

SCF6 Preliminary Market Engagement



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Disclaimer

We are using our best endeavours and most up to date thinking and information to brief you on what to expect from our ITT and SCF6.

But the ITT Guidance/Content will supersede any information given in this presentation

Therefore, rely on what is in the ITT when submitting and not the contents of the presentation today.

Want to ask a question?

Scan the QR code to ask your questions!



During the presentation we will be using Slido to capture questions.



Please be aware that questions will be transparent to all participants



We will endeavour to answer as many questions as possible - if we cannot answer a question, we will add a response to our published Q & A material.

Session Principles

- The ideas presented today are for early market engagement only and do not constitute a commitment or guarantee of future procurement
- Everything presented is subject to change and refinement
- Questions can be asked during this presentation via Slido.
- All and any queries following this supplier briefing should be submitted via HCCs e-tendering portal “in-tend”
- All future updates and notices will be published via FTS and in-tend

About SCF

SCF is a Joint Working arrangement between Hampshire and Devon County Councils. For SCF6, HCC & DCC are the host authorities and procuring entities. The Authorities have mutual commitments and goals that are achieved through SCF operations:



Promoting best practice in construction procurement

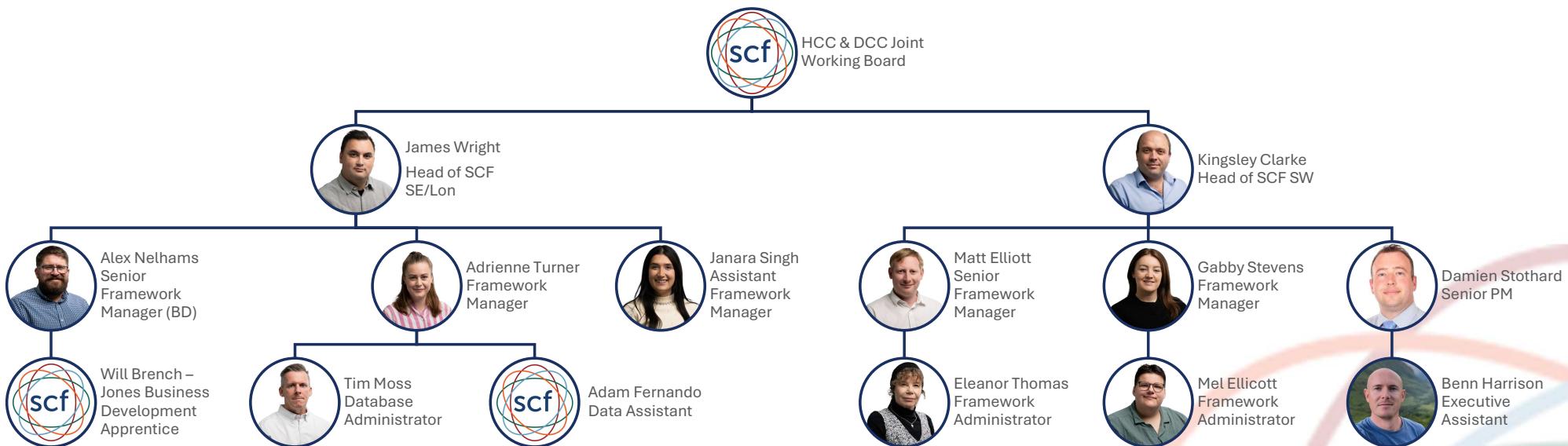
Adding value at all stages of projects with active management and client support

Ensuring transparency and collaboration through integrated team working

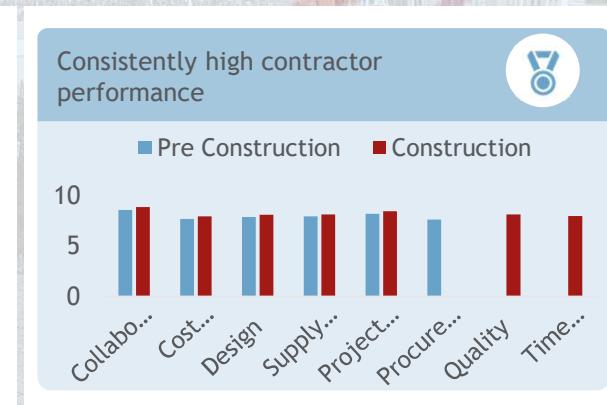
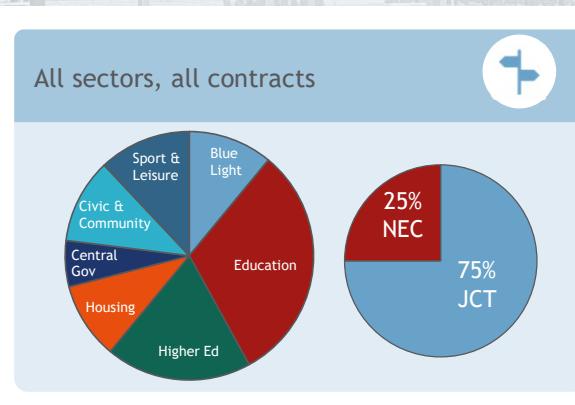
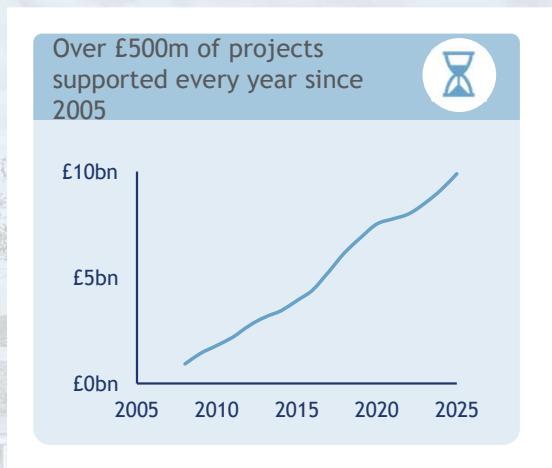
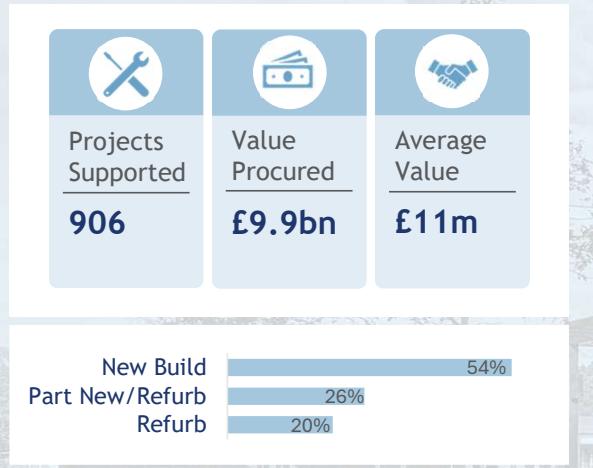
Encouraging early contractor engagement, promoting honesty and trust between stakeholders

Creating efficiencies for the Public Sector through standardised processes

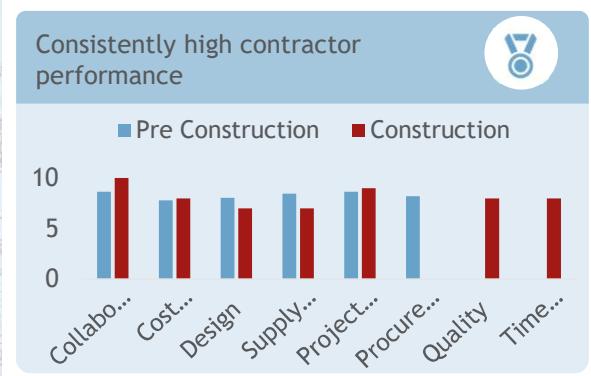
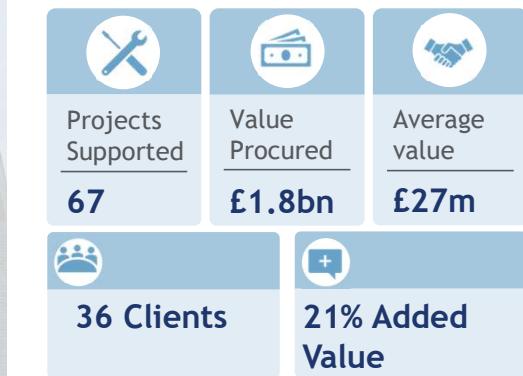
Our Organisation



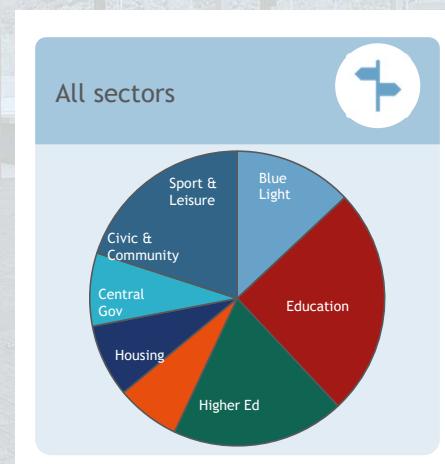
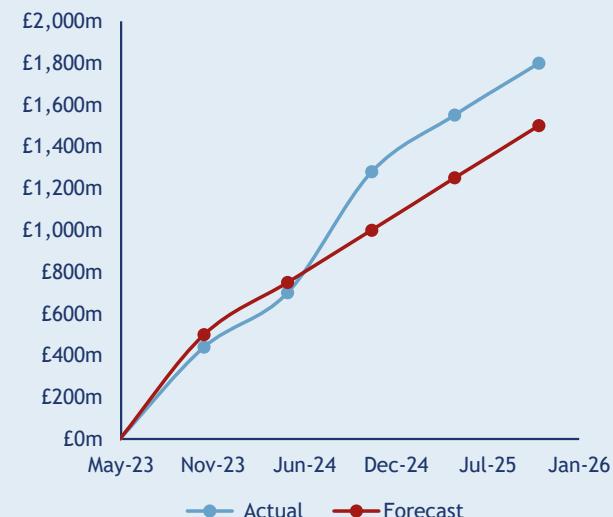
Our History



