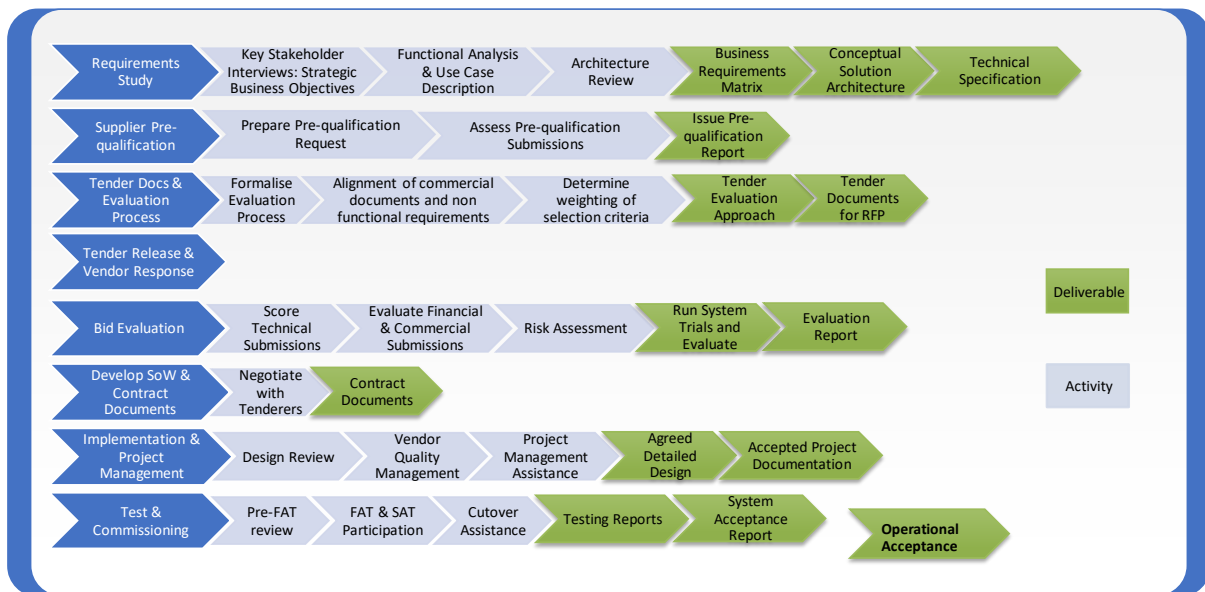


Procurement for SCADA/EMS and DTS Solution

Project Overview

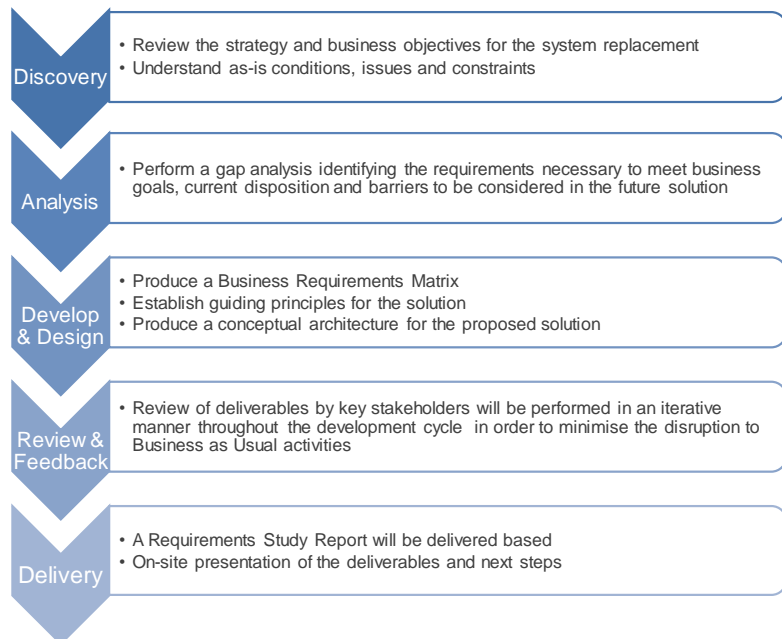
DGA Consulting was engaged on a multi-year project to provide consultancy services for a replacement SCADA/EMS and DTS. The works involved development of the requirements definition, and assistance during the procurement and implementation phases of the system (refer to diagram below). This case study considers the activities involved in the pre-implementation (procurement) phase of the project.



Business Requirements and Functional Specification

A comprehensive set of requirements is a critical component for any procurement process to ensure a 'fit for purpose' solution is being procured. Developing the requirements specifications was an interactive process working closely with the client to understand their objectives and develop the business requirements matrix to reflect those requirements.

Building on the requirements specifications, DGA Consulting utilised its functional requirements library to develop the functional specifications against which vendors' solutions needed to comply. DGA Consulting's significant experience in requirements development, supported by its requirement library, acted as an accelerator for this part of the project.



Supplier Pre-Qualification

Section 6 Pre-Qualification Forms

Table of Forms

Application Submission Form

Form ELI - 1.1 Applicant Information Form

Form CON - 2.1 Historical Contract Non-Performance, Pending Litigation and Litigation History

Form FIN - 3.1 Financial Situation and Performance

Form FIN - 3.2 Average Annual Project Turnover

Form EXP - 4.1 SCADA/EMS Project Experience

Form EXP - 4.2 Specific SCADA/EMS Project Experience

Form EXP - 4.3 Proposed Project Personnel

Form EXP - 4.4 Functional Availability and Maturity

Additional Information

This activity identified a shortlist of vendors capable of delivering this critical system. Key areas of review included:

- Recent experience for similar projects
- System features expected of modern EMS/SCADA
- Development roadmap
- Customer references
- Previous delivery issues

This process resulted in the identification of 5 shortlisted vendors and delivered an enhanced understanding of their current solutions.

Tender Documentation and Evaluation Process

DGA Consulting assisted the client in ensuring a complete set of tender documentation was issued to each of the pre-qualified vendors including all technical and commercial documents. In parallel, DGA Consulting produced a formal evaluation approach for both the technical and commercial assessment of the vendors with tools including scoresheets, weighting tables and evaluation matrix.

Bid Evaluation and Contract Award

The evaluation process started with independent scorers providing an assessment of responses against the technical criteria resulting in several clarifications required from vendors on their initial responses.

Commercial contract conditions were also assessed in parallel with the technical assessment with pricing reviewed at the end of the first evaluation process determining the shortlisted vendors for the system trial.

DGA Consulting prepared a detailed agenda and managed the system trials for the shortlisted vendors with the result of the trial updating the evaluation scores to select the preferred vendor.

DGA Consulting assisted the client in their final contract negotiations resulting in the contract award to the preferred vendor.

Benefits from DGA Consulting's Assistance

DGA Consulting's involvement in the procurement process has delivered several benefits to the client including:

- Acceleration of the requirements specification process.
- Confidence in a robust and comprehensive specification for tendering.
- Transparent and rigorous vendor evaluation process.
- Commercial evaluation to minimise lifecycle costs to the client.
- Clear contractual position to ensure clarity for any future vendor disputes.

