

### **BSI Standards Publication**

# Construction procurement — Guidance on strategy and tactics



BS ISO 22058:2022 BRITISH STANDARD

#### National foreword

This British Standard is the UK implementation of ISO 22058:2022.

The UK participation in its preparation was entrusted to Technical Committee CB/-/8, ISO/TC 59 Input Coordination.

A list of organizations represented on this committee can be obtained on request to its committee manager.

#### **Contractual and legal considerations**

This publication has been prepared in good faith, however no representation, warranty, assurance or undertaking (express or implied) is or will be made, and no responsibility or liability is or will be accepted by BSI in relation to the adequacy, accuracy, completeness or reasonableness of this publication. All and any such responsibility and liability is expressly disclaimed to the full extent permitted by the law.

This publication is provided as is, and is to be used at the recipient's own risk.

The recipient is advised to consider seeking professional guidance with respect to its use of this publication.

This publication is not intended to constitute a contract. Users are responsible for its correct application.

© The British Standards Institution 2022 Published by BSI Standards Limited 2022

ISBN 978 0 539 14495 6

ICS 91.010.20

Compliance with a British Standard cannot confer immunity from legal obligations.

This British Standard was published under the authority of the Standards Policy and Strategy Committee on 30 April 2022.

Amendments/corrigenda issued since publication

Date Text affected

BS ISO 22058:2022

## INTERNATIONAL STANDARD

ISO 22058

First edition 2022-02-07

### **Construction procurement — Guidance on strategy and tactics**

Marchés de construction — Recommandations en matière de stratégie et de tactique



Reference number ISO 22058:2022(E)

BS ISO 22058:2022 **ISO 22058:2022(E)** 



#### COPYRIGHT PROTECTED DOCUMENT

© ISO 2022, Published in Switzerland

All rights reserved. Unless otherwise specified, no part of this publication may be reproduced or utilized otherwise in any form or by any means, electronic or mechanical, including photocopying, or posting on the internet or an intranet, without prior written permission. Permission can be requested from either ISO at the address below or ISO's member body in the country of the requester.

ISO copyright office Ch. de Blandonnet 8 • CP 401 CH-1214 Vernier, Geneva, Switzerland Tel. +41 22 749 01 11 Fax +41 22 749 09 47 copyright@iso.org www.iso.org

Contents			Page
Fore	eword		iv
Intr	oductio	n	<b>v</b>
1	Scon	e	1
2	-	native references	
		ns and definitions	
3 4			
	<b>Opti</b> 4.1	ons for engaging the market for new or refurbished construction works Concept	
	4.1	Financing of the project	
	4.3	Design responsibilities	
	4.4	Interface management responsibilities	
_		-	
5		nework for developing a procurement strategy	
	5.1 5.2	General Strategic considerations	
	5.2	Procurement objectives	
	5.3 5.4	Spend, organizational, market and stakeholder analysis	
	3.4	5.4.1 General considerations	 Q
		5.4.2 Spend analysis	
		5.4.3 Organizational analysis	
		5.4.4 Market analysis	
		5.4.5 Stakeholder analysis	
	5.5	Packaging strategy	
		5.5.1 Concept	
		5.5.2 Framework or non-framework agreements	
		5.5.3 Identifying work packages	
	5.6	Contracting strategy	
		5.6.1 Concept	
		5.6.2 Standard forms of contract	
	<b>-</b> -	5.6.3 Selecting a suitable standard form of contract and pricing options	
	5.7	Targeting strategy	
		5.7.1 Concept 5.7.2 Key performance indicators	
	5.8	Selection methods	
	5.9	Documenting a procurement strategy	
6		ics	
	6.1 6.2	ConceptPublicity	
	6.3	Procurement planning and sequencing	
	6.4	Setting up of procurement documents	
	0.1	6.4.1 General	
		6.4.2 Tactical variables associated with the process of offer and acceptance	
		6.4.3 Identification of a suitable standard form of contract	
		6.4.4 Specific conditions of contract	
		6.4.5 Approaches to achieve quality	
		6.4.6 Cost-effective procurement	24
Ann	ex A (in	formative) Delivery management concepts and practices	27
	iogrank		32