

Public Sector Construction Consultancy

Bidder Webinar

Framework Agreement Ref: SBS10528



Agenda

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3 HPCCAS Framework

4 PSSC Framework

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Who We Are

Part of the NHS Family

We are a vital part of the NHS family – a unique joint venture set up in 2004 between the Department of Health and Social Care (DHSC) and technology experts Sopra Steria, to provide corporate services to other NHS organisations.

We have grown to become one of the largest and most successful shared service providers in the world and are internationally-renowned in our field.



Department
of Health &
Social Care

sopra  steria



Shared Business Services



Our Vision



To help the NHS save money and enhance quality so that it can improve health, innovate to save lives, and deliver better outcomes with care and compassion.



Who Can Access The Framework?

Who Can Access NHS SBS Frameworks?

We are a national provider of health and corporate services framework agreements. Our agreements are open to ALL of the public sector.

Our agreements can be used by all UK-based public sector organisations, including:

- NHS Organisations
- Emergency Services (Police, Fire, Ambulance)
- Local Authorities
- Further and Higher Education
- Academies
- Housing Associations
- Museums, Galleries etc
- The Prison Service
- Community Interest Companies



Key Benefits Of Using The Framework

Easy for the NHS and UK public sector organisations to access and utilise

Responsive, knowledgeable specialist support to assist and provide you with solutions wherever you are in your procurement journey

A range of pre-approved suppliers to suit all requirements: from regional SME specialists to national providers

PCR 15

Direct award gives freedom and flexibility for all contracting authorities to direct award to their preferred supplier(s)



Framework agreement documentation can be accessed and downloaded via the Customer Framework Agreement Portal (CFAP)

Contracting authorities can run a further competition under the framework agreement to ensure value for money

HPCCAS Framework

HPCCAS Framework



Shared Business Services



HPCCAS Framework

Framework Facts

Overview of the framework agreement

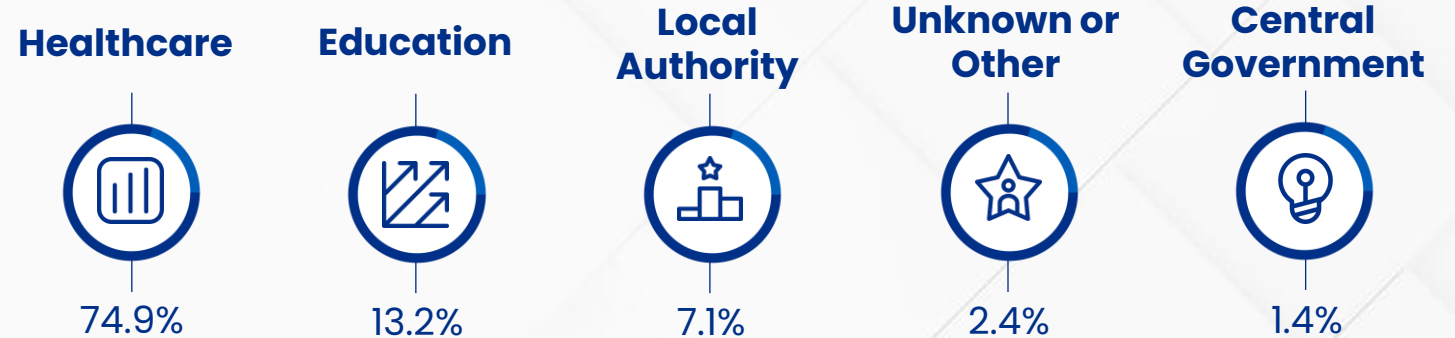
Provides a PCR 2015 compliant route to access construction consultancy services for the NHS and public sector organisations. This framework agreement covers construction consultancy services for traditional design and build, new build and refurbishment projects.

