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Executive summary

The procurement 'road map' is an important document for any organisation. It is a guide to the steps that need to be followed in order to procure goods and services. The map should be tailored to the specific needs of the organization. It should be updated regularly. It should include information on the latest procurement methods and technologies. It should also include a timetable for completing the procurement process. Such a document should be available to all stakeholders in such a complex project. It should be accessible online or as a hard copy.

The client requires several things for project some of which are as follows;

Integrating the efforts of a team of collaborators :The client requires Better collaboration between Clients and Contractors, and improved relationships throughout the supply chain.

Assurance of costs: A reliable, accurate estimation of the final outturn cost was required by the Client as early as possible before committing to construction".

Timely procurement: In addition, once the "commit to construct" decision is reached, the builder must complete the building as quickly as possible at the highest level of quality.

Finishing must be of high quality:It is expected that the facilities will meet exacting standards apart from their technical complexity.

Modifications to design or specifications are possible: The client is concerned about delivering a project within budget, but has demanded some flexibility to make limited changes to the design. In order to avoid obsolescence in high-tech operating theatre technology, the client requires the flexibility to alter design details and specifications as needed.

Introduction

The client requires an 8-storey apartment that will have 205 bedrooms to be constructed in the region close to High Cross shopping Centre in the Leicester. The apartment has to be completed in 18 months or less after the funds are disbursed from march 2023. For a project such as this where the time and budget is limited, the most suitable procurement arrangement is the cost reimbursement. This is the best way to maintain a greater degree of control on the project.

Similarly, the lump sum contract will serve as the main standard form of contract for the client. Why? The prices are fixed and thereby the client has a greater control of the project. the selective tendering, just the lump sum contract and cost reimbursement arrangement, suits this construction project.

The procurement process is an important part of any project. Procurement can help ensure that the right items are purchased for a project, help ensure that the project is completed on time, and help keep costs low (Allam, Ghattas, Kotb, & Eldaly, 2016).

It is important to maintain good relationship between the client and all the stakeholders. Good relationships are essential for a successful procurement process. They help to ensure that everyone involved understands their roles and responsibilities, encourages trust and collaboration, and helps to reduce conflicts. By developing and maintaining strong relationships with clients and stakeholders throughout the procurement process, organizations can ensure that their projects will run smoothly and effectively.

Table 1: The client requires the building to have the following specifications

Type of Apartment	Number of rooms	Number of rooms accessible
Studios	12	4
2-bedroom apartments –	15	15
3-bedroom apartments	8	8
4-bedroom accessible apartments	1	1
Five-bedroom apartments	15	15
Six Bedroom apartments	10	10

The communal space will be as follows;

Table 2: The communal space

	Type of apartment
1	Student Hub;
2	Gym;
3	Dining Room;
4	Games Room; and
5	Cinema Room.

A procurement roadmap

The stakeholders need

The client requires construction of an 8-storey building which contains 205 bedrooms. Student accommodation is proposed as an eight-story building with a management suite providing 24-hour security and supervision (Bag, 2016).

The cost of construction should not exceed \$ 8.8 million that have been secured from the Paragon Development finance (Dzuke, & Naude, 2017). The building location is near Leicester's High cross shopping centre. The contractor should be able to deliver the work on time to avoid a bad reputation.

The building has to be completed by September 2024. If not, other than the possible cost increments, the reputation of the institution will suffer greatly. Upon the success of this project, two more projects, one of which is bigger will be approved (A, 2015). The project specifications for the two possible construction projects are as follows;

Table 3: Specifications for future projects

Name of project	Location	Number of bedrooms	Cost/budget
Sugar well court Development	Leeds	130	£ 6.8 million
Exeter Heavitree Road Development	Exeter	450	£ 15.0 million

Most suitable procurement arrangement

The most suitable procurement arrangement for this project is joint venture. During the construction of a building, a main contractor may subcontract other areas to reduce workload and increase efficiency. Heizer, Render, & Munson (2011) mention electrical installation, air

conditioning installation, plumbing, painting, and landscaping as examples of areas where the main contractor can subcontract.

Joint ventures are common practice among companies to enhance procurement efficiency. In a joint venture, two or more businesses combine their purchasing power for better procurement outcomes (Mishra, Kumar, & Garg, 2014). Joint ventures can be successfully established by following these steps.



The procurement partner you choose should have the same strengths as your own.

The procurement strengths of the joint venture partners must be shared in order for the joint venture to succeed. The joint venture model would work best for businesses that have expertise in sourcing and another business with expertise in technology procurement, for example (Narayanan, Natarajarathinam, & Winn, 2018).

Joint ventures can accelerate procurement. Purchasing products and services together can speed up the procurement process. Resources and information can be pooled and shared in a joint venture. Businesses can locate the best products and services more quickly and at a lower cost using this method (Puschmann, & Alt, 2015).

The best deals can be obtained by businesses through joint ventures. Joint ventures are a great way for businesses to obtain the best deals. The advantage of joining forces with another company is that a joint venture will be able to negotiate better prices for the market than a single company can (Puschmann, & Alt, 2015).