SCF5 performance to date



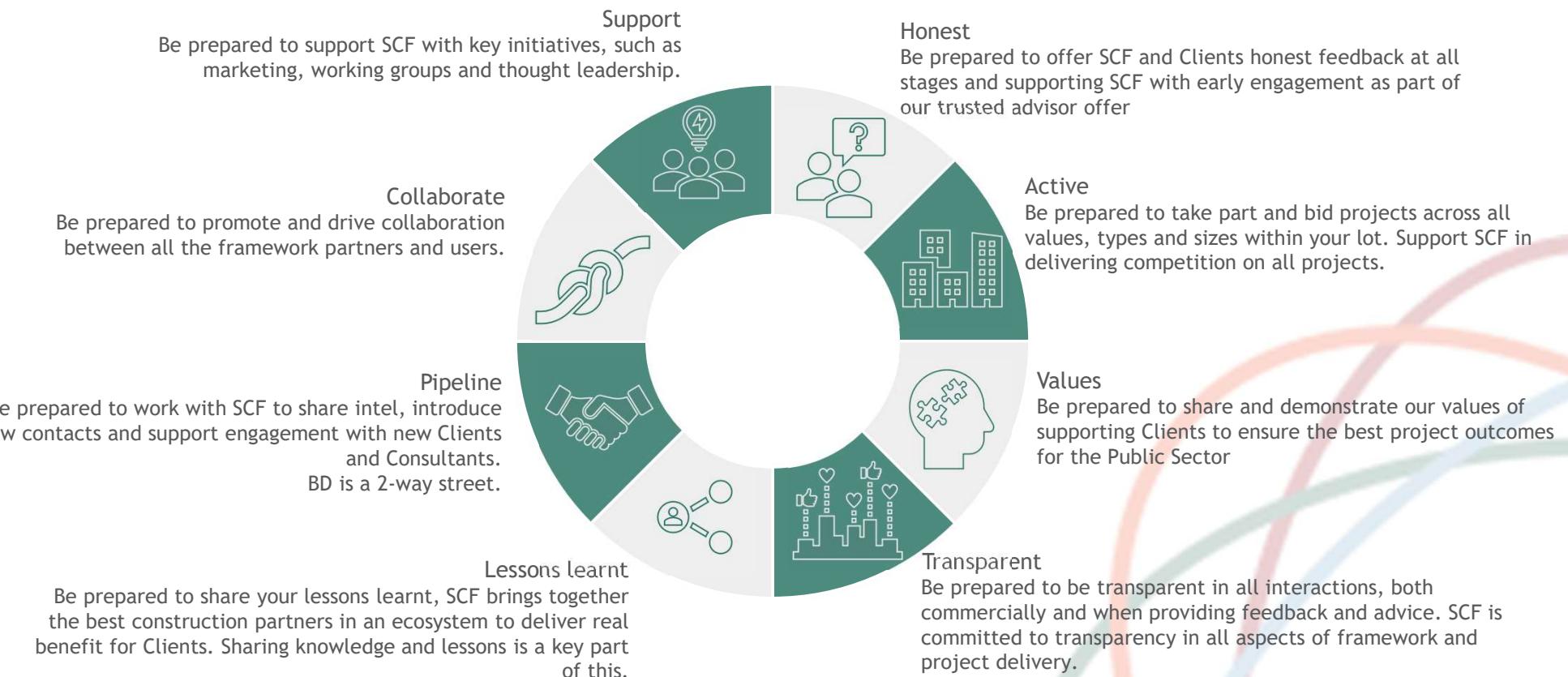
Predictable delivery every year.
Outperforming initial framework estimates
during SCF5.



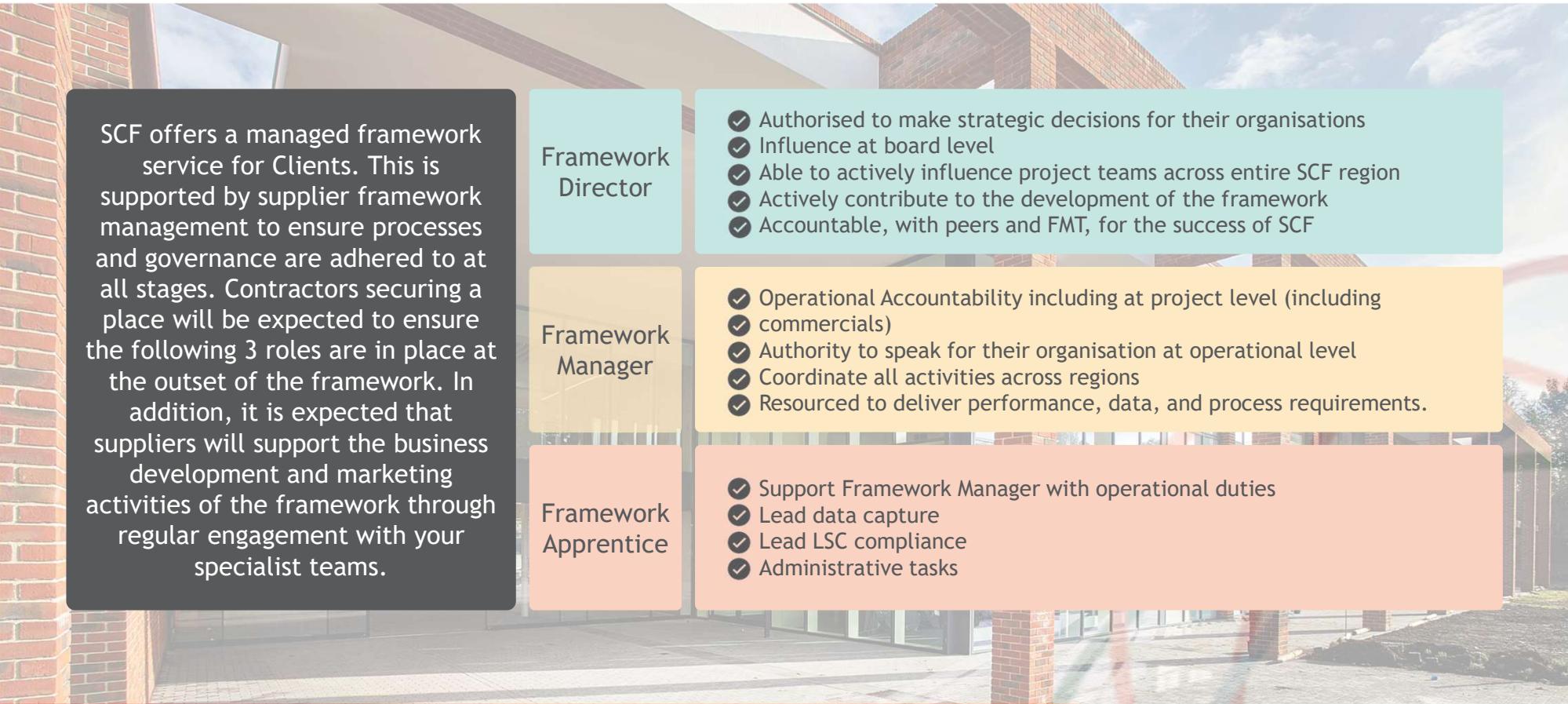
Gold Standard, Managed Framework



Our Expectations of Suppliers



Your Framework Representatives



SCF offers a managed framework service for Clients. This is supported by supplier framework management to ensure processes and governance are adhered to at all stages. Contractors securing a place will be expected to ensure the following 3 roles are in place at the outset of the framework. In addition, it is expected that suppliers will support the business development and marketing activities of the framework through regular engagement with your specialist teams.

Framework Director

- ✓ Authorised to make strategic decisions for their organisations
- ✓ Influence at board level
- ✓ Able to actively influence project teams across entire SCF region
- ✓ Actively contribute to the development of the framework
- ✓ Accountable, with peers and FMT, for the success of SCF

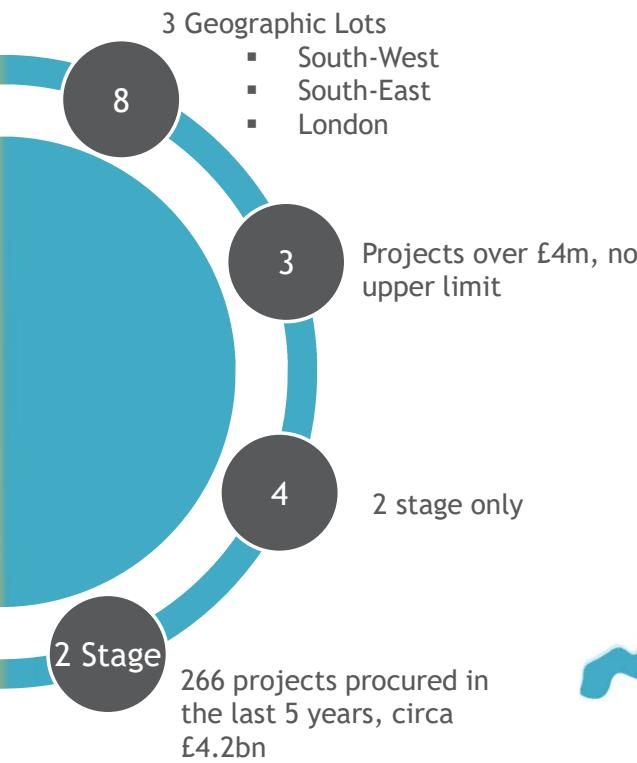
Framework Manager

- ✓ Operational Accountability including at project level (including commercials)
- ✓ Authority to speak for their organisation at operational level
- ✓ Coordinate all activities across regions
- ✓ Resourced to deliver performance, data, and process requirements.

