

Mapping; Pillars : Lessons : Reseach : Workshops				
IPA Six Pillars	CDF lessons	Workshops	Infrastructure Client Research	Workshops
Understanding requirements	Establish as strategic procurement	W3 & W9	Align framework objectives and Business plan	W1
	Produce statement of requirements	W1	Align performance to customer outcomes	W2
	Understand asset condition	W2	Define client capability and align solution	W5
	Develop benchmarking model	W6	Plan and manage pipeline ramp up	W1
	Build intelligent client delivery model	W5 & W8		
Market engagement	Align SC to SoR and solution	W4	Test market appetite for solution	W2
			Ongoing market engagement to inform and condition Suppliers	W4
Packaging the works	Develop segmentation model showing opportunities	W1	Use framework packaging to manage interface risk	W5
	Flexible packaging strategy	W1		
Contracting model	Create aligned incentives	W6	Benchmarks allow outcome contracting within cost envelope	W6
	Client model has technical authority	W5	Client led design aggregation improves deliverability	W3
			Performance: Less on fee; more on productivity to incentivise	W7
			Shared milestones in performance reduce gaming	W7
			Encourage leaders to set cutlural precedent for all	W8
Procurement route	Procure framework to allow supplier investment	W3	Reduce bidding burden	W10
Benefits communincaiton	Drive innovation and CI with benefits measurement	W6	Communicate the performance model from the start	W7
	Workshops			
	W1 Workload Volumes			
	W2 Framework Scope			
	W3 Supply chain planning			
	W4 Supply chain capability and capacity			
	W5 Major Projects / Operations integration			
	W6 Commercial framework			
	W7 Performance management			
	W8 Client operating model			
	W9 Selecting bidders			
	W10 Evaluation strategy			