Figure .1 Best practices in Procurement for the project

Source: <https://images.app.goo.gl/mEUgfjXe9jTmNj6k7>

Suitable contract standard form

Fixed-Price Contracts

6

The phrase refers to the legal agreement between the project team and the company or individual providing the goods or services. Contracts usually specify quality, timeliness, and price of goods and services. It is possible to execute a fixed-price contract in several ways (Whitelock, 2012).

Unlike a variable-price contract, a fixed-price contract allocates clear responsibilities for goods, services, and commodities. Management of the work is one of the contractor's most important responsibilities. Quality and schedule progress are monitored by the project team to ensure contractors meet project requirements. Fixed-price contracts carry the risk of scope changes (Windisch, Sikanen, Röser, & Gritten, 2015).

P/V (ETS)

7

When change orders are required on projects, contractors usually charge a high price. ² Even when the price for the changes is included in the original contract, changing the project under a fixed-price contract will result in higher costs since the contractor is responsible for most of the costs. A contingency is added to the contract of contractors to cover their additional risk (Windisch, Sikanen, Röser, & Gritten, 2015).

According to their qualifications and performance histories, at least two suppliers should be able to fulfill the requirements of the fixed-price contract. Another requirement is that the scope of work probably won't change (Brewer, Ashenbaum, & Carter, 2013). It is critical to develop ² a clear scope of work based on good information for a fixed-price contract to include ³ creating a list of highly qualified bidders and drafting a contract to reflect the scope of the project.

It is the provider's responsibility to include profit into a fixed-total-cost contract when all costs are included. A contractor is responsible for assuming the risks resulting from an unexpected increase in labor and material costs incurred while providing the services or materials. These risks include both the changes in time frames and deadlines involved as well as the increased costs associated with labour and materials. Article Error (ETS)

The use of a fixed-price contract is preferred when the project is unusually long and requires a price adjustment. It is most common to use contracts with inflation-adjusted prices. Materials and labor costs in some countries can vary considerably within a few months, depending on the local currency. During ³ high inflation, the client is exposed to higher costs due to an inflation index adjusted to the contract price. ² Volatility of certain commodities can also be taken into account in a price adjustment contract. Depending on how oil prices affect the

project's costs, the client may prefer to include an option in the contract that allows for price adjustments.

A fixed-price contract incorporates an incentive fee as a reward if the project exceeds its baseline. It is possible to reward the achievement of a critical milestone in the project with an incentive in the contract. Penalty clauses are usually included in contracts when work isn't completed as agreed. If the new building isn't completed on time for the training session, a contract might penalize the subcontracting company every day it's late. When a delay adversely impacts the budget of a construction project that is critical to an organization, such as this, the penalty may apply.

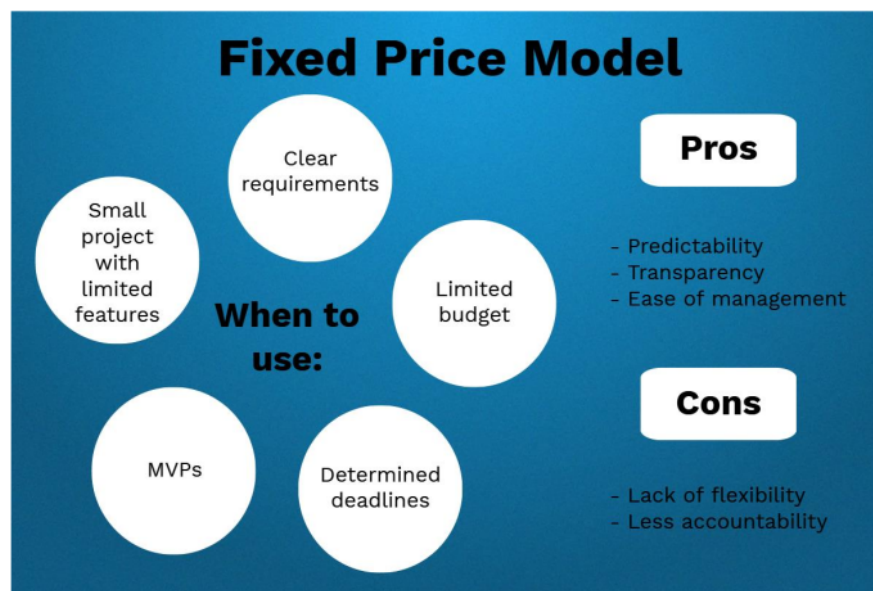


Figure.2 Explanation of Fixed price Contact

Source: <https://images.app.goo.gl/iUkaJYrkHTHXAu9>

2
If the service or material can be measured using standard units, the price per unit can be determined, but the quantity needed is unknown. Estimates of how many units will be used are the responsibility of the project team. If the estimate is incorrect, however, the project's costs will outweigh the budget, then contracts do not need to be changed if there is an error in the estimate.

Most suitable tendering strategy

Request for proposals approach

Contractors' abilities and competencies are evaluated through tenders in the construction industry. According to Dada (2013), the request for proposals approach should be favored because one of the minor objectives is maintaining the integrity of the institution after a previous project failed to deliver (Manchester).

Whenever a developer announces a project and asks for bids from qualified contractors, it is referred to as a request for proposal. Vendors and service providers are asked to provide goods and services using this method by procurement teams.

