

Case Study

Contracting Management – Online Betting



Context and objectives

Client in the position of starting a on-line poker business

The client where in the need of procuring a system platform for the use for the on-line betting and poker management

Client lacked international experience in procuring turn-key systems

Conducted for the CTO of a online betting company

Well structured and proven processes and tools tailored to reflect the actual situation will set the foundation for a successful procurement.

1 Procurement Preparation	2 Invitation to Tender	3 Tender Evaluation	4 Contract Negotiation	5 Negotiation Evaluation	6 Contract Award	7 Contract Finalisation	T	Evaluation of all technical and functional parts
• Definition of the scope of the procurement and the preparation of a procurement plan including procurement requirements	• Preparation and delivery of an Invitation to Tender including technical, commercial and legal requirements	• Evaluation of the responses received from the bidders	• Preparation of the contract documents	• Evaluation of the responses received from the bidders	• Preparation of the contract documents	• Finalisation of the contract	P	Evaluation of all project related parts
• Identification and assessment of all applicable legal, technical, project and commercial requirements	• Preparation of the contract documents	• Preparation of the contract documents	• Negotiation and finalisation of the contract	• Completion of the contract documents	• Preparation of the contract documents	• Preparation of the contract documents	O	Evaluation of all operational parts
							C	Evaluation of all commercial and legal parts

PIR's Approach

The project was executed based on PIR's methodology, including PIR's well proven TPOC™ Model, for Contracting Management

Establishment of small team with the necessary skills to find a partner that can develop, implement and host the online betting and poker platforms meeting the performance and legal requirements stated by Nordic Betting and European lottery and gaming authorities. Ensure that CAPEX and OPEX are as low as possible

Particular focus on technical, project and commercial risk control

Client benefits

- **Procurement process completed within agreed time schedule**
- **Substantial savings achieved**
- **Benchmark agreements allowing Nordic Betting to be in control over technical, project, commercial risks**
- **Payments made only against provision of deliverables or milestones that secures supplier performance and thereby gives the client true value without jeopardising licence and right to use**