

DFID's Procurement & Commercial Vision

"Commercial effectiveness is about delivering the best development impact and influence for the UK taxpayer."

In a DFID context this means 'achievability of outcome, effectiveness of spend and value for money' by:

- Improving the impact on poverty reduction for every UK pound spent
- Ensuring that we understand the cost drivers, shape markets and negotiate the best deal
- Holding partners/suppliers accountable for delivery performance.
- Maximising influence to improve the commercial effectiveness of our partners

Our Vision

Our vision defines the ultimate aims of our organisation.

Our Strategy

Our strategy sets out the steps we are going to take to implement our vision.

Our Delivery Plan

Our delivery plan lists the actions that DFID is going to take to realise our strategy.

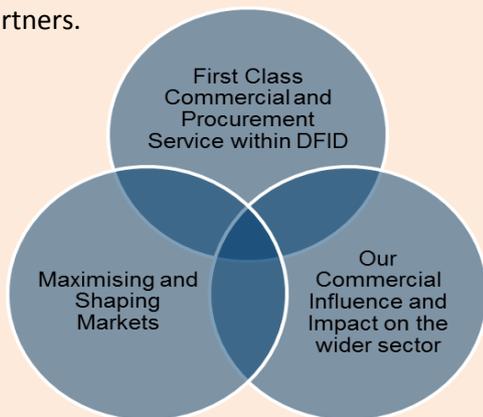
DFID has changed the way it thinks commercially, making tremendous progress, but there is more to be done to support the ambitions of the Department and become a world-class commercial organisation. Our commercial vision is below.

Commercial maturity is not simply about Value for Money (VfM). It is about changing the mind-set of the organisation.

The Future of Commercial : Our Vision

In order to help DFID continually improve, we have developed a long-term strategic plan. Our vision for the future involves :

- ✓ DFID delivery being supported by a **first-class procurement and commercial service**, working as one team to deliver innovative solutions with our delivery partners.
- ✓ DFID taking responsibility for **maximising market responses** and influencing both international and local markets alike
- ✓ Collective forward planning allowing commercial practice to become **strategically planned, increasing our influence** in the development sector.



Committed to providing an end to end procurement and commercial solution on the right things at the right time that delivers best development impact and drives commercial reform across DFID, the wider International Development system and further aligning its work to DFID's and HMG's overall priorities.

1. First Class Commercial and Procurement Service within DFID

- Providing expert commercial advice to design and manage development programmes.
- Robust assurance & governance: Agile and flexible, with appropriate control, risk and contract management.
- Service excellence, enabling the business to be ambitious and innovative in programme delivery.
- Meeting the Government Commercial Standards as set out by Cabinet Office

2. Maximising and Shaping Markets

- Shaping both international and local markets alike .
- Collaborates with other donors, multilateral organisations and across HMG to ensure opportunities are visible to the market, to include both local and UK SME's
- Developing key markets that grow the supply base, builds local sustainable capability and increases choices
- Creating greater assurance on market capability and capacity, increases competition and improved VfM.

3. Our Commercial Influence and impact on the wider sector

- DFID understands the wider International Development system and the impact of its commercial choices, not just on its own programmes, but on the work of others
- Developing ever-stronger links with the private sector and bring about economic growth.
- Ensure policy decisions consider commercial effectiveness and drive sustainable commercial reform across the multilateral system