This method is always used by the government, as well as by many other organizations. There is a timeline for completing the work and an outline of what needs to be done in the statement of work. In addition to offering suggestions on how to prepare proposals and how to present them, the document also offers suggestions on how to prepare and present proposals.

Technical proposals are usually submitted in one envelope, while financial proposals are usually submitted in another. The financial proposal is sealed once the technical proposal has been approved or rejected. You can find the best-fit supplier through the request for proposal by providing a competitive environment.

The mechanism of agreeing price

Competitive bidding

For this 205 bedrom apartment project, the appropriate mechanism for agreeing price is the competitive bidding. In Competitive Bidding the developer client, will receive proposals from multiple contractors for a project. The client can then evaluate each proposal and select the contractor that is most suitable for the job. It is an effective method of ensuring that all prospective contractors have access to the same information and are submitting competitively priced bids.

When engaging in Competitive Bidding, clients should ensure that they have a clear and concise Request for Proposal (RFP) document that outlines the scope of work and budget. The client should also specify the minimum requirements and any special criteria that may apply. This helps ensure that the contractor submitting the lowest bid is not necessarily the most suitable contractor for the job(Tachizawa, & Wong, 2015).Competitive Bidding is a mechanism for agreeing on price with the main contractor(s).

By using Competitive Bidding as a mechanism for agreeing the price, clients can be confident that they are selecting the best contractor for the job at a fair market price. This is particularly important for large-scale construction projects, where selecting the wrong contractor could lead to costly delays or unsatisfactory results.

Importance of developing and maintain relationship

The procurement process is all about relationships. The relationship between the client and the stakeholders involved in the procurement process must be strong and well maintained in order for it to be successful. Without strong relationships, the entire process can become difficult

and inefficient. Good relationships are important because they help ensure that everyone involved in the process has a clear understanding of what is expected of them (Whittaker, 2017). If all of the stakeholders understand their roles and responsibilities, then the process will be much smoother and less likely to experience delays or misunderstandings. Good relationships also help to promote trust between the client and stakeholders. This trust is essential for building a successful partnership, and it is critical to ensure that everyone involved in the process can work together and share information freely.

Also, good relationships are important because they can help to reduce conflict. When stakeholders have a good understanding of each other's roles and responsibilities, it is much less likely that disputes or disagreements will arise during the procurement process. Good relationships encourage communication and collaboration between stakeholders, which can lead to faster resolution of any issues that may arise.

The procurement process requires good relationships between the client and stakeholders. This is essential to ensure that both parties understand the needs of the project and can work together effectively to reach a successful outcome. Here are some steps that the client and the stakeholders can take to develop a strong relationships in the procurement process:

1. Build trust. Relationships between the client and stakeholders should be built on mutual trust and respect (Day, Reynolds, & Lancaster, 2019). Client and stakeholders should work together to develop common goals and show a genuine interest in understanding each other's needs.

2. Communicate openly. Open communication is key to developing good relationships. All parties ought to make sure they listen to each other and strive to understand each other's perspectives.

3. Show respect. Respect is essential when dealing with clients and stakeholders. Client and stakeholders should Show respect for each other's opinions and viewpoints to help build a positive relationship.

4. Be transparent. Be open and honest about your intentions and expectations. Make sure everyone is aware of any potential risks or issues that could arise in the procurement process.

5. Cooperate. All parties should strive to develop a cooperative attitude by working together to find solutions that are beneficial for everyone involved.

By following these steps, the client and stakeholders can ensure that their relationships remain strong throughout the procurement process. Doing so will help to ensure a successful outcome for all parties involved.

Developing good relationships with clients and stakeholders starts with establishing a positive rapport. Building trust is key to successful relationships, so it's important to be open and honest in all communications. Setting clear expectations and having open conversations about the goals of the project can help to set the tone for a successful relationship. It's also important to be aware of potential conflicts of interest between parties, as these can lead to disagreements and stalling of the project. Working closely with the client and stakeholders to identify any potential issues early on can help to ensure that all parties are on the same page and working towards the same objectives.

It's important to remain open-minded when developing relationships with clients and stakeholders. Negotiating solutions that benefit all parties is essential in order to maintain good relationships and reach mutually beneficial agreements.

The relevance of supply chain management

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A supply chain management system is essential to this construction project for the following reasons:

Efficiency is higher

Developers are able to prepare backup plans for raw material availability and manufacturing delays when stakeholders have real-time information about raw material availability and manufacturing processes. For example, finding a backup raw material supplier is one way to prevent further delays (Brewer, Ashenbaum, & Carter, 2013). The lack of access to real-time data is one of the biggest problems developers face, which can lead to problems like out-of-stock inventory or late shipments to customers (Mishra, Kumar, & Garg, 2014).

It is possible to avoid delays when parties have real-time information at their disposal. In the event that necessary resources aren't available, supervisors may have to reschedule some activities. Depending on the availability of the epoxy, painting may be conducted first (Windisch, Sikanen, Röser, & Gritten, 2015).

Keeping up with demand

Approximately a quarter of the budget is allocated to miscellaneous. In the course of the project, materials and other resources may become necessary that couldn't be anticipated in advance (Dada, 2013). If these become recurring, it would be helpful to order parts when they're needed otherwise work may be slowed. This applies both to main you, as a developer,. (Brewer, Ashenbaum ,& Carter, 2013).

