOCK CAPITALS

Mr/Mrs/Ms/Dr \_\_\_\_\_

First Name: \_\_\_\_\_

Last name: \_\_\_\_\_

Job Title: \_\_\_\_\_

Organisation: \_\_\_\_\_

Address: \_\_\_\_\_

Post Code: \_\_\_\_\_

Telephone: \_\_\_\_\_

Email: \_\_\_\_\_

### Invoice/Payment details

NB: Please note that a booking form is required in advance of the event. Barony Consulting Group Limited reserves the right to refuse admission if a booking form is not received. If you are sending a purchase order kindly attach a copy of this booking form.

Delegate Fee(s) = £425.00 per delegate plus VAT

= £510 X No. of Delegates = £ \_\_\_\_\_

*Please send an invoice to me for the above amount being my remittance for the workshop.*

Purchase order number: \_\_\_\_\_

DATE SELECTED: \_\_\_\_\_

LOCATION SELECTED: \_\_\_\_\_

### Barony Consulting Group Limited

Address: 71-75 Shelton Street, Covent Garden, London, WC2H 9JQ

Tel: 0208 8191563

Email: conferences@baronyconsulting.com

E&OE

www.baronyconsulting.com



#### Fees, Terms and Conditions

The fee covers the digitally-downloadable course materials provided by Barony Consulting Group Limited, (excepting the Guide to Procuring Public Services), lunch and refreshments. A VAT invoice and joining instructions will be emailed to you, as will details of the venue, including a venue map.

**Cancellations:** 21 days before the event - Free / 20 -14 days before the event - 50% + VAT / 13 days or less before the event - 100% + VAT

**Important note** - This booking form constitutes a legally binding contract. Barony Consulting Group Limited may, at its discretion, change any or all of the content, timing of the programme, the speakers, the date, or the venue. In the unlikely event of the programme being cancelled, Barony Consulting Group Limited's liability will be confined to refunding any fees paid, with any other liability disclaimed.