14 August 2023 – 13 August 2027

HPCCAS Framework

[Healthcare Planning, Construction Consultancy and Ancillary Services Framework Agreement | SBS10190](#)

Sector Split by Spend



Key Facts

- 88% Direct Awards
- 21% of Awards are under Lot 2 Project Management
- 2% of Awards are under Lot 9 Healthcare Planning
- 1406 call-off contracts

Top 5 Customers Using the Framework

- Government authority in Southeast England
- Higher education institution in Southeast England
- NHS Foundation Trust in North London
- NHS Trust in Central London
- Local authority in Central London

PSCC Framework

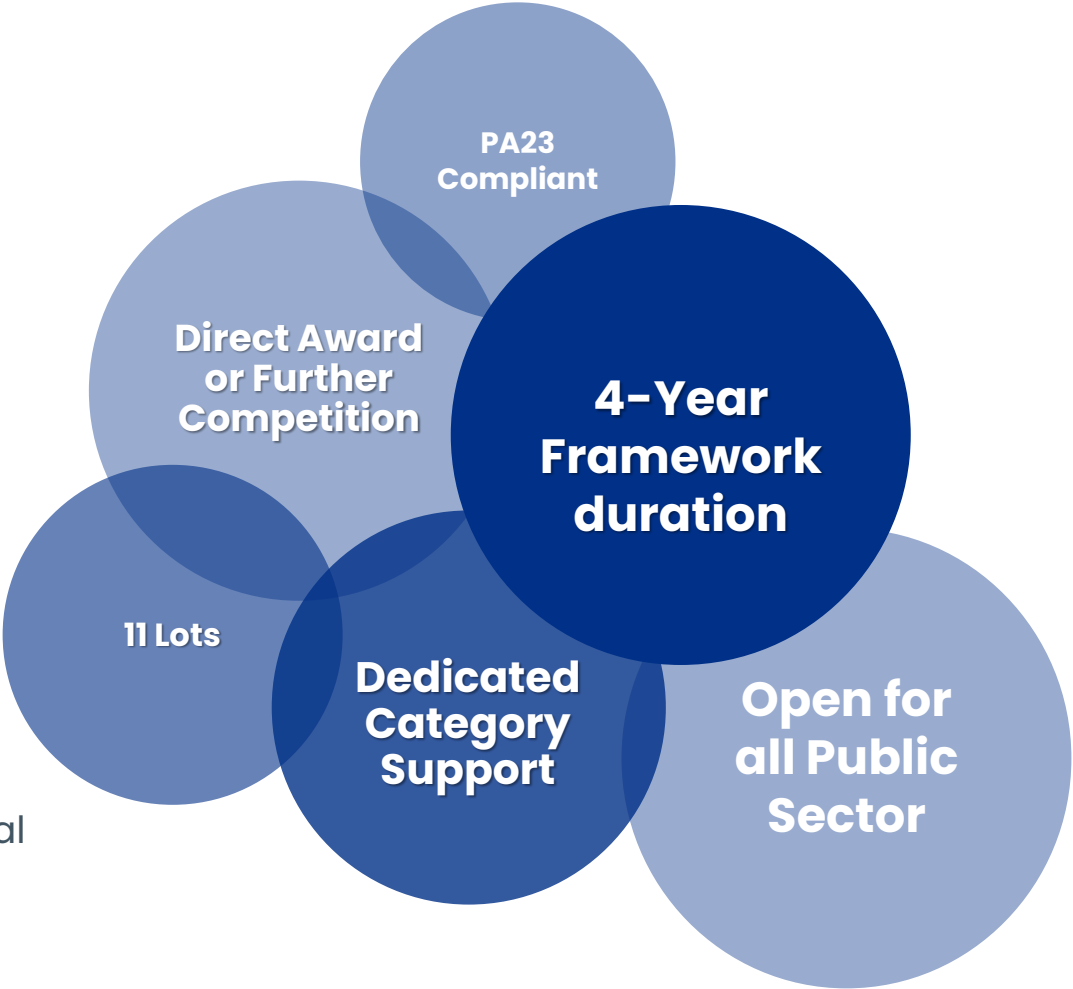
Framework Information

Public Sector Organisations

NHS SBS frameworks are open to all public sector organisations

Customer Portal

Access to all framework documentation on a dedicated customer portal



Flexibility of Call-Off Contracts

NHS terms as standard, or the option to use a wide range of industry-standard contracts at call-off stage