Shipping optimization

The State of Logistics Report by Logistics Management estimates that freight transportation costs rose by 7% between 2016 and 2017. The rise in shipping costs has had a negative impact on shipping optimization. Less-than-truckloads increased by 6.6%, whereas full truckloads increased by 6.4%. As shipping costs rise, supply chain managers must optimize their shipping strategies. If you determine the most efficient method of shipping to a construction site, deliveries will arrive sooner and costs will be minimized. In so doing, construction costs are reduced as well as client satisfaction is improved (Narayanan, Natarajarathinam, & Winn, 2018).

Reduced overhead costs

The cost of low-speed inventory can be reduced by storing fewer low-speed items to make room for faster moving items when you accurately predict demand (Whitelock, 2012). Warehouse fulfillment involves substantial overhead costs. You can reduce these costs by optimizing warehouse layouts and automating your inventory management system.

Unnecessary spending can also be identified in order to achieve leaner operations. In cases where logistics costs are high, switching to a cheaper provider may be a good idea (Dzuke,& Naude, 2017).

Improved risk mitigation

Data can be analyzed big-picture and granularly to identify potential supply chain risks (Andersen,& Rask, 2013). Instead of reacting to issues such as disruptions in supply chains or quality control problems, you should take proactive measures in order to avoid negative

effects. Leaner operations can be achieved by understanding risks as well. As a developer, you could reduce inventory by 22% if you better understood supply chain risks (Cox, 2013).

Improved cash flow

You, as the developer, can also benefit from supply chain management systems in addition to the benefits already described, such as making better decisions, selecting the right partners, predicting market changes accurately, and reducing supply chain disruptions. Despite that, there are other factors involved. The bottom line is also improved as a result of these changes. A reliable supplier will reduce disruptions and help you satisfy your clients more quickly. This will improve your cash flow and provide you with an opportunity to invoice more quickly (and to get paid more quickly). Positive cash flow can also be achieved by reducing overhead costs and reducing wasteful spending (Puschmann,& Alt, 2015).

When disruptions occur in a supply chain, they ripple throughout the entire chain. Positive aspects, meanwhile, are no different. Having an effective supply chain management system facilitates the efficient and seamless ⁴ flow of information, goods, and services from the point of procurement to the point of delivery (Puschmann,& Alt, 2015).

Agility

Article Error (ETS)

Managing supply chain is key to remaining flexible and capable of coping with unforeseen issues and variability as a developer. It is possible to streamline supply chain processes and increase visibility in order to diagnose problems and find appropriate solutions more quickly. Contingency plans and what-if scenarios can also help you evaluate your options and find the best solution for your organization (Brewer, Ashenbaum, & Carter, 2013).



Figure.3 Supply chain management system for this project

Source: <https://images.app.goo.gl/vzUyxjdpdpLy5RvS6>

Conclusion

Procurement and supply chain management involve planning, acquiring, and organizing goods and services to ensure that client needs are met. This procurement process aims to provide the right products and services in the right quantities and at the right time for construction. To ensure a timely and efficient flow of goods to clients, the above-mentioned manager is responsible.

There are four main categories of procurement in the construction of the eight-storey building above: purchasing, sourcing, contracting, and contracting management. Through formal or informal channels, purchasing involves the acquisition of goods and services. Suppliers, distributors, and manufacturers are among the sources. Providing goods and services under specific conditions or at a future date is the process of contracting. Managing contract resources and overseeing the contract process is part of contract management.

As a developer, you will handle most of the duties since the entire construction process will be contracted out. This will reduce your workload overall. It cannot be overstated how important it is for the client and all other partners to maintain a good working relationship. The budget is limited and therefore, all stakeholders has to be extra vigilant to mitigate all the risks that might result to high prices.

The specific steps in the procurement process can vary depending on the size and complexity of the project, the type of goods or services being procured, and the procurement policies and procedures of the organization. However, the overall goal is to ensure that the goods

or services being procured meet the needs of the organization and are obtained at the best value for the organization.

Effective procurement can help organizations save money, improve efficiency, and ensure the quality and timeliness of goods and services. It is an important function in any organization and requires careful planning, coordination, and communication to ensure that it is carried out successfully.

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Glossary

Billof lading: An agreement between a carrier and a recipient for the delivery of goods from one place to another (consignee).

Billof quantities: A specification and a quantitative estimation of all the materials (usually custom-designed) required for a construction project or in the production of machinery, provided to bidders for the purpose of determining prices.

Blanket purchase order: A purchase order is a form of purchase order that is ordinarily created to work with repetitive requirements and emergency fixes when the goods and services involved are low value, while reducing the administrative burden.

Buyer: A member of the procurement team who is responsible for ensuring all procurement activities are completed according to applicable rules, regulations, policies, and procedures. UN entities that are parties to contracts are also referred to as buyers.

