

ANNEX B**Procurement Process**

Stage	Process
Stage 1	Pre-qualification questionnaires evaluated and telephone references conducted (First Shortlist)
Stage 2	Supplier Demonstrations and Hands on Exercise
Stage 3	Clarification Session with Suppliers
Stage 4	Second Shortlist from results of demonstration and exercise results
Stage 5	Specification provided by Supplier and gap analysis carried out to identify gaps in our requirements for points in negotiation
Stage 6	Reference Site Visits
Stage 7	Negotiation of Specification with Suppliers
Stage 8	Best & Final Offer and evaluation of BAFO. Preferred Supplier Selected
Stage 9	Contracting