

PROCUREMENT

Portfolio procurement: what to standardise

Identify reusable requirements while retaining each project's purchasing decisions.

WHY THIS MATTERS

Compatible projects can reuse specification and qualification work. A shared baseline makes those opportunities visible while each project retains its own scope, price, approvals and delivery commitment.

INPUTS TO CONFIRM

- ☐ Separate pipeline forecasts from committed project orders.
- ☐ Identify a reusable technical baseline and all site or client variations.
- ☐ Compare equipment on an equivalent delivered-scope basis.
- ☐ Check manufacturing capacity, approval dates and programme dependencies.
- ☐ Agree project call-offs, price validity and rescheduling or cancellation terms.
- ☐ Retain project-level approval rights, competitive benchmarks and qualification controls.
- ☐ Agree shared records, handover responsibilities and a performance review before the next order.

TWO COMMON OMISSIONS**Forecasts treated as firm orders**

Separate anticipated demand from approved orders and any agreed capacity reservations.

Site variations overlooked

Record each project's differences before reusing specifications or manufacturer approvals.

Discuss your equipment requirements

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Use with your project specification and the required technical approvals.