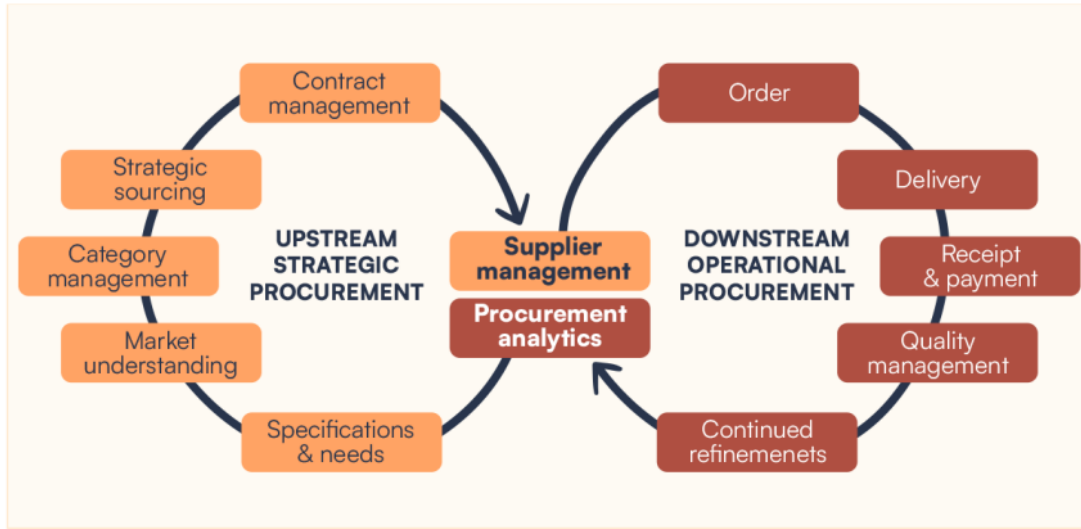
Contract: A contract is a legally binding document defining the terms and conditions of an agreement between an organization and one or more suppliers, including the rights and duties of the organization and the supplier, when dealing with UN procurements. This document defines the terms and conditions, including the rights and duties of both parties. There are numerous different types of contracts, for example, agreements, purchase orders, memorandums of understanding, letters of assistance, and so forth.

Contractor: Parties to a purchase agreement with the organization are considered parties to the contract. Contractors may take a variety of forms, such as an individual person, a corporation (either a privately held or a publicly traded corporation), a partnership or even a government agency, depending on the circumstances.

Costestimate: A method of estimating a supplier's charges or costs.

Appendices

Appendix ¹.1



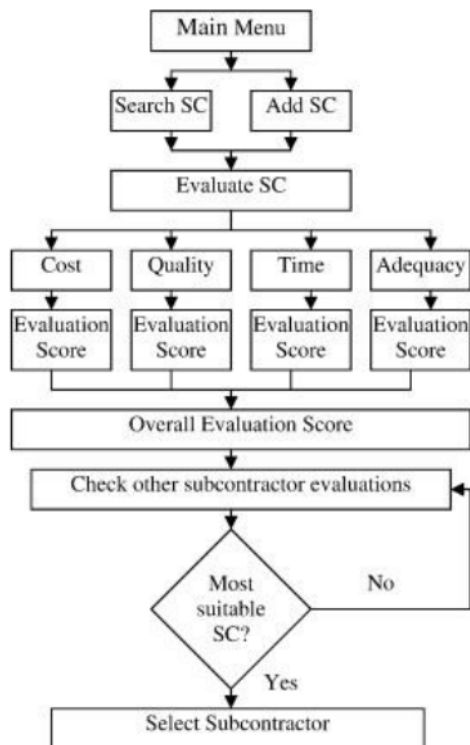
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Appendix ².2

The 7 Steps to a Successful Procurement Process



Appendix 3



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Selection of Contact Flow Chart

ORIGINALITY REPORT

5%

SIMILARITY INDEX

2%

INTERNET SOURCES

1%

PUBLICATIONS

4%

STUDENT PAPERS

PRIMARY SOURCES

1

Submitted to University of Northumbria at Newcastle

Student Paper

2%

2

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3

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FINAL GRADE

41 / 100

GENERAL COMMENTS

Instructor

Dear student,

1. Your stated procurement strategy is not convincing.

Briefly, what are the procurement options?

Joint venture with who and why?

JVs are typically the contractor's own choice if to go into a joint venture. It's not a strategy the client or the client's advisors can prescribe!

2. Your work is full of short sentences and paragraphs, which are typically unsuitable to convey the full meaning.

3. All figures used must be cited.

4. **No explicit standard form.** This is not a discussion on standard forms of contract. You are actually presenting on pricing mechanisms (price determination strategies).

5. No clear tendering and pricing mechanisms.

6. Relevance of client-stakeholder relationships has been ignored.

Too generic!

You did not relate it to the project. Relate it to the issues the project is facing around stakeholder

engagement to deal with the specific concerns raised.
You have not discussed these at all.

PAGE 1

PAGE 2



Article Error You may need to use an article before this word.



Frag. This sentence may be a fragment or may have incorrect punctuation. Proofread the sentence to be sure that it has correct punctuation and that it has an independent clause with a complete subject and predicate.



Frag. This sentence may be a fragment or may have incorrect punctuation. Proofread the sentence to be sure that it has correct punctuation and that it has an independent clause with a complete subject and predicate.



Frag. This sentence may be a fragment or may have incorrect punctuation. Proofread the sentence to be sure that it has correct punctuation and that it has an independent clause with a complete subject and predicate.



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Article Error You may need to use an article before this word.