Framework Apprentice

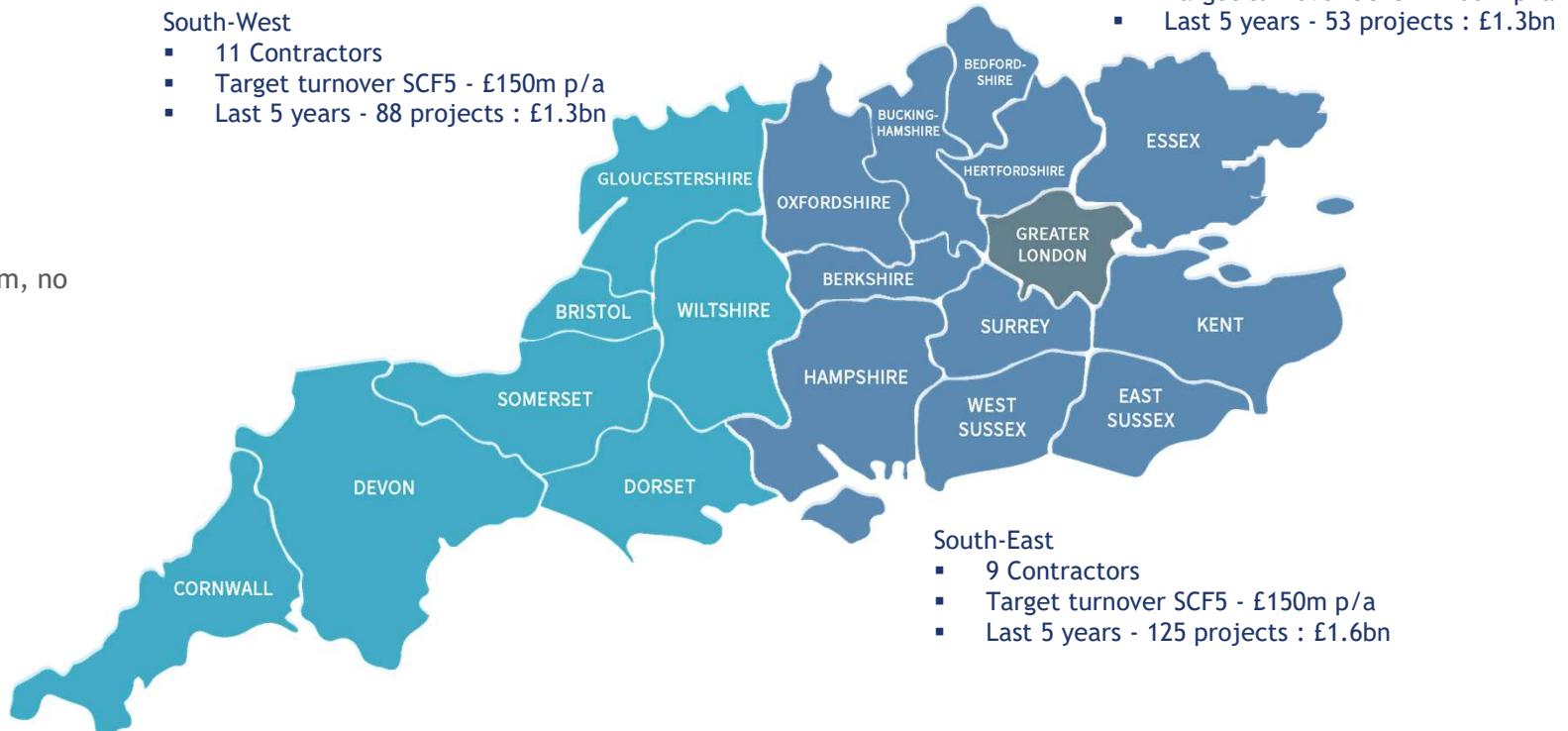
- ✓ Support Framework Manager with operational duties
- ✓ Lead data capture
- ✓ Lead LSC compliance
- ✓ Administrative tasks

Current Structure - SCF



South-West

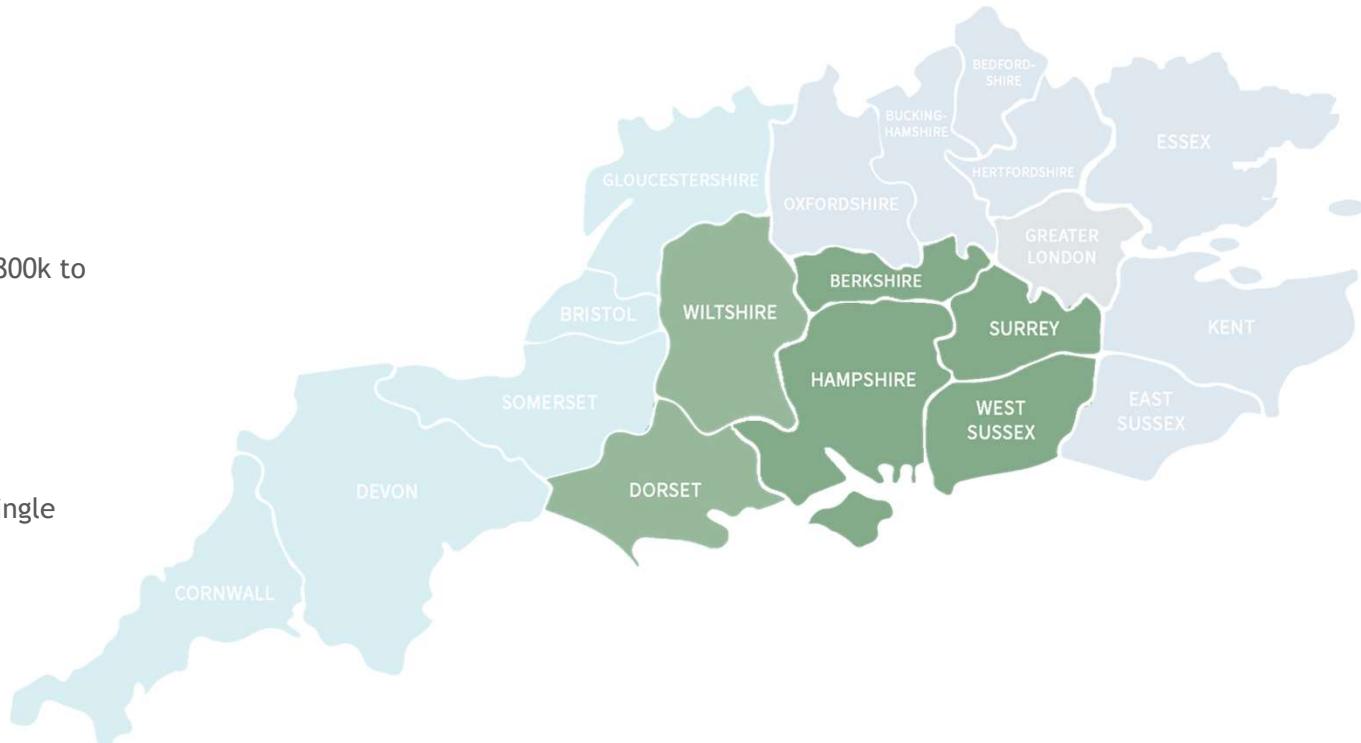
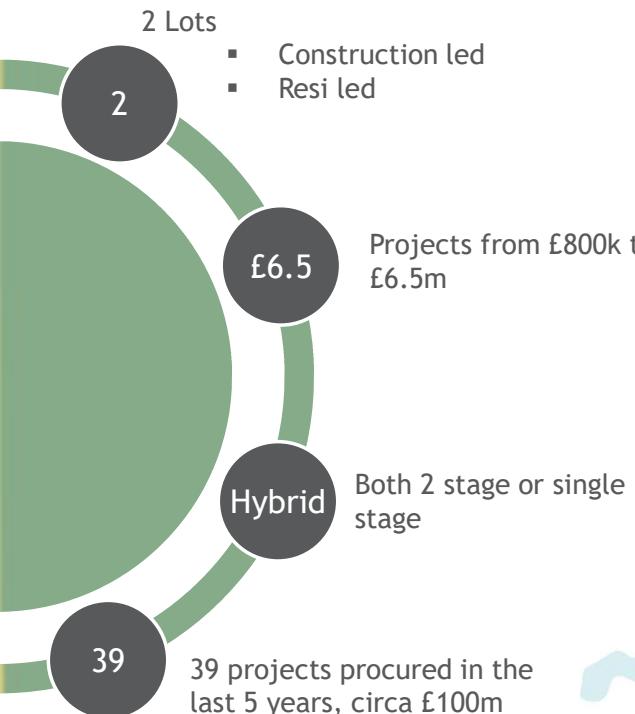
- 11 Contractors
- Target turnover SCF5 - £150m p/a
- Last 5 years - 88 projects : £1.3bn



