

Top 10 tips for designing a novel commercial arrangements

(For LCN Fund Tier 2 projects)

At EA Technology, we are keen to share our wealth of partnership procurement experience and expertise with you – and so we have collated a ‘Top 10 tips for designing novel commercial arrangements’.

1. Break the mould

Don't be afraid of the commercially unknown! With the right approach and careful management you can challenge the contractual status quo.

2. Agree scope of partnership and deliverables

Embarking on a new arrangement can be tricky, is everyone on the same page? Make sure the commercial mechanism is there from the very start to support an easy transition into a new style of working.

3. Agreeing Contract Terms

Agree the terms in the main contract ‘in principal’ and review key clauses with all companies in the supply chain before finalising the main contract.

4. Identify required skill sets and resource

Establish the resource needed within partners early on and ensure that the roles and responsibilities of all organisations are clearly defined.

5. Partnership working from the very beginning, even at contract set up

Agree who is responsible for which documents; who takes the lead on the Principal Contract and the Management and Delivery document?

6. Tailor the review process

In designing a new commercial process, one size doesn't fit all. What documents need to be reviewed? Who needs to review them? Managing expectations within partners keeps the ball rolling and to schedule!

7. Document control; take control

Understand what documents are required, and what each will cover – how can they best be designed to complement each other?

Project leads



Project partners



8. Start by separating responsibility from risk

Understanding and recognising what the requirements for delivery are (for example, from the Lead DNO); before apportioning risk helps clarify distribution of responsibilities better.

9. Take a step back

Take some time to consider feedback from the review. Do the outputs from the review process make sense to all stakeholders? Make sure distribution of responsibilities is agreed.

10. Keep communications open

Hold regular meetings with key contacts, and early circulate drafts – this will help identify any potential problems early on, and allow documents to be drafted effectively in parallel.

How can EA Technology help you?

Partnership procurement, brokering and management

Identify and engage project partners at bid stage; managing those partner relationships throughout project lifecycle.

Customer engagement and recruitment management

From inception to completion we'll manage and report on the whole project view of recruitment of customers for trials or other activities.

Dissemination management

Ensure the right messages and project outputs reach the right audience to maximise project and organisational impact.

Negotiating and Agreeing Key Contract Terms

How and when to engage with the Lead DNO and supplier's to ensure contract terms can be agreed with all parties.

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Project leads



Project partners



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