Frag. This sentence may be a fragment or may have incorrect punctuation. Proofread the sentence to be sure that it has correct punctuation and that it has an independent clause with a complete subject and predicate.

PAGE 3



Article Error You may need to use an article before this word. Consider using the article **the**.



Article Error You may need to use an article before this word.



Article Error You may need to use an article before this word.



Article Error You may need to use an article before this word.

PAGE 4



Missing "," You may need to place a comma after this word.



P/V You have used the passive voice in this sentence. Depending upon what you wish to emphasize in the sentence, you may want to revise it using the active voice.

PAGE 5



Article Error You may need to use an article before this word. Consider using the article **the**.



Article Error You may need to remove this article.



Proper Noun If this word is a proper noun, you need to capitalize it.



Prep. You may be using the wrong preposition.



Article Error You may need to remove this article.



Article Error You may need to remove this article.



Sentence Cap. Remember to capitalize the first word of each sentence.



Comment 1 |  1] PRESENTING

use et. al



Article Error You may need to use an article before this word. Consider using the article **a**.

PAGE 6



Missing "," You may need to place a comma after this word.

PAGE 7



Article Error You may need to remove this article.



Comment 2 |  3] THE PLAN

Really?

How can you reference this? What exactly are you referencing in this statement? I gave you these details, right?



Comment 3 | 3] THE PLAN

What are the implications of this? What should the client think about when designing their procurement strategy?



Article Error You may need to remove this article.



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Comment 4 | 3] THE PLAN

Briefly, what are the options?

Joint venture with who and why?

Not convinced!

JVs are typically the contractor's own choice if to go into a joint venture. It's not a strategy the client or the client's advisors can prescribe!



Article Error You may need to use an article before this word.

PAGE 8



Sp. This word is misspelled. Use a dictionary or spellchecker when you proofread your work.



Comment 5 | 3] THE PLAN

Where are the steps?

Steps will typically be listed and numbered, but you haven't done that!



Sp.
Spelling error

PAGE 9



Comment 6 | 3] THE PLAN

This is not a discussion on standard forms of contract. You are actually presenting on pricing mechanisms (price determination strategies).



Article Error You may need to remove this article.



Article Error You may need to use an article before this word. Consider using the article **the**.



P/V You have used the passive voice in this sentence. Depending upon what you wish to emphasize in the sentence, you may want to revise it using the active voice.



Comment 7 |  1] PRESENTING

Use et al, e.g.

(Windisch, et. al, 2015)

PAGE 10



Article Error You may need to remove this article.

PAGE 11

PAGE 12



Prep. You may be using the wrong preposition.



Article Error You may need to use an article before this word.



Article Error You may need to use an article before this word.



P/V You have used the passive voice in this sentence. Depending upon what you wish to emphasize in the sentence, you may want to revise it using the active voice.



P/V You have used the passive voice in this sentence. Depending upon what you wish to emphasize in the sentence, you may want to revise it using the active voice.



Article Error You may need to use an article before this word. Consider using the article **the**.



Article Error You may need to use an article before this word. Consider using the article **the**.



Article Error You may need to use an article before this word. Consider using the article **a**.

PAGE 13



Sp. This word is misspelled. Use a dictionary or spellchecker when you proofread your work.



Article Error You may need to use an article before this word.



Missing "," You may need to place a comma after this word.



Article Error You may need to use an article before this word. Consider using the article **the**.



Article Error You may need to use an article before this word.



Article Error You may need to use an article before this word. Consider using the article **the**.



Article Error You may need to use an article before this word. Consider using the article **the**.



Article Error You may need to use an article before this word.



Comment 8 |  4] SC MGMT

Too generic!

You did not relate it to the project. Relate it to the issues the project is facing around stakeholder engagement to deal with the specific concerns raised. You have not discussed these at all.

PAGE 14



Article Error You may need to use an article before this word.



Wrong Article You may have used the wrong article or pronoun. Proofread the sentence to make sure that the article or pronoun agrees with the word it describes.



Article Error You may need to remove this article.

PAGE 15

PAGE 16



Missing "," You may need to place a comma after this word.



Comment 9 |  5] RELATIONS

Too generic as with the previous section! Please read the question and address the issues raised

Possessive You may need to use an apostrophe to show possession.



PAGE 17

PAGE 18



Article Error You may need to use an article before this word. Consider using the article **the**.

PAGE 19

PAGE 20



Article Error You may need to remove this article.



Missing "," You may need to place a comma after this word.



S/V This subject and verb may not agree. Proofread the sentence to make sure the subject agrees with the verb.

PAGE 21

PAGE 22

PAGE 23

PAGE 24

PAGE 25



Article Error You may need to use an article before this word.



Article Error You may need to use an article before this word.



Sp. This word is misspelled. Use a dictionary or spellchecker when you proofread your work.