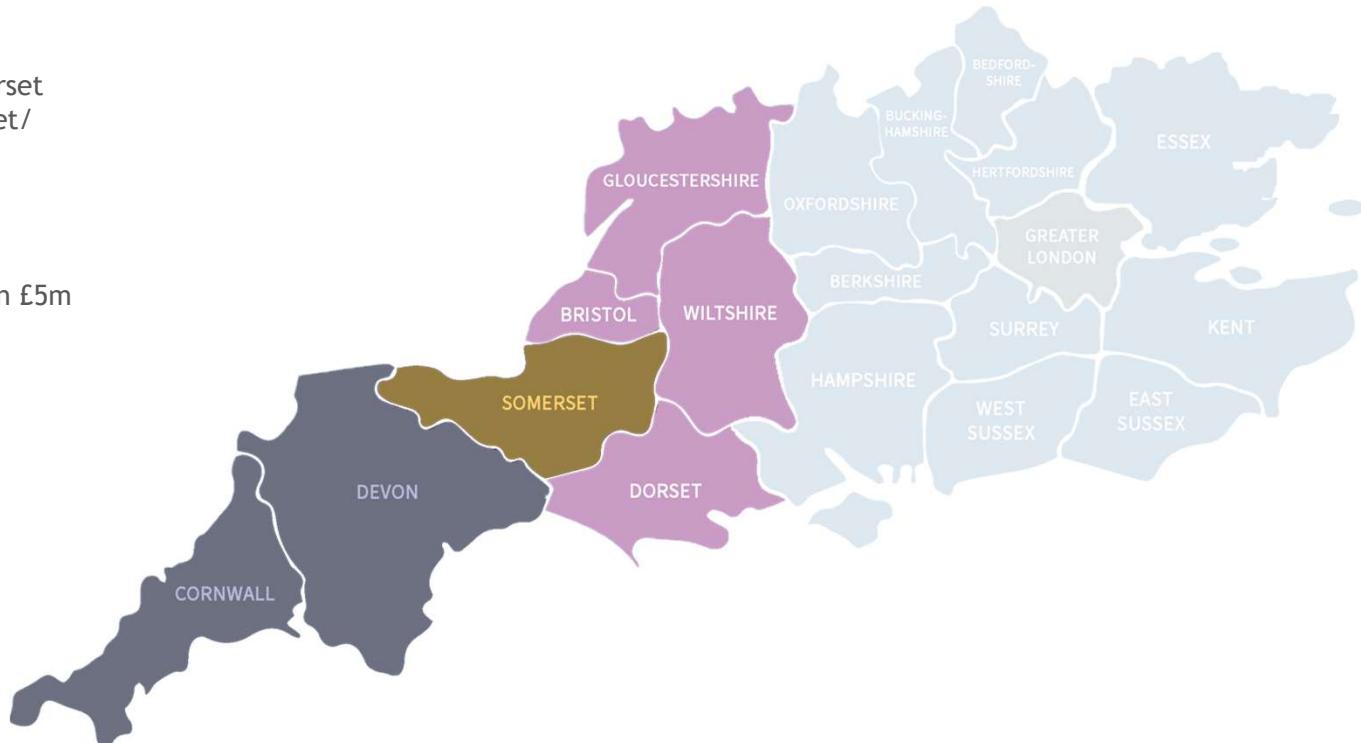
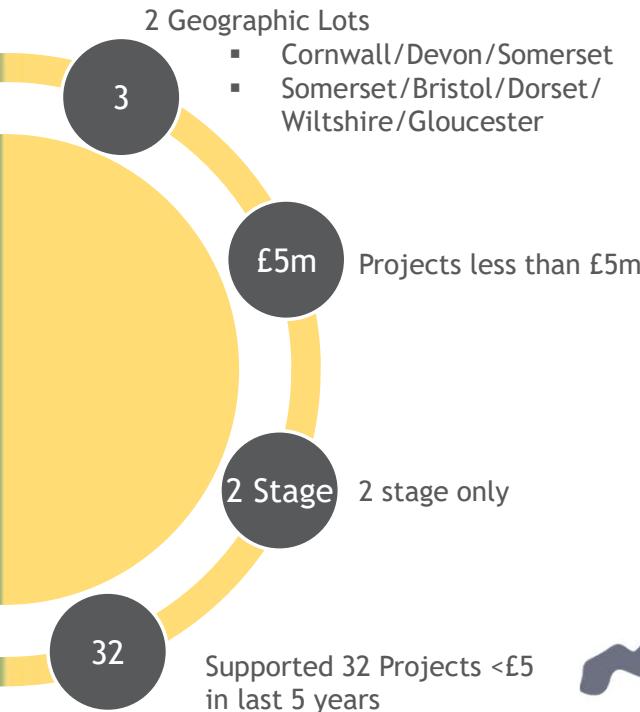
London

- 9 Contractors
- Target turnover SCF5 - £200m p/a
- Last 5 years - 53 projects : £1.3bn

Current Structure - ICF



Current Structure - Lots 4/5



SCF Challenges



Changing bidding behaviour

Lower levels of competition on calls offs, particularly at lower values



Client requirements

Need to offer single stage, particularly at lower values

Changes in project value

Average value increasing, reflecting make up of contracting partners



Competition

Increased competition in the framework market, offering more choice, particularly at lower values

Procurement Goals

Market Engagement Summary

100+ Contractors engaged

50+ Clients engaged

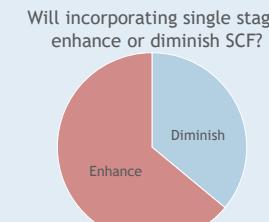
150+ hours of market engagement sessions conducted

Contractor respondent size?



Size Range	Percentage
£5-20m	~30%
£20-50m	~25%
£50-100m	~20%
£100-200m	~15%
£200m+	~10%

Will incorporating single stage enhance or diminish SCF?



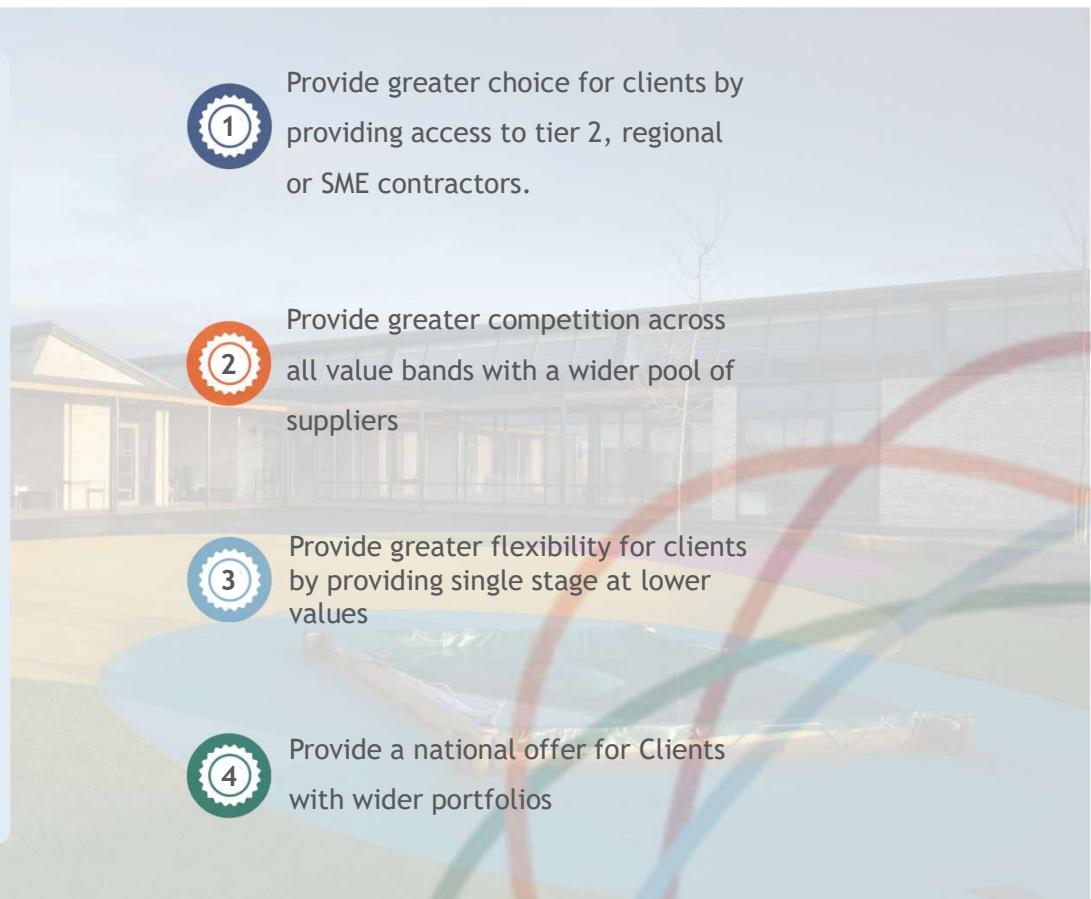
Impact	Percentage
Enhance	~65%
Diminish	~35%