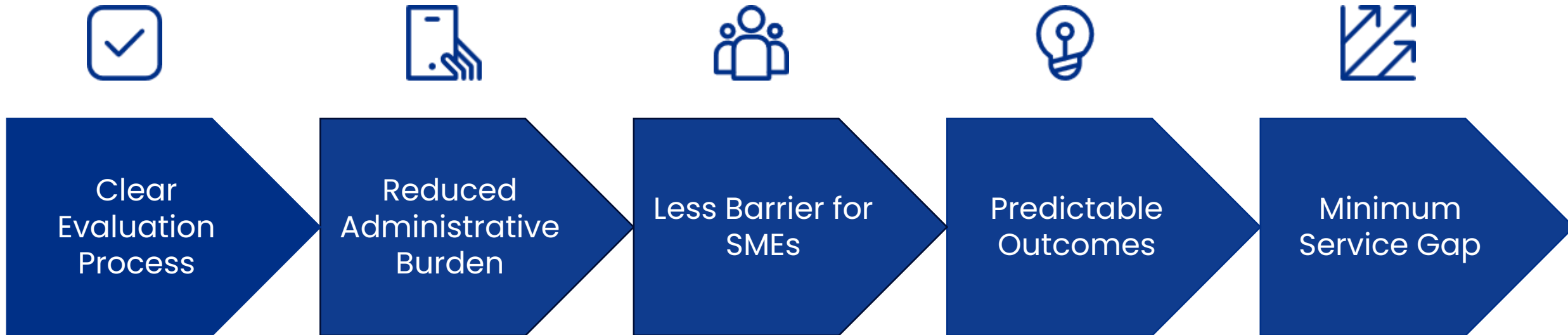
Framework Lot Structure

- **Lot 1:** Multidisciplinary Services
- **Lot 2:** Project Management
- **Lot 3:** Civil and Structural Engineering
- **Lot 4:** Quantity Surveyor
- **Lot 5:** Mechanical, Electrical, and Public Health (MEP) Services
- **Lot 6:** Principal Designer CDM Services
- **Lot 7:** Architectural Services
- **Lot 8:** Building Surveyor
- **Lot 9:** Healthcare Planning
- **Lot 10:** Net Zero, Environmental Consultancy, and Sustainability
- **Lot 11:** Ancillary Services

Points to Note

- Bidders can bid for **any number of Lots** relevant to their service delivery.
- For Lots 1 to 10, bidders can sub-contract (if required).
- For Lot 11, all services must be delivered in-house (therefore bidders cannot sub-contract to other providers).

The Benefits Of An Open Procedure



This procedure can mean limited flexibility as requirements cannot easily be changed

Mandatory Requirements

Financial Standing

A Bidder will PASS if:

- It meets the requirements outlined in the Assessment of Economic and Financial Standing Criteria; **OR**
- It has a guarantor from another member of the bidding group / consortium; **OR**
- It has a guarantor from a parent company; **OR**
- It is capable of providing a guarantee, either financial and / or performance.

NOTE: A financial assessment template and annual accounts must be provided that include:

- Three years financial data
- Profit and Loss Statement
- Balance Sheet

Lot Specific Requirements

- Lot 4 – Quantity Surveyor: Membership of the Royal Institution of Chartered Surveyors (RICS)
- Lot 8 – Building Surveyor: Membership of the Royal Institution of Chartered Surveyors (RICS)

Business Requirements

- Carbon Reduction Plan
- Business Continuity Plan

Terms and Conditions

- The Framework Agreement will be based on the FAC-1 Framework Alliance Contract.
- A copy of the Terms and Conditions (T&Cs) will be provided in the Invitation to Tender.
- Bidders will be required to sign up to the T&Cs by signing the framework agreement – **These will not be varied.**
- Call-Off Contracts can be based on one of the following:
 - JCT Standard Building Contract with Quantities
 - JCT Standard Building Contract without Quantities
 - JCT Design and Build Contract
 - JCT Intermediate Building Contract
 - JCT Intermediate Building Contract with Contractor's Design
 - JCT Minor Works
 - JCT Minor Works with Contractor's Design
 - JCT Consultancy Agreement
 - NEC4 Professional Services Contract
 - RIBA Standard Professional Services Contract
 - RIBA Principal Designer Professional Services Contract
 - NEC3 Engineering and Construction Contract
 - NEC4 Engineering and Construction Contract
 - Z clauses under NEC form
 - ACA PPC 2000
 - Constructing Excellence Contract
 - IPI (Integrated Project Insurance) Collaborative Contract

Clients can also utilise any other suitable alternative form of contract – as agreed with the supplier

PSCC Framework – First 12 Months

Framework Delivery Plan



The FDP sets out a clear **strategy** for Framework **growth**

An integral part will be **SRM** underpinned by our **Supplier Segmentation Tool**