PAGE 26

PAGE 27

1] PRESENTING (7%)

6 / 10

PRESENTATION (7.5%)

>90% (HIGHER DISTINCTION) (10)	DEMONSTRATES OUTSTANDING ABILITY TO: Present the work paying attention to structure/style, logic/rigour, grammar and spelling, references
80-89% (DISTINCTION) (9)	DEMONSTRATES EXCELLENT ABILITY TO: Present the work paying attention to structure/style, logic/rigour, grammar and spelling, references
70-79% (DISTINCTION) (8)	DEMONSTRATES EXCELLENT ABILITY TO: Present the work paying attention to structure/style, logic/rigour, grammar and spelling, references
60-69% (COMMENDATION) (7)	DEMONSTRATES GOOD ABILITY TO: Present the work paying attention to structure/style, logic/rigour, grammar and spelling, references
50-59% (PASS) (6)	DEMONSTRATES ADEQUATE ABILITY TO: Present the work paying attention to structure/style, logic/rigour, grammar and spelling, references
40-49% (MARGINAL FAIL) (5)	DEMONSTRATES INADEQUATE ABILITY TO: Present the work paying attention to structure/style, logic/rigour, grammar and spelling, references
30-39 (FAIL) (4)	DEMONSTRATES INADEQUATE ABILITY TO: Present the work paying attention to structure/style, logic/rigour, grammar and spelling, references
20-29 (POOR FAIL) (3)	DEMONSTRATES LITTLE TO NO ABILITY TO: Present the work paying attention to structure/style, logic/rigour, grammar and spelling, references
10-19 (POOR FAIL) (2)	DEMONSTRATES LITTLE TO NO ABILITY TO: Present the work paying attention to structure/style, logic/rigour, grammar and spelling, references
0-9 (VERY POOR FAIL) (1)	DEMONSTRATES VERY LITTLE TO NO ABILITY TO: Present the work paying attention to structure/style, logic/rigour, grammar and spelling, references
NO ATTEMPT (0)	DEMONSTRATES NO ABILITY TO: Present the work paying attention to structure/style, logic/rigour, grammar and spelling, references

2] EX SUMMARY (5%)

6 / 10

EXECUTIVE SUMMARY & INTRODUCTION (5%)

>90% (HIGHER DISTINCTION) (10)	DEMONSTRATES OUTSTANDING ABILITY TO: Write a comprehensive INTRODUCTION as well as a comprehensive EXECUTIVE SUMMARY (includes key elements such as purpose or report, background, proposals and key conclusions)
80-89% (DISTINCTION) (9)	DEMONSTRATES EXCELLENT ABILITY TO: Write a comprehensive INTRODUCTION as well as a comprehensive EXECUTIVE SUMMARY (includes key elements such as purpose or report, background, proposals and key conclusions)

70-79% (DISTINCTION) (8)	DEMONSTRATES EXCELLENT ABILITY TO: Write a comprehensive INTRODUCTION as well as a comprehensive EXECUTIVE SUMMARY (includes key elements such as purpose or report, background, proposals and key conclusions)
60-69% (COMMENDATION) (7)	DEMONSTRATES GOOD ABILITY TO: Write a comprehensive INTRODUCTION as well as a comprehensive EXECUTIVE SUMMARY (includes key elements such as purpose or report, background, proposals and key conclusions)
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NO ATTEMPT (0)	DEMONSTRATES NO ABILITY TO: Write a comprehensive INTRODUCTION as well as a comprehensive EXECUTIVE SUMMARY (includes key elements such as purpose or report, background, proposals and key conclusions)

3] THE PLAN (40%)

4 / 10

DETAILED PROCUREMENT PLAN FOR THE CLIENT (40%)

>90% (HIGHER DISTINCTION) (10)	DEMONSTRATES OUTSTANDING ABILITY TO: A detailed procurement plan providing a 'road map' for the client, demonstrating how you propose they should procure each of the works and services, how the client can ensure that the scheme is completed within budget and on time, how the client will be involved at each stage of the process, and other specific consultants and project participants you propose they should procure and their primary roles in the process, giving due consideration should be given to the most suitable procurement arrangement, the main contract, tendering arrangements and the mechanism for pricing and payment for the project.
80-89% (DISTINCTION) (9)	DEMONSTRATES EXCELLENT ABILITY TO: Develop a detailed procurement plan providing a 'road map' for the client, demonstrating how you propose they should procure each of the works and services, how the client can ensure that the scheme

is completed within budget and on time, how the client will be involved at each stage of the process, and other specific consultants and project participants you propose they should procure and their primary roles in the process, giving due consideration should be given to the most suitable procurement arrangement, the main contract, tendering arrangements and the mechanism for pricing and payment for the project.

70-79% (DISTINCTION) (8)	DEMONSTRATES EXCELLENT ABILITY TO: Develop a detailed procurement plan providing a 'road map' for the client, demonstrating how you propose they should procure each of the works and services, how the client can ensure that the scheme is completed within budget and on time, how the client will be involved at each stage of the process, and other specific consultants and project participants you propose they should procure and their primary roles in the process, giving due consideration should be given to the most suitable procurement arrangement, the main contract, tendering arrangements and the mechanism for pricing and payment for the project.
60-69% (COMMENDATION) (7)	DEMONSTRATES GOOD ABILITY TO: Develop a detailed procurement plan providing a 'road map' for the client, demonstrating how you propose they should procure each of the works and services, how the client can ensure that the scheme is completed within budget and on time, how the client will be involved at each stage of the process, and other specific consultants and project participants you propose they should procure and their primary roles in the process, giving due consideration should be given to the most suitable procurement arrangement, the main contract, tendering arrangements and the mechanism for pricing and payment for the project.
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40-49% (MARGINAL FAIL) (5)	DEMONSTRATES INADEQUATE ABILITY TO: Develop a detailed procurement plan providing a 'road map' for the client, demonstrating how you propose they should procure each of the works and services, how the client can ensure that the scheme is completed within budget and on time, how the client will be involved at each stage of the process, and other specific consultants and project participants you propose they should procure and their primary roles in the process, giving due consideration should be given to the most suitable procurement arrangement, the main contract, tendering arrangements and the mechanism for pricing and payment for the project.
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4] SC MGMT (20%)

