



## Factsheet



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@ITS\_BV

## International Tender Services (ITS) B.V.

International Tender Services (ITS) is a legal consultancy firm specialised in public procurement, in particular the managing, supervising and executing complex European Tender procedures on behalf of all types of national and international contracting authorities. ITS was founded in 1989 as one of the first procurement agencies in the Netherlands. Since its founding ITS has successfully assisted contracting authorities in an excess of 1.500 procedures.

ITS has a clear vision on purchasing and contracting. Procurement and contracting must be regarded as the means to contribute to achieve the goals of our clients. This vision we carry out with all our highly motivated, experienced and knowledgeable staff members.

Our vision 'Purchasing and contracting as the means to contribute to the goals of our clients' allows ITS to offer various possibilities in the field of purchasing and contracting. Depending on the question at hand, there are several solutions available.

Our services could include:

- European tenders
- Best Value Procurement
- Legal / Procurement Consultancy
- Procurement training
- Dispute mediation / arbitration
- Contract management
- Procurement Audit and Evaluation
- Developing procurement Policies and Procedures

## European tenders

What distinguishes ITS from other consultancy firms is that we are able, based on our skills and experience, to virtually apply all available purchasing methods and purchasing strategies to shape a procedure within the strict limitations of European procurement legislation. This makes it possible for clients to achieve their goals. This applies to all contracts to be procured, where it makes no difference whether a works contract, supply contract or a services contract is involved.

Besides the 'traditional' procurement procedures (such as the open procedure and the restricted procedure) ITS performs with some regularity special and complex procedures like:

- market consultations
- public concessions (e.g. public transportation services)
- execution of highly complex competitive dialogues

ITS has developed formats for European tenders, but the actual strength of ITS is to shape the procurement strategy based on the objective(s) of the client. We are therefore able to shape complex procedures with a high legal risk of failure and of strategic importance and able to execute, supervise and successfully complete those procedures.

## Best Value Procurement

In recent years increasingly it became apparent that the traditional form of procurement with minimum standards and a wide range of requirements not always suffices to obtain the desired result. Thus, delays and exceeding budgets became the rule rather than the exception, while the knowledge and the innovative capacity in present in the market was left unused. In addition, in a number of segments the price levels have become so low that the normal performance of the contract is nearly impossible. A procurement method that limits these negative effects is Best Value Procurement (also known as Performance Information Procurement System (PIPS)). In this method, the supplier is approached from a different angle. After all, the supplier should be, in general, the expert. With this in mind, the vendor space offered by the insurance to this expert role in favour of the client to deploy and deliver maximum value to and mitigate risks. Finding a provider which sticks out and who knows what he is talking about is the general goal of this tender method.

## Legal / Procurement Consultancy

With purchasing, procurement and contracting legal issues often play a major role. These legal issues are not confined to the European procurement. ITS specializes in all legal issues associated with purchasing, procurement and contracting. ITS distinguishes itself with the legal advice that next to specific legal expertise also present extensive knowledge in the field of purchasing and procurement markets. ITS provides legally sound advice but also with a pragmatic and practical outlook so that these opinions correctly in practice lead to concrete solutions.

## Procurement Training

ITS provides training in the legal aspects related to procurement and contracting. These courses are given from a pragmatic and practical perspective.

The purpose of the training is to share knowledge and further the clients organisation in the professionalising with regard to the important aspects of procurements. Classes are taught at different levels and with different depth, a lecture on the procurement of the integrated contract (e.g. Design & Build), to a full course 'European Procurement Regulations'.

## Dispute mediation / arbitration

The activities of ITS focus primarily on advising and guiding contracting authorities with regard to all aspects of Public Procurement.

Characterizing for our work in the contract phase is the maximal attention for the possible occurrence of ambiguities or disputes during the implementation phase. In practice, however, because of unforeseen circumstances during the execution a dispute may still occur. In addition, when during the pre-contractual phase insufficient attention has been given to the developments in the near to mid-term future, a dispute may also occur.

ITS consultants have more than sufficient insight and expertise, if despite the focus to avoid these negative consequences in the implementation phase, to assert a mediating role. Due to the nature of our services ITS is regularly involved in solving such problems. The extensive legal knowledge combined with years of experience constitute a stable and pragmatic basis.

## Contract management

It is the experience of ITS that many purchasing results are solely obtained on paper and are not fully achieved in practice. And that's a missed opportunity!

With the guidance of a European tender or complex procurement process the consultant of ITS will therefore take into account the characteristics of the organization and will suggest a suitable and practical method of contract management to the client.

In a later phase, after the conclusion of the contract, ITS is able to support you in the implementation and execution of contract.

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