Clients want

- Flexibility
- More competition
- Regional contractors
- Single stage

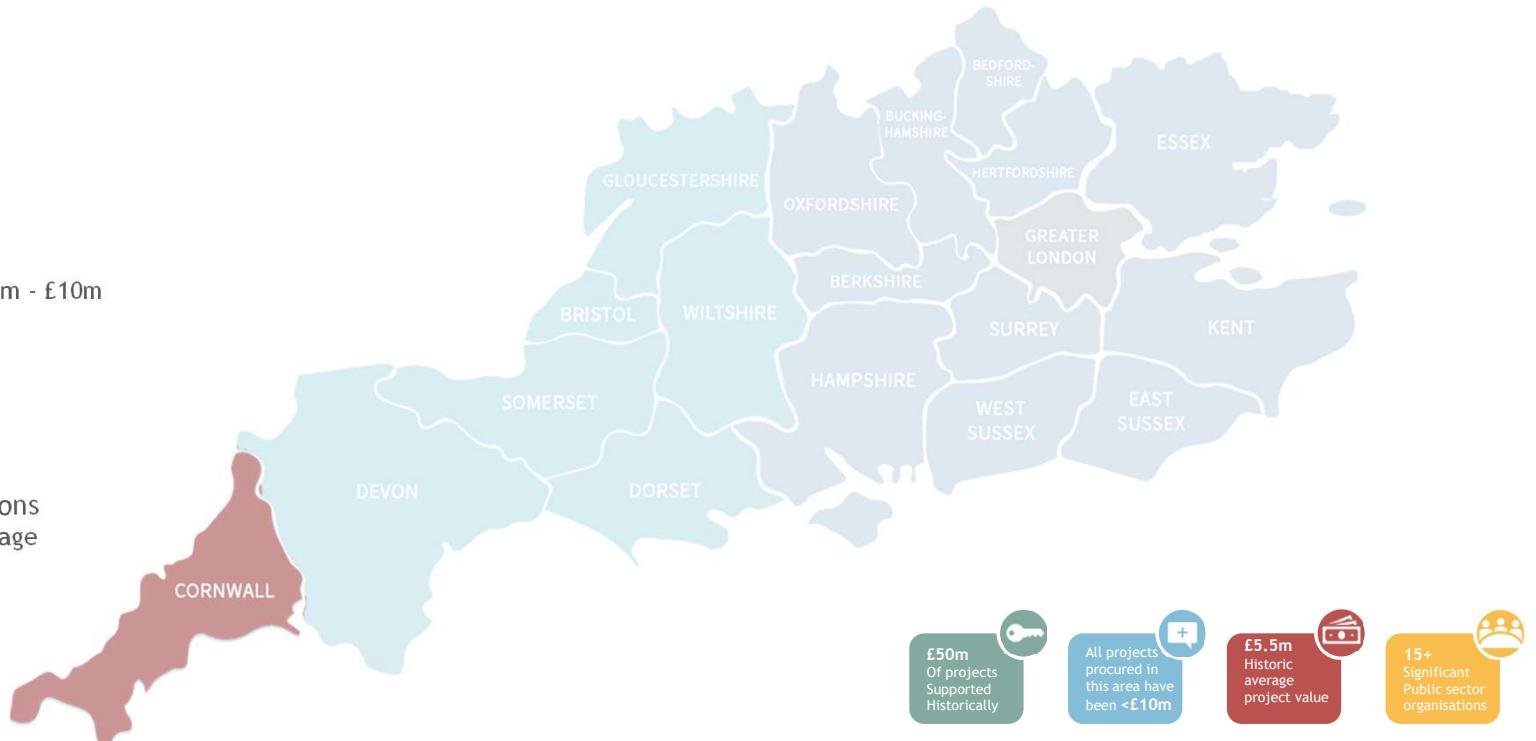
Contractors want

- Consistency
- Framework support
- DA
- Pipeline visibility



- 1** Provide greater choice for clients by providing access to tier 2, regional or SME contractors.
- 2** Provide greater competition across all value bands with a wider pool of suppliers
- 3** Provide greater flexibility for clients by providing single stage at lower values
- 4** Provide a national offer for Clients with wider portfolios

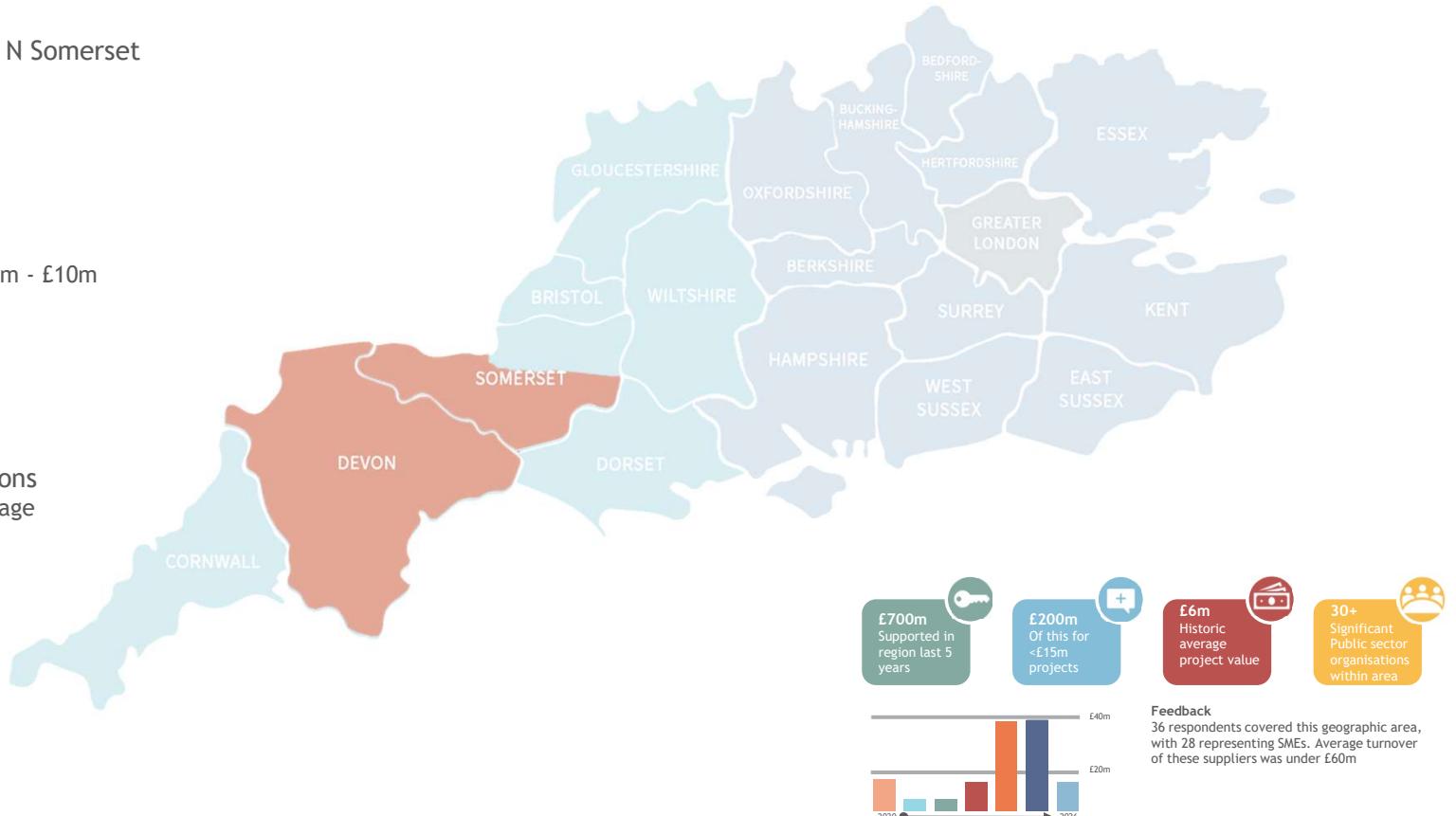
Intermediate Proposals



Intermediate Proposals

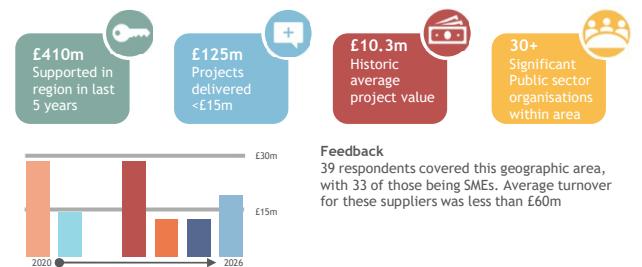
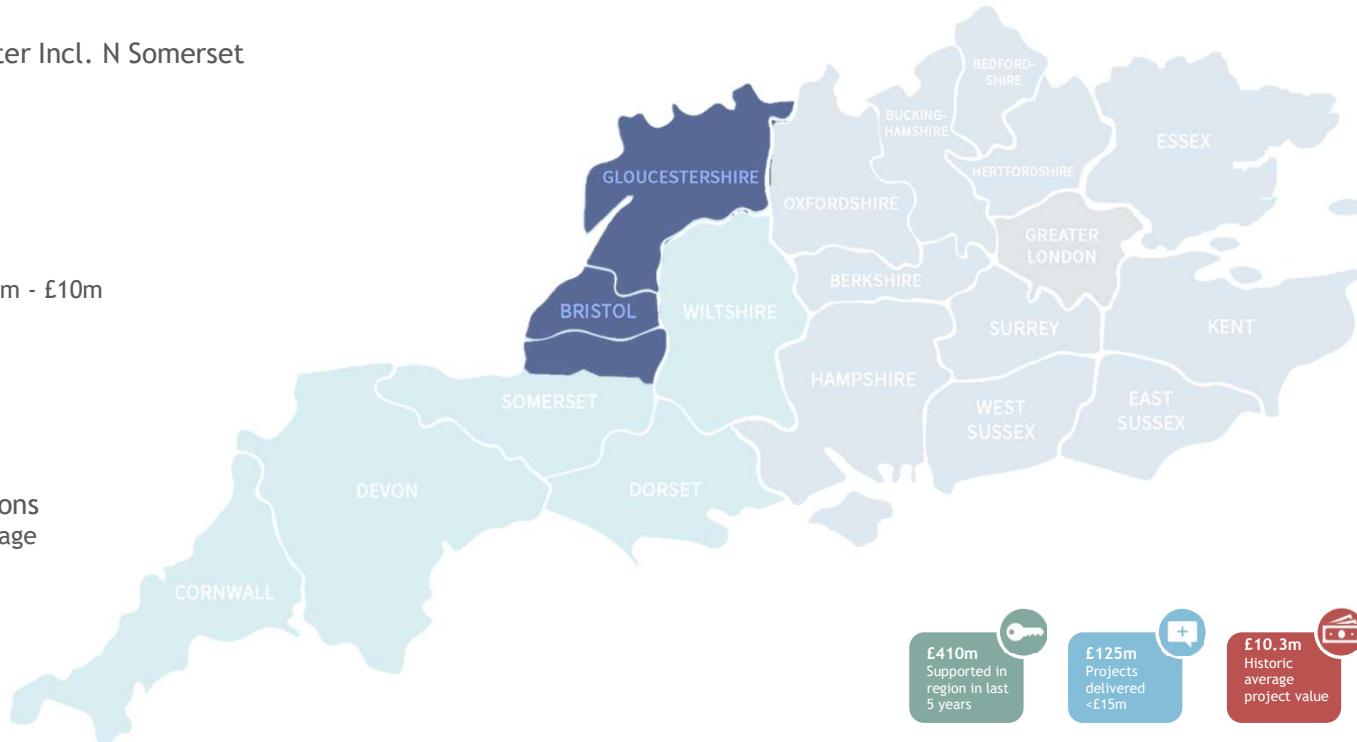
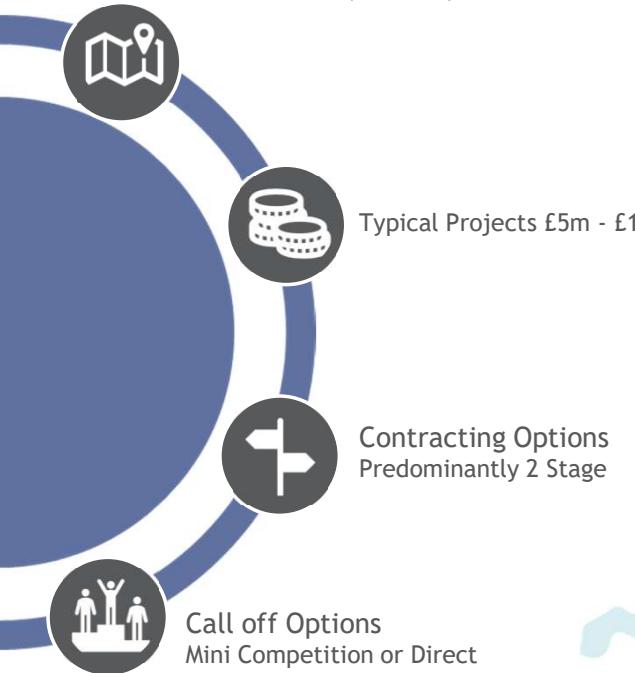
Lot 1B - Devon & Somerset excl. N Somerset

