UNICE Oslo conference 2004 Public purchasing

Competitive Dialogue

Robin Herzberg Group Head of Risk, Carillion plc Support services & construction

Douwe Kras Chairman, Arcadis BV Worldwide civil engineering consultants

Ulrich Paetzold Director General, FIEC European Construction Industry Federation

A procedure intended to enable

- negotiation between the purchaser and the tenderers
- in complex contracts
- maintaining competitive discipline,
- confidentiality, and
- control over costs.

is powerful and requires

skill and experience