Supplier Engagement



Build relationships through **meetings**, **training sessions** and **site visits**

We want to understand their **viewpoint**

Supplier Education



Engage with suppliers sharing knowledge through **webinars** and **workshops**

Ensuring suppliers have the necessary information to **succeed**

Customer Engagement



Build **relationships** and trust with customers, being responsive and knowledgeable to assist

Growth of the framework, give customers **confidence** to use the framework

Marketing

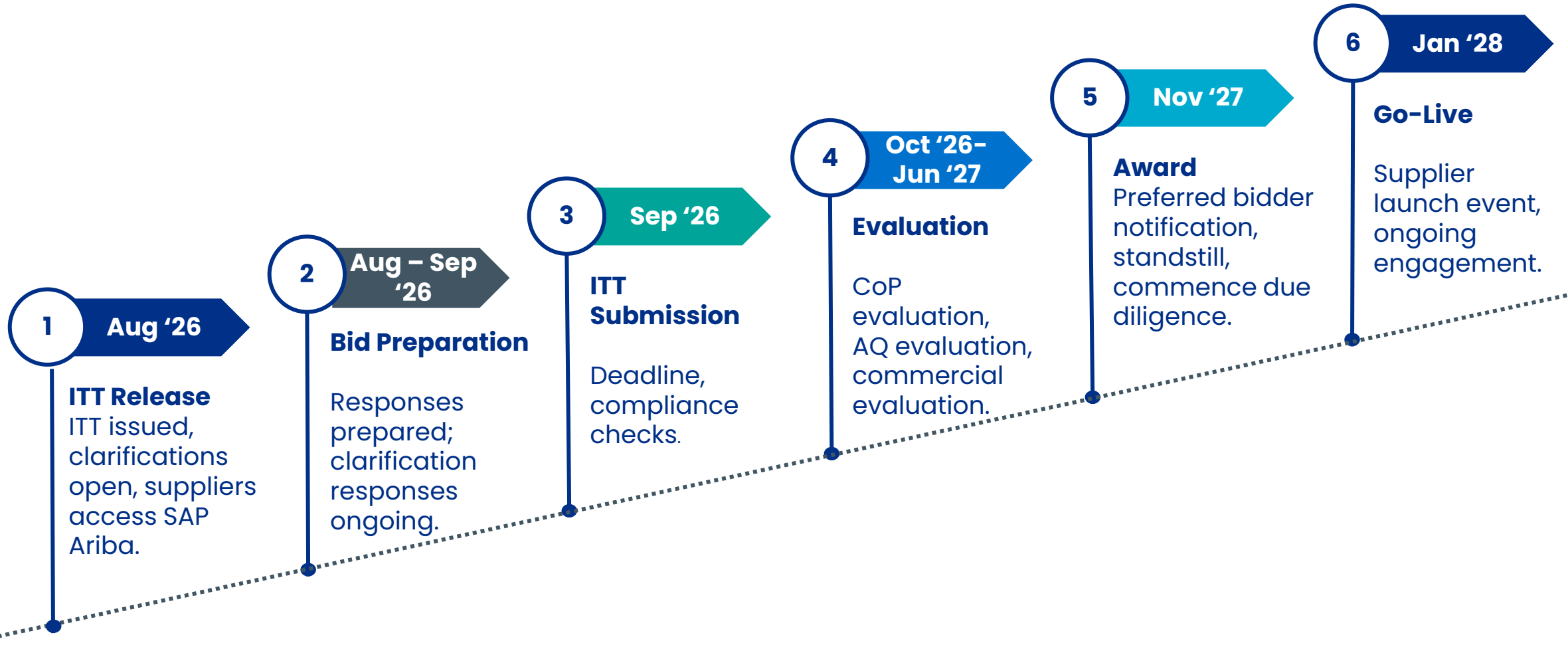


Develop a comprehensive marketing strategy

Create **materials** our suppliers can use when discussing the framework

Timelines and Key Milestones

Procurement Timeline

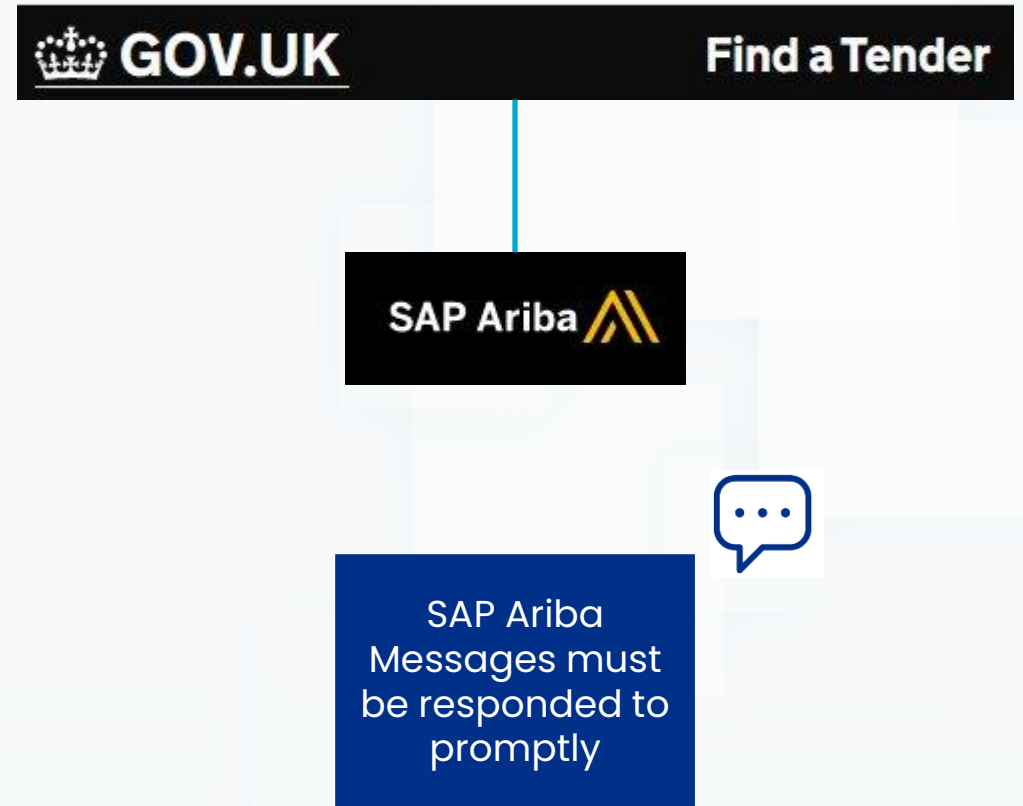


Accessing The Tender

Accessing The Tender

SAP Ariba – Central Digital Platform

- The tender will be posted on the Central Digital Platform, previously Contracts Finder and the Find a Tender Service.
- As part of the procurement, bidders are mandated to register on the Central Digital Platform. Once registered you will need to complete your Core Supplier Information on the Central Digital Platform and submit this as part of your Bid (as a PDF download).
- We may need to contact bidders post tender submission – it would be advisable to continuously monitor SAP Ariba to ensure you can respond to us within the timescales specified within the message.
- Messages are regularly sent through SAP Ariba, sometimes with short deadlines for response. Please ensure you can access the system and have a colleague able to access in your absence.



Bidder Tips

How To Create A Winning Bid

Key points to consider



Ensure all requested documents are submitted. Supporting documents will be disregarded if not requested. Questions will highlight where an attachment is permitted.



Review clarifications and updates via SAP Ariba message box to ensure latest information is acknowledged. We may send clarification questions after the tender has closed.



Present your prices competitively.



Gain understanding of our platform (SAP) ahead of the bid to familiarise and identify/raise training gaps where required.



Prepare in advance, 60% of the bid can be developed ahead of time.

Avoid common pitfalls



Structure your response in a way that ensures all aspects of the requirement are answered in full. This avoids pitfalls when responding to questions.



Ensure your submission is complete in time for the deadline. Submissions received after the deadline **will not** be accepted.



Ensure word count limits are adhered to, content provided over the word count **cannot** be evaluated and external links **cannot** be reviewed.



Ensure the requirement is read **in full**, all aspects of the question are answered, and responses are backed up with facts, data and examples, if requested.