-  Lot 1B - Devon & Somerset excl. N Somerset
-  Typical Projects £5m - £10m
-  Contracting Options
Predominantly 2 Stage
-  Call off Options
Mini Competition or Direct Award



Intermediate Proposals

Lot 1B - Bristol, BANES, Gloucester Incl. N Somerset



Intermediate Proposals

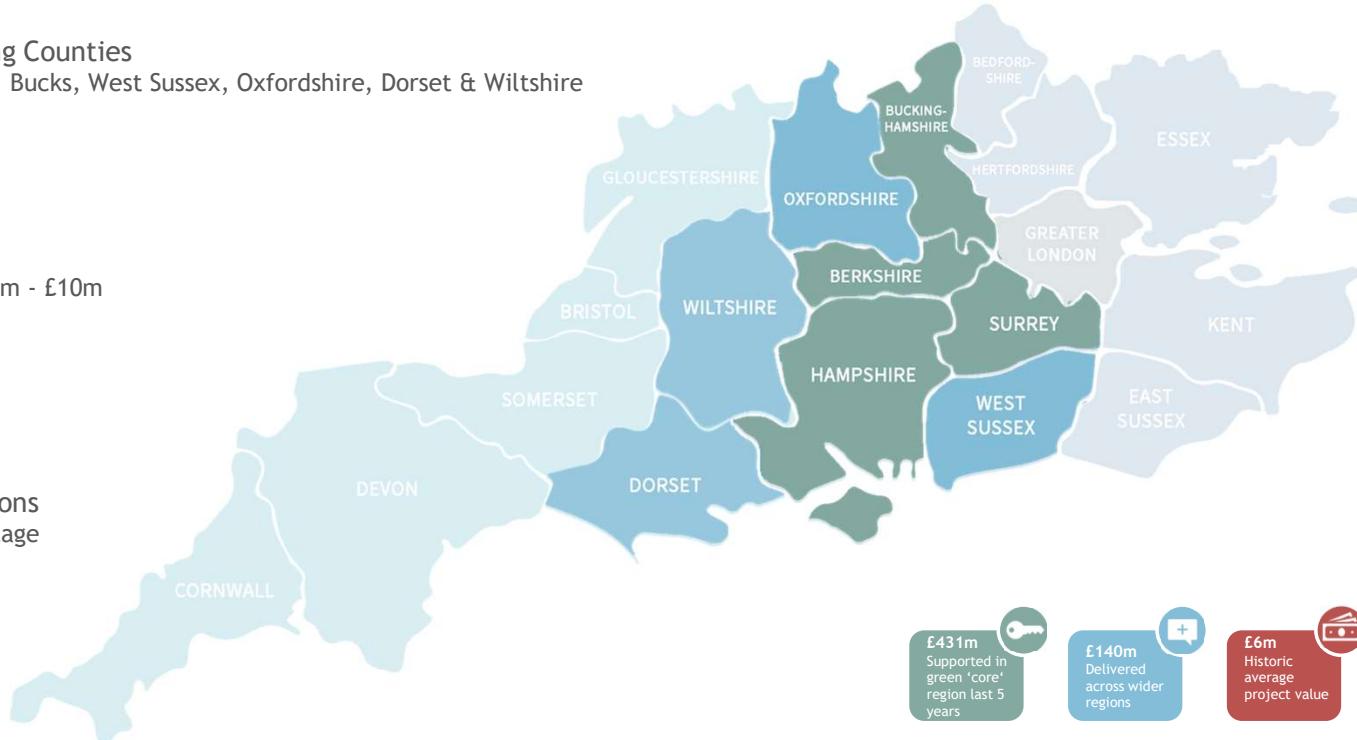
Lot 2A - Hampshire & Surrounding Counties
(Hampshire & IOW, Surrey, Berks, Bucks, West Sussex, Oxfordshire, Dorset & Wiltshire)



Typical Projects £5m - £10m

Contracting Options
Single Stage or 2 Stage

Call off Options
Mini Competition or Direct
Award



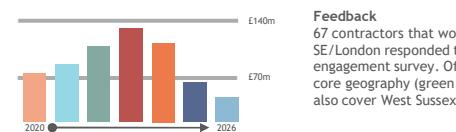
£431m
Supported in
green 'core'
region last 5
years



