



Association for the Improvement of American Infrastructure

Together, we move P3s forward.

The Need for Procurement Guidelines

So, you have a law authorizing the use of public-private partnerships (P3s) for project procurement.

Great! Now what?

Without the right guidelines and procedures, the chances of delivering successful projects are low. Procurement guidelines and process management procedures are critical to the success of any project (transportation, facilities, or social services) but, in the case of a P3 procurement model, guidelines are vital to ensure that the process is transparent, fair, and all regulations are followed.

Proper procurement guidelines provide necessary grounding in economic and legal reality for all parties involved in the procurement, and for some parties who, while not directly involved, are still invested in a fair procurement process.

What clear procurement guidelines mean for the government:	What clear procurement guidelines mean for the private sector:	What clear procurement guidelines mean for the tax/rate payers:
<p>A clear set of rules that are understood by all elected officials, appointed officials, and government professionals</p> <p>Rules for the management of project procurement, project pipeline, and the program at large that will keep the movement going forward</p> <p>Provision of a written set of policies that will survive to serve the project and programs beyond the tenure of any one elected or appointed official</p> <p>Maintain that all activities associated with a project meet all legal and regulatory requirements</p>	<p>A clear set of rules that must be followed by all private sector firms bidding on a project</p> <p>A clear set of rules that must be followed by all public sector offices involved in the project</p> <p>A statement that all will be held to that same set of rules, the procurement will be fair to all parties, and a sense of timeline and costs</p> <p>A commitment that there is a clear path toward project close</p>	<p>Guidelines to demonstrate that the government is working in the best interest of the residents and for the best value for money</p> <p>Rules to help ensure that the process is transparent and understandable resulting in greater trust that the right thing will be done</p> <p>Guidelines that provide for and encourage public discussion regarding the project in a meaningful way</p>

AIAI’s goal is to support all public sector officials and offices looking to utilize innovative project delivery as they address their capital project plans. Core to the success of these projects is the creation of procurement guidelines. Our team is available to provide examples and personal accounts of what works and does not work when it comes to guidance, as well as to share best practices with the public sector, with the ultimate goal of successfully moving infrastructure forward.