Getting this right could be the key difference to your success

Tender Process

Tender Process Overview

Evaluation Phase 1

LOT SPECIFIC REQUIREMENTS (PASS / FAIL)

CONFORMANCE (PASS / FAIL)

- Acceptance of Framework T&Cs
- Acceptance of Specification for Lot

CONDITIONS OF PARTICIPATION (PASS / FAIL)

CONTRACT EXAMPLES (PASS / FAIL)



Outcome Communicated

AQ GATEWAY QUESTIONS (SCORED)

2 quality questions:

- Q1 Delivery
- Q2 Value for Money



Outcome Communicated

Evaluation Phase 2

AQ NON-GATEWAY QUESTIONS (SCORED)

3 quality questions:

- Q3 Risk Management
- Q4 Digital Innovation
- Q5 Fair Work

Evaluation Phase 3

COMMERCIALS (SCORED)

Pricing information:

- All Lots = Day Rates
- Lots 2 – 7 = RIBA Stages
- Lot 1 = Pricing Uplift (for specialists)

Lot Specific Requirements (Pass / Fail)

Lot 1

- Can you provide **all core disciplines (PM, QS, Architect, MEP, Principal Designer)** in-house or via approved sub-contractors?
- Are you willing to accept **full liability for project delivery**?
- Do you have experience acting as **single point of contact for NHS projects**?
- Can you manage **change control and stakeholder engagement**?

Multidisciplinary Services

Lot 2

- Do you have a **dedicated PMO function**?
- Are you experienced in implementing **change control processes** and **risk management workshops**?
- Can you provide **monthly reporting in NHS-approved formats**?

Project Management

Lot 3

- Do you have experience in **structural modelling and design for healthcare facilities**?
- Are you able to provide **geotechnical risk assessments and foundation zone plans**?
- Do you **have BIM Level 2 capability**?

Civil and Structural Engineering

Lot 4

- Are you **RICS accredited**?
- Have you prepared **SOC/OBC/FBC business case forms** for NHS projects?
- Can you act as **NEC Project Manager or Supervisor**?
- Do you have experience in **whole life costing and RICS New Rules of Measurement (NRM) compliance**?

Quantity Surveyor

Lot 5

- Do you have capability for **thermal and energy performance modelling (e.g. CFD)**?
- Can you provide **design advice on renewable energy integration**?
- Are you compliant with **Schedule 1: Part L (Conservation of Fuel and Power) of The Building Regulations 2010**?
- Do you have experience in **healthcare-specific MEP systems**?

MEP Services

Lot 6

- Are you competent under **The Construction (Design and Management) Regulations 2015 regulations**?
- Do you have experience preparing **Pre-Construction Information Packs**?
- Can you demonstrate liaison with **HSE and statutory bodies**?
- Do you have a process for **checking designer competence and resources**?

Principal Designer

Lot Specific Requirements (Pass / Fail)

Architectural Services

Building Surveyor

Healthcare Planning

Net Zero and Sustainability

Ancillary Services

Lot 7

- Do you have experience delivering healthcare architectural projects in accordance with **RIBA PoW Stages 0–7**?
- Are you able to act as **Lead Designer** and manage multidisciplinary teams?
- Can you provide evidence of compliance with **BREEAM and sustainability standards**?

Lot 8

- Are you **RICS accredited**?
- Do you have experience in **dilapidations and historic building conservation**?
- Can you provide **whole life cost considerations**?

Lot 9

- Have you delivered **clinical strategy and care pathway planning** for NHS organisations?
- Can you provide **demand and capacity modelling**?
- Do you have experience in **strategic estate planning and migration planning**?
- Are you familiar with **infection control and H&S protocols**?

Lot 10

- Can you provide **Net Zero carbon strategy and certification support**?
- Do you have experience in **energy audits and ESOS compliance**?
- Can you deliver **carbon footprint reduction plans for Scope 1, 2, and 3 emissions**?
- Do you have capability for **embodied carbon and lifecycle assessments**?

Lot 11

- Can you provide **specialist services such as RAAC consultancy or asbestos management**?
- Can you provide **PFI handback and estate strategy advice**?
- Do you have experience in **social value consultancy and compliance monitoring**?
- Are you able to deliver **BIM management and coordination**?