4 / 10

THE RELEVANCE OF SUPPLY CHAIN MANAGEMENT (20%)

>90% (HIGHER DISTINCTION) (10)	DEMONSTRATES OUTSTANDING ABILITY TO: Provide a critical analysis of the relevance of supply chain management and the extent to which the client should
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consider collaborative approaches for the proposed project in view of their overall business needs and future projects.

80-89% (DISTINCTION) (9)	DEMONSTRATES EXCELLENT ABILITY TO: Provide a critical analysis of the relevance of supply chain management and the extent to which the client should consider collaborative approaches for the proposed project in view of their overall business needs and future projects.
70-79% (DISTINCTION) (8)	DEMONSTRATES EXCELLENT ABILITY TO: Provide a critical analysis of the relevance of supply chain management and the extent to which the client should consider collaborative approaches for the proposed project in view of their overall business needs and future projects.
60-69% (COMMENDATION) (7)	DEMONSTRATES GOOD ABILITY TO: Provide a critical analysis of the relevance of supply chain management and the extent to which the client should consider collaborative approaches for the proposed project in view of their overall business needs and future projects.
50-59% (PASS) (6)	DEMONSTRATES ADEQUATE ABILITY TO: Provide a critical analysis of the relevance of supply chain management and the extent to which the client should consider collaborative approaches for the proposed project in view of their overall business needs and future projects.
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20-29 (POOR FAIL) (3)	DEMONSTRATES LITTLE TO NO ABILITY TO: Provide a critical analysis of the relevance of supply chain management and the extent to which the client should consider collaborative approaches for the proposed project in view of their overall business needs and future projects.
10-19 (POOR FAIL) (2)	DEMONSTRATES LITTLE TO NO ABILITY TO: Provide a critical analysis of the relevance of supply chain management and the extent to which the client should consider collaborative approaches for the proposed project in view of their overall business needs and future projects.
0-9 (VERY POOR FAIL) (1)	DEMONSTRATES VERY LITTLE TO NO ABILITY TO: Provide a critical analysis of the relevance of supply chain management and the extent to which the client should consider collaborative approaches for the proposed project in view of their overall business needs and future projects.
NO ATTEMPT (0)	DEMONSTRATES NO ABILITY TO: Provide a critical analysis of the relevance of supply chain management and the extent to which the client should consider collaborative approaches for the proposed project in view of their overall business needs and future projects.

THE IMPORTANCE OF DEVELOPING AND MAINTAINING RELATIONSHIPS (20%)

>90% (HIGHER DISTINCTION) (10)	DEMONSTRATES OUTSTANDING ABILITY TO: Provide a critical analysis of the importance of developing and maintaining relationships between the client and stakeholders in the procurement process, paying attention to the significant issues on the project and how they can be mitigated.
80-89% (DISTINCTION) (9)	DEMONSTRATES EXCELLENT ABILITY TO: Provide a critical analysis of the importance of developing and maintaining relationships between the client and stakeholders in the procurement process, paying attention to the significant issues on the project and how they can be mitigated.
70-79% (DISTINCTION) (8)	DEMONSTRATES EXCELLENT ABILITY TO: Provide a critical analysis of the importance of developing and maintaining relationships between the client and stakeholders in the procurement process, paying attention to the significant issues on the project and how they can be mitigated.
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50-59% (PASS) (6)	DEMONSTRATES ADEQUATE ABILITY TO: Provide a critical analysis of the importance of developing and maintaining relationships between the client and stakeholders in the procurement process, paying attention to the significant issues on the project and how they can be mitigated.
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NO ATTEMPT (0)	DEMONSTRATES NO ABILITY TO: Provide a critical analysis of the importance of developing and maintaining relationships between the client and stakeholders in the procurement process, paying attention to the significant issues on the project and how they can be mitigated.
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6] CONCLUSION (7%)

4 / 10

CONCLUSIONS AND RECOMMENDATIONS (10%)

>90% (HIGHER DISTINCTION) (10)	DEMONSTRATES OUTSTANDING ABILITY TO: Write Conclusions and recommendations to a report
80-89% (DISTINCTION) (9)	DEMONSTRATES EXCELLENT ABILITY TO: Write Conclusions and recommendations to a report
70-79% (DISTINCTION) (8)	DEMONSTRATES EXCELLENT ABILITY TO: Write Conclusions and recommendations to a report
60-69% (COMMENDATION) (7)	DEMONSTRATES GOOD ABILITY TO: Write Conclusions and recommendations to a report
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40-49% (MARGINAL FAIL) (5)	DEMONSTRATES INADEQUATE ABILITY TO: Write Conclusions and recommendations to a report
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