

Process	Description	Pros and Cons	Timescales
Competitive Dialogue (EU Regulated Process)	3 stage process (Qualification / Dialogue / Tender) Best for strategic / complex requirements	Allows for development of solution with bidders during dialogue stage. Perceived as complicated and lengthy and can 'turn off' the market as a result. However broadly positive feedback was received from the market in respect of the 'streamlined' process set out in the market consultation documents.	9 months for streamlined process.
Restricted (EU Regulated Process)	2 stage process (Qualification and Tender) Best when requirements fully capable of specification and need to qualify or shortlist bidders e.g. when a large number of responses are expected.	No dialogue allowed when process underway, however this can be carried out before the issue of the tender as a 'pre-procurement engagement' with bidders. However can be difficult to engage with bidders due to competing pressures on their resources; bidders are more likely to disengage and can be less likely to share their commercially confidential solutions.	6 months for the process, but will need 2 months for prep, so 9 months in total.
Open (EU Regulated Process)	Single Stage process in which bidders provide selection and tender information in a single submission. Best when requirements fully capable of specification; there are a predictable small number of bidders & no complex qualification criteria requirements.	Cannot shortlist bidders – not recommended as all tenders received which pass selection criteria have to be evaluated. May disincetivise the market as all bidders will have to complete a full tender submission. Plus comments in respect of pre-procurement engagement apply as per the restricted process above.	4 months for the process, but will need 3 months for prep, so 7 months in total.
Framework (EU Regulated Process)	Some frameworks are 'sole provider' so no further competition, merely refinement of terms needed. Also multi-provider frameworks, within which requirements would still be competed through a 'mini' competition' but no qualification time needed as bidders are 'pre-qualified'.	Terms of the framework would have to meet the Council's needs. Currently no suitable frameworks identified.	4 months for the process, but will need 3 months for prep, so 7 months in total.
Land Development Agreement (EU Exempt Process)	Exempt from EU regulations as a grant of an 'option' over land. 3 stage process (expression of interest – qualification and outline solution). Exclusivity then given to one candidate; who then develops a conditional development agreement.	Not ideal as developer is under no obligation to develop. Council also cannot exercise decisive control over the development e.g. specify housing type; mix; design. Plus unable to specify regeneration aspects e.g. community benefits. More likely to attract market interest as exempt from EU regulations. So possible option if EU regulated process unlikely to attract interest from bidders, but market consultation feedback indicates that sufficient interest exists.	5 months until exclusivity then provider carries out feasibility; obtains planning etc. Autumn 2014 start on site possible.
Set up of a Joint Venture Co. (EU Exempt Process)	Exempt from EU regulations as a 'Teckal' compliant company.	Whilst exempt from EU regulations, a comparative exercise (i.e. via a transparent process with pre-set criteria) would still be recommended to assure best value as there are a number of available models and providers. Plus due diligence still needed in respect of the commercial terms of the company and assurance of the developer's good standing i.e. capability; capacity and financial good standing.	4 months for the process, but will need 3 months for prep, so 7 months in total.