Conditions of Participation (Pass / Fail)

CONFORMANCE:

- Acceptance of Framework T&Cs
- Acceptance of Specification for Lot(s)

CONDITIONS OF PARTICIPATION:

- ISO 9001 Accreditation or an equivalent form*
- ISO 14001 Accreditation or an equivalent form*
- ISO 45001 Accreditation or an equivalent form**
- Cyber Essentials Certification (or ISO27001)
- Employers Liability Insurance = £5 million (per claim)
- Public Liability Insurance = £5 million (per claim)
- Professional Indemnity Insurance = £2 million (aggregate)
- Carbon Reduction Plan
- Business Continuity Plan
- Economic and Financial Standing (D&B credit check / FAT)

Where ISO accreditation is not provided, the following will be acceptable:

* Evidence of an internal process aligned with the ISO requirement

** Evidence of registered membership of SSIP H&S assessment scheme (e.g. CHAS or SafeContractor)

CONTRACT EXAMPLES:

- 2 must be provided and 1 must relate to a **Healthcare Organisation**
- Must have been completed within past 3 years or are still in progress
- Lot 1 (Multidisciplinary Services) contract examples must evidence an **Established Supply Chain**
- Lot 11 (Ancillary Services) contract examples must relate to one or more of the services set out in the specification for Lot 11

Healthcare Organisation = A healthcare, medical, or scientific association or organisation such as a hospital, clinic, foundation, university, or an organisation through which one or more health professionals or other relevant decision makers provide health services.

Established Supply Chain = A relationship that has existed for one or more years between the Bidder and one or more suppliers, at any stage of remoteness from the Bidder in a sub-contracting chain, through which services aligned to those outlined in the Specification for the applicable Lot have been provided to one or more organisations.

Award Questionnaire (Scored)

GATEWAY QUESTIONS:

- Q1 – Delivery
- Q2 – Value for Money



Where a bidder does not achieve the **minimum required score of 75 for a Gateway Question**, their bid will be excluded from further evaluation.

NON-GATEWAY QUESTIONS:

- Q3 – Risk Management
- Q4 – Digital Innovation
- Q5 – Fair Work (Social Value)



Where a bidder **scores 0 for any Non-Gateway Question**, their bid will be excluded from further evaluation.

TOTAL QUALITY SCORE:

- Each bidder's Total Gateway Score will be added to their Total Non-Gateway Score to determine their Total Quality Score
- Where a bidder does not achieve a Total Quality Score of **35% out of 70%**, their bid will be excluded from further evaluation



Criteria	Type	Question	Minimum Required Score	Question Weighting %	Total % for Section
Quality	Gateway Questions	Q1 – Delivery	75	20%	60%
		Q2 – Value for Money	75	20%	
	Non-Gateway Questions	Q3 – Risk Management	N/A	10%	
		Q4 – Digital Innovation	N/A	10%	
Social Value		Q5 – Fair Work	N/A	10%	10%
Commercial					30%
Total					100%

Commercial Evaluation

COMMERCIALS:

- All Lots – Day Rates
- Lots 2 to 7 – RIBA Stages
- Lot 1 – Pricing Uplift (for specialists)

EVALUATION BASED ON MEAN:

$$\text{Score} = \frac{\text{Weighting} \times \text{Mean Bid Price}}{\text{Bid Price}}$$

RANKING:

- Each bidder’s Total Quality will be added to their Commercial Score to determine their Total Score
- Bidders within each Lot will be ranked according to their Total Score



The maximum number of bidders may increase where 2 or more bidders have tied scores in last awardable position for the Lot. NHS SBS reserves the right to award to any bidder whose final score is within 1% of the last awardable position of the Lot.

Lot Number	Lot Name	Number of Awarded Suppliers
1	Multidisciplinary Services	70
2	Project Management	70
3	Civil and Structural Engineering	50
4	Quantity Surveyor	50
5	Mechanical, Electrical, and Public Health (MEP) Services	50
6	Principal Designer CDM Services	30
7	Architectural Services	50
8	Building Surveyor	30
9	Healthcare Planning	30
10	Net Zero, Environmental Consultancy, and Sustainability	50
11	Ancillary Services	70

Clarification Questions

Clarification Questions

- Bidders will be provided with a window of time to raise clarification questions regarding any aspect of the procurement.
- The clarification deadline will be set out in the timetable published within the Bidders Instructions and Guidance document.
- Bidders are encouraged to read through the procurement documents and online questionnaire well in advance of the clarification deadline.
- **All clarification questions must be submitted via the messaging portal in SAP Ariba.**
- Any questions submitted via email, phone or any other means will not be accepted.
- We will endeavour to publish responses to all questions within 3 working days of receipt (PLEASE NOTE: More complex questions may take longer to answer).
- **Questions submitted after the clarification deadline will not be responded to.**