£140m
Delivered
across wider
regions

£6m
Historic
average
project value

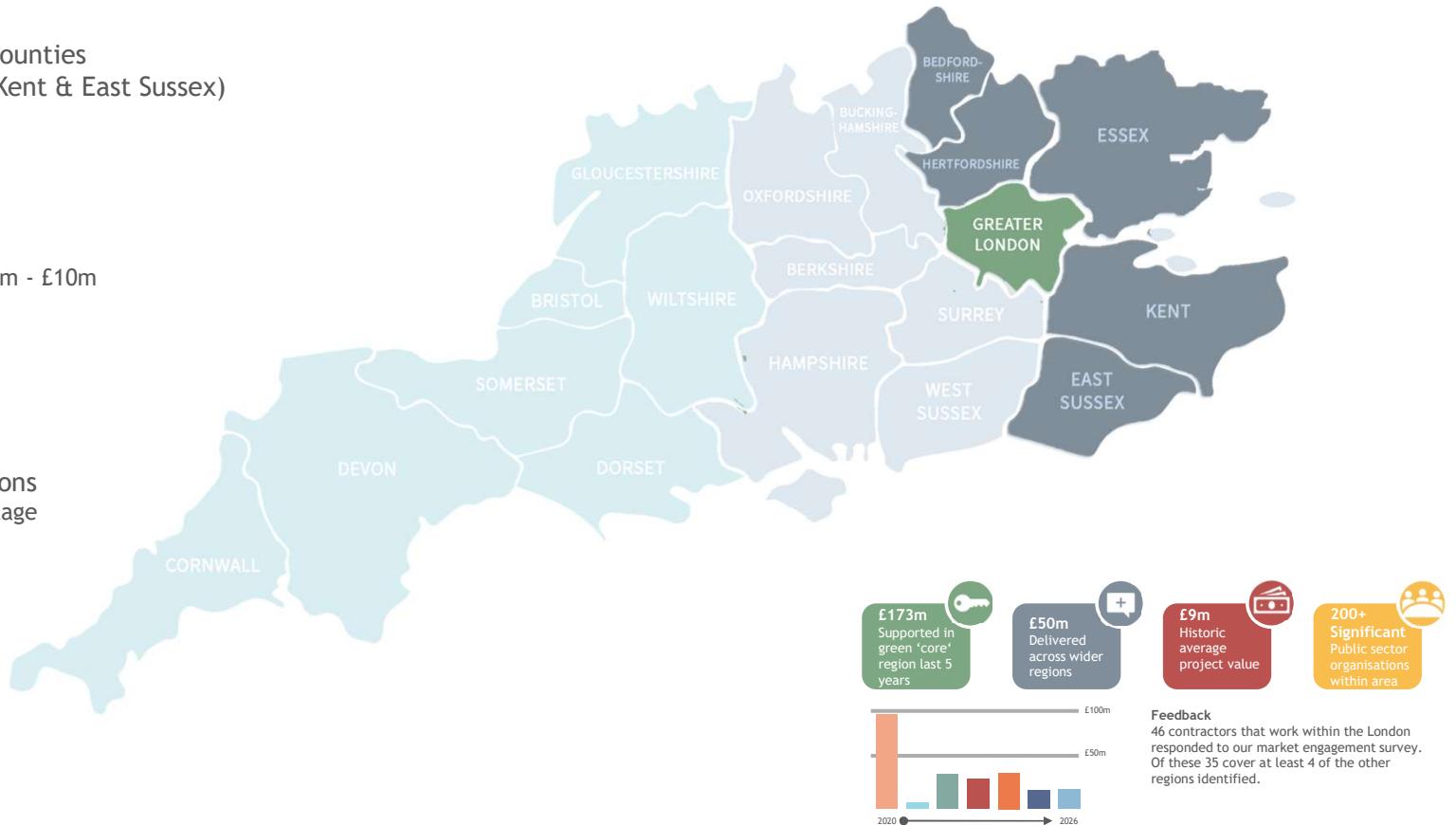
150+
Historic
average
project value



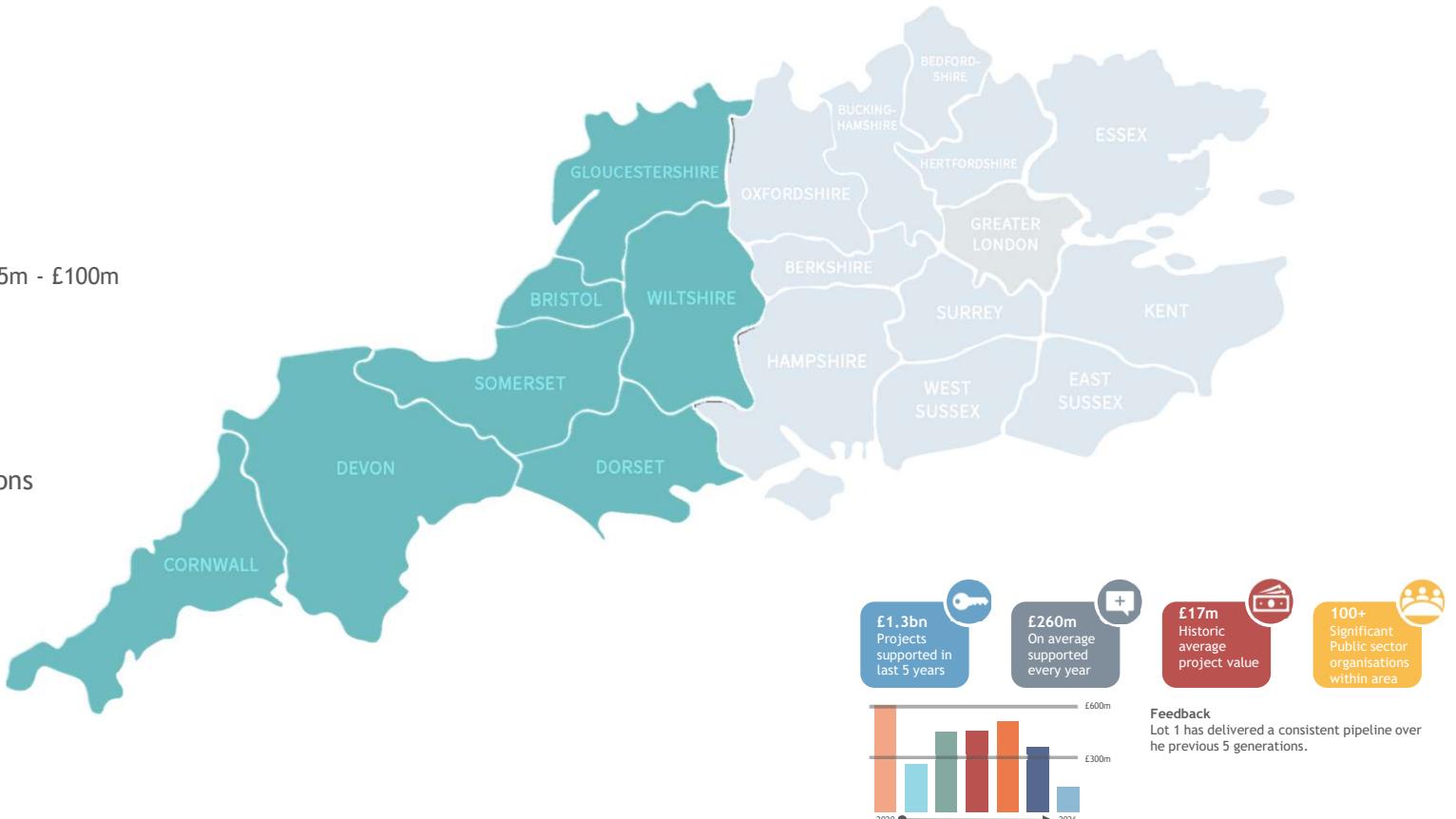
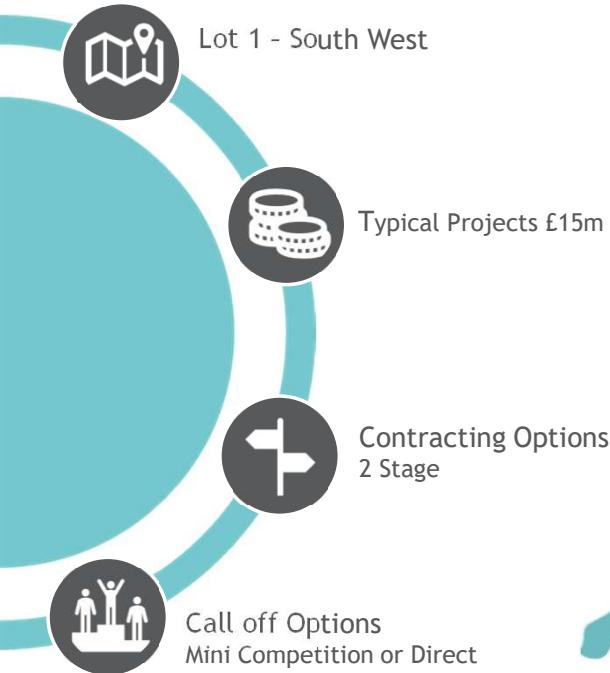
Feedback
67 contractors that work within the
SE/London responded to our market
engagement survey. Of these 35, cover our
core geography (green area). Of these 35, 29
also cover West Sussex & Oxfordshire

Intermediate Proposals

-  Lot 2B - London & Surrounding Counties
(London, Herts, Beds, Essex, Kent & East Sussex)
-  Typical Projects £5m - £10m
-  Contracting Options
Single Stage or 2 Stage
-  Call off Options
Mini Competition or Direct Award

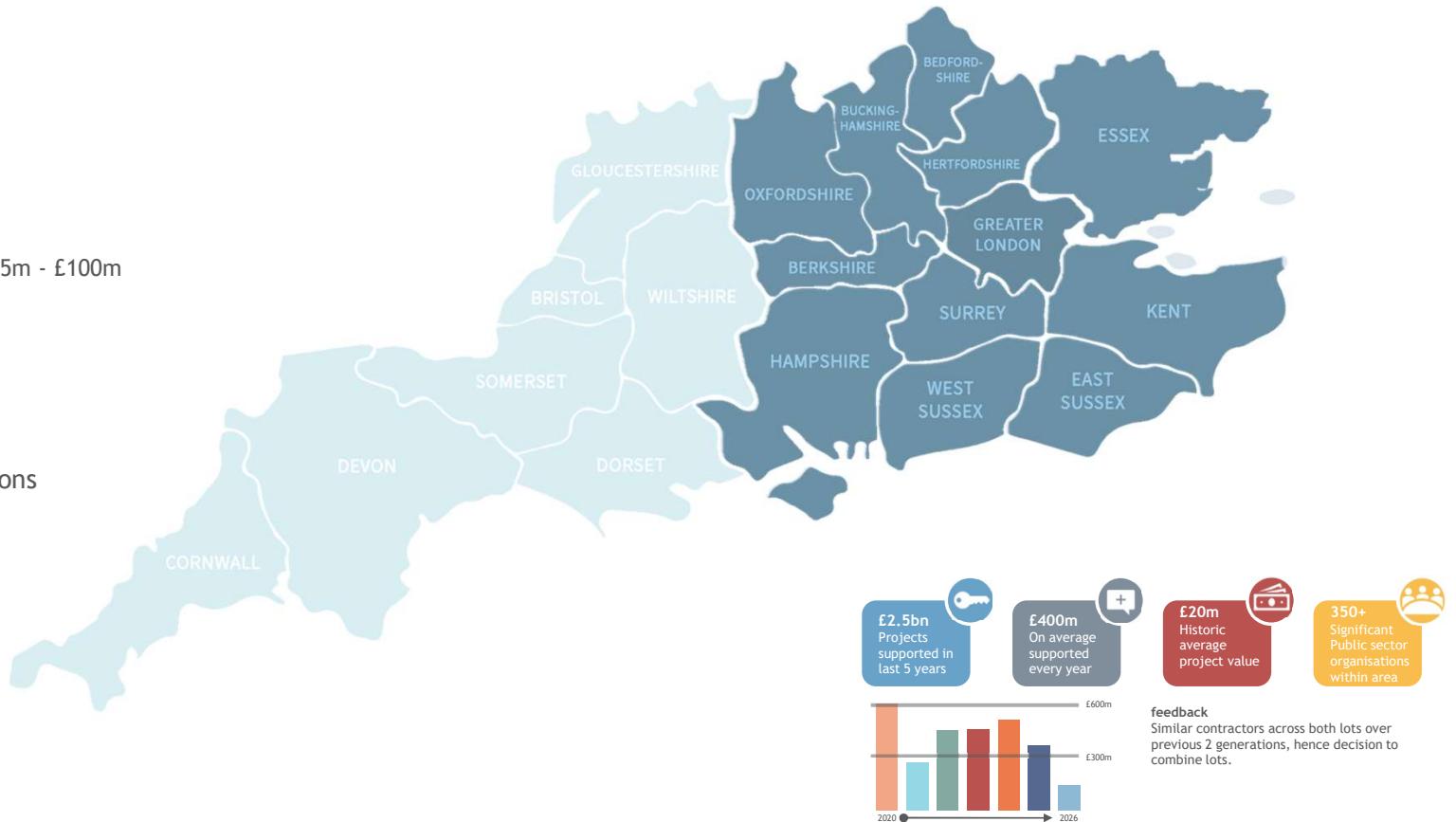


Major Project Proposals



Major Project Proposals

-  Lot 2 - London & South East
-  Typical Projects £15m - £100m
-  Contracting Options 2 Stage
-  Call off Options Mini Competition or Direct Award





Southern Construction
Framework

Mega Project Proposals

Lot 3 - National



Typical Projects £100m +



Contracting Options
2 Stage



Call off Options
Mini Competition or Direct
Award



The ITT

SCF6 will be an '**Open Procedure**', to establish a standard 4-year Framework under the Procurement Act 2023. The following outlines the structure of the ITT.