Next Steps

Next Steps

Call to Action

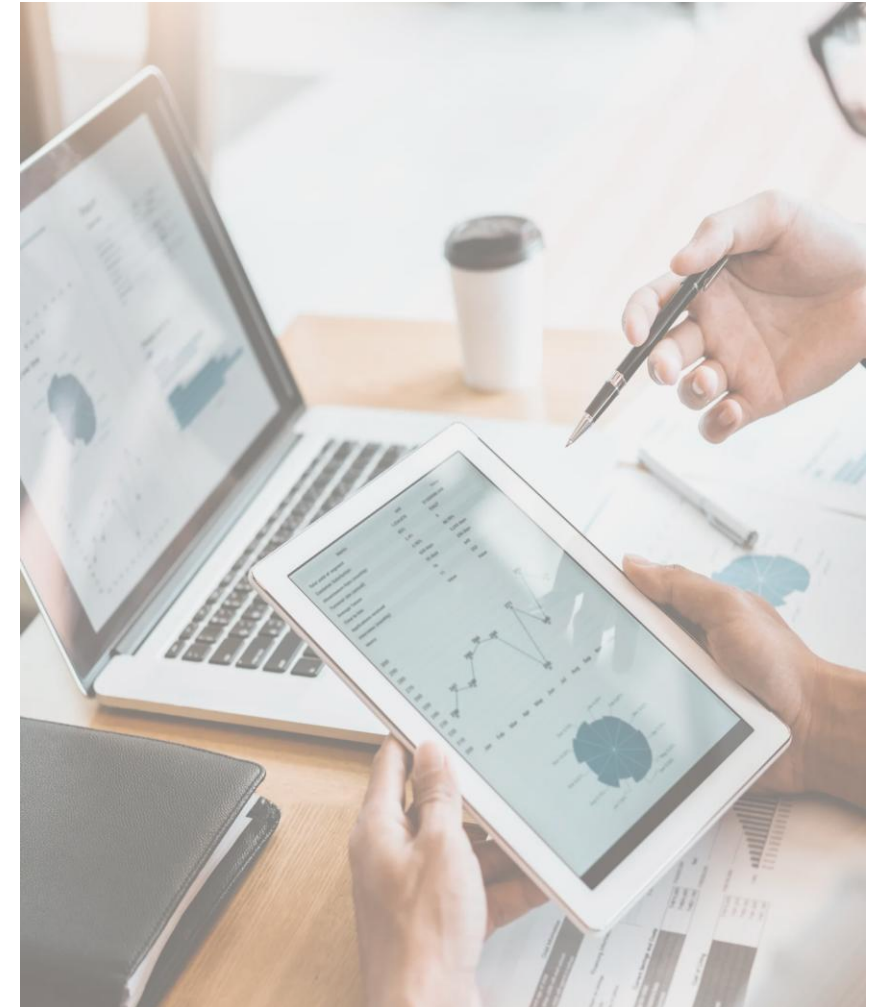
- Register on the Central Digital Platform [Supplier Registration Service](#)
- Start developing contract examples
- Start preparing Conditions of Participation (CoP) information

Communication

- Look out on the 'Find a Tender Service' for the publication of the Tender Notice <https://www.find-tender.service.gov.uk>

Please Note

THIS PROCUREMENT IS SUBJECT TO CABINET OFFICE CONTROLS AND THEREFORE ANY ELEMENTS OF THE PROPOSED PROCUREMENT STRATEGY MAY CHANGE FOLLOWING CABINET OFFICE CONTROLS ASSURANCE



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Shared Business Services

Thank you

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NHS Shared Business Services was created in 2004 by the Department of Health and Social Care to deliver the most cost effective and highest quality corporate services to the NHS. A unique joint venture with Sopra Steria, a European leader in digital services and software development, we make life easier for NHS employees, patients and suppliers, and deliver value for money to the taxpayer.

Proud members of the NHS family, we provide finance & accounting, procurement, workforce, digital and expert advisory services to more than half the NHS in England. Committed to being a force for good, we are dedicated to acting responsibly and sustainably at organisational, team and individual level. Sharing common values and unity of purpose with the rest of the NHS family, our solutions are underpinned by cutting-edge technologies and our teams' expertise, in-depth understanding of the NHS, and commitment to service excellence.

For more information, please visit www.sbs.nhs.uk