The ITTs for lower, medium & Mega value lots will be different.

Open Procedure

The tender is open to any interested supplier who are able to express an interest and submit a tender response

Central Digital Platform

All suppliers interested in tendering must be registered on the CDP and are required to provide their registration details as part of the tender process

Participation Stage Questionnaire

PSG is where suppliers will demonstrate their ability to meet the Conditions of Participation

Quality Criteria

The ITT will include quality questions worth a total of 80% of the marks available. These questions will test how best the suppliers meet the delivery requirements of the Framework

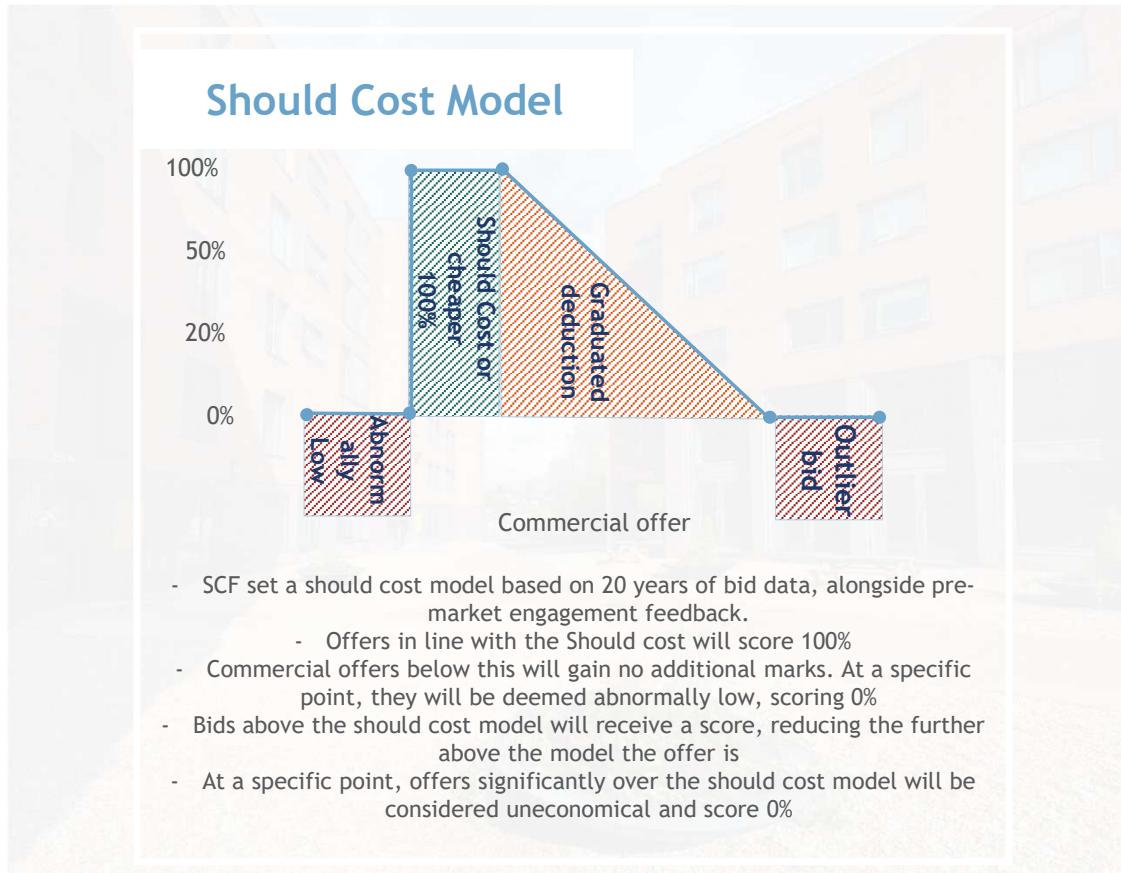
Commercial Return

The ITT will include a commercial submission worth 20% of the scoring marks.

Declarations & Undertakings

As part of their response, suppliers will need to declare their agreement to delivering binding commitments as part of the Framework Agreement

Commercial criteria



Bidders will be asked to submit % rates under the following headings:

- Pre Construction Fee
 - Design Fee
 - Construction Fee
 - Overhead & Profit

These fees will be totalled and then evaluated as a whole, and scored in line with the should cost model

Comprehensive Accreditation

Continually monitoring:

- ✓ Business Risk Score- minimum score of 45.
- ✓ Companies House Accounts
- ✓ Company Probity Checks
- ✓ Insurances, certificates, licenses at expiry
- ✓ Trade Accreditations
- ✓ HSE database
- ✓SSIP accreditation (Including company policies)
- ✓ Equality and Diversity
- ✓ Turnover verification

 Accreditation is a condition of contract not tender. Suppliers will be permitted to bid even if accreditation is not in place. Accreditation must be in place if awarded to the Framework.

 Failure to maintain accreditation can lead to suspensions/terminations

 Accreditation is currently provided by Salus at a cost of £625 per organisation. Our partnership with Salus is subject to re-procurement, so the specific provider may change.

Tender declarations

Suppliers will be required to sign up to several binding commitments as part of the ITT. The below outlines a few of these commitments, however, these and any additional commitments will be included and further detailed within the ITT.



Be signatories to the GLAA construction protocol
Include 1 VCSE on each awarded project
Be signatories to the building mental health charter



Ensure adherence to the governments prompt payment, particularly 30 day payment terms.
Ensure transparency with regard to supply chain payments and subject to audit by SCF when requested.
Use a project bank account where requested by contracting authority



Ensuring site manager or M&E co-ordinator remain on site for a minimum of: 2 - 4 weeks post-handover depending on job complexity
Have a dedicated point of contact for clients for managing and resolving defects

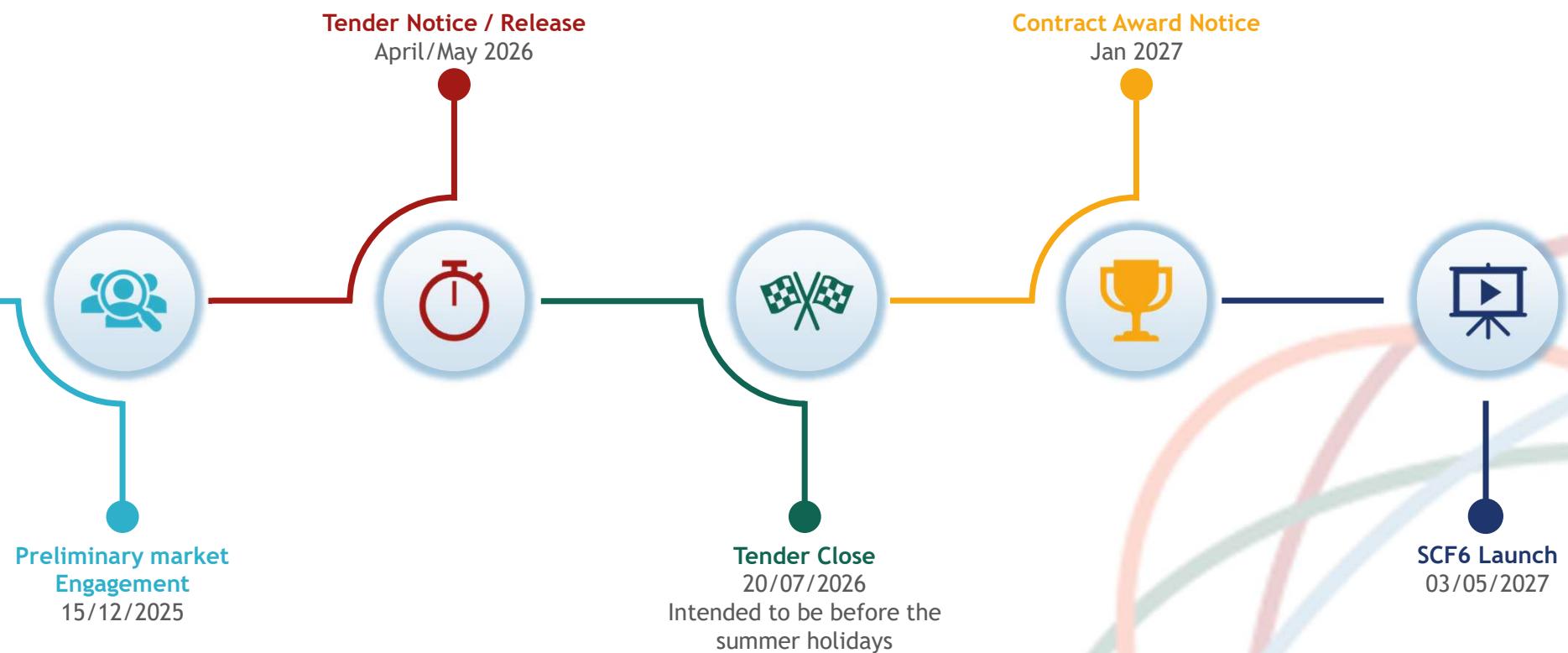


Ensure full compliance with LSC requirements on all projects
Ensure timely and accurate data completion on all projects and market intelligence



Be signatories to the carbon reduction code for the built environment & UK steel charter
Record and submit type 1 and 2 emissions annually.
Submit project carbon data to NACF
Use FSC timber for direct and indirect purchases

Indicative timetable





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Q&A slides to follow

