

Shared vision. **Better together**

Public Sector Construction Works 2 (SBS101533)

Bidder Webinar

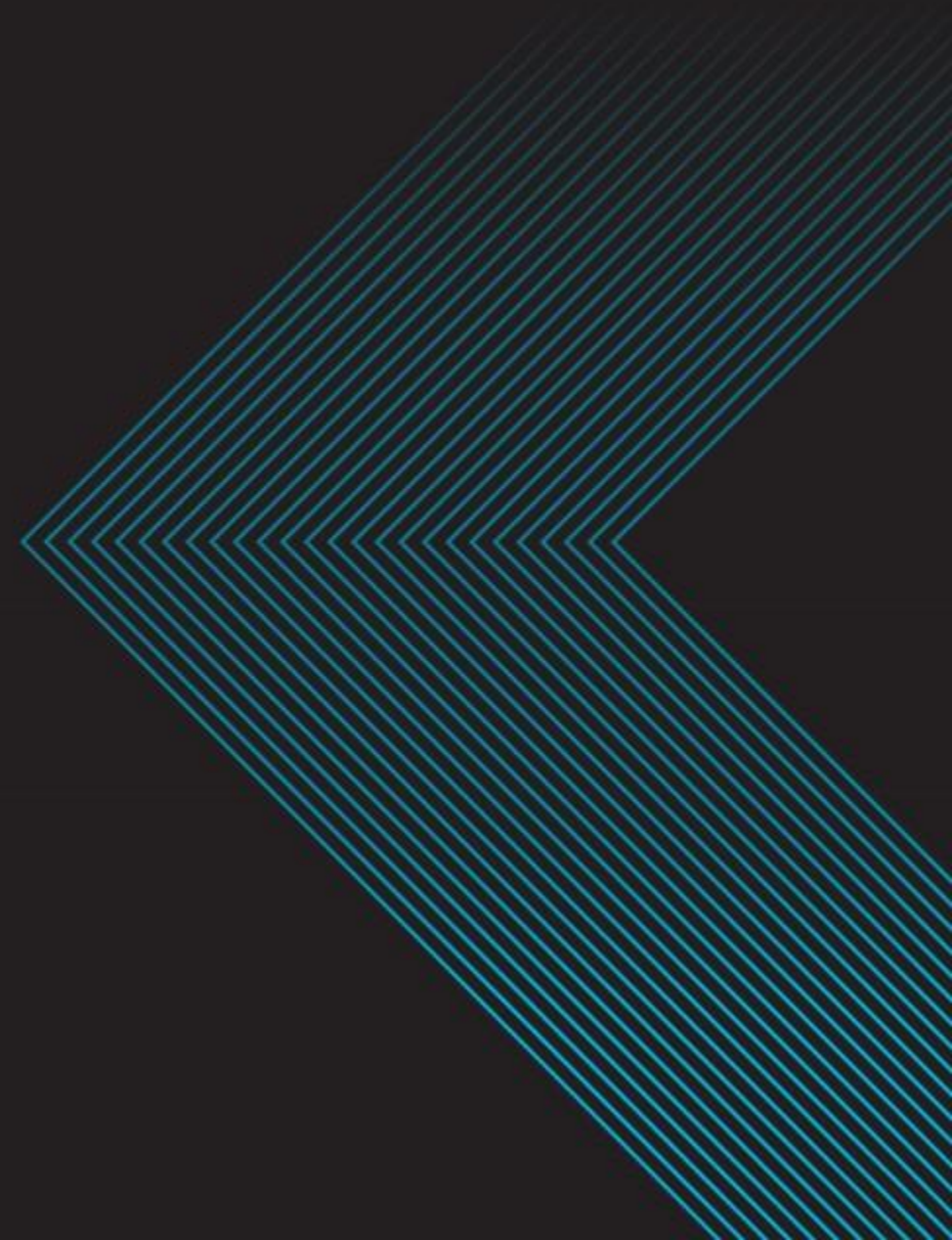
17 June 2026



Agenda

- 1** Introduction
- 2** Who Can Access the Framework
- 3** Public Sector Construction Works
- 4** Public Sector Construction Works 2
- 5** Timelines and Key Milestones
- 6** Bidder Tips
- 7** Tender Process and Next Steps

1 – Introduction



Who we are

Celebrating more than two decades of service, we've grown into one of the world's largest and most successful shared service providers.

Born in 2004 as a pioneering joint venture between the Department of Health and technology specialists Sopra Steria, we were created to deliver safe, efficient and cost-effective corporate services across the NHS.

Today, we're more than a service provider — we're a trusted **strategic transformation partner**. We drive the modernisation of national platforms and services, powered by robust governance, secure systems, and a proven track record of delivering at scale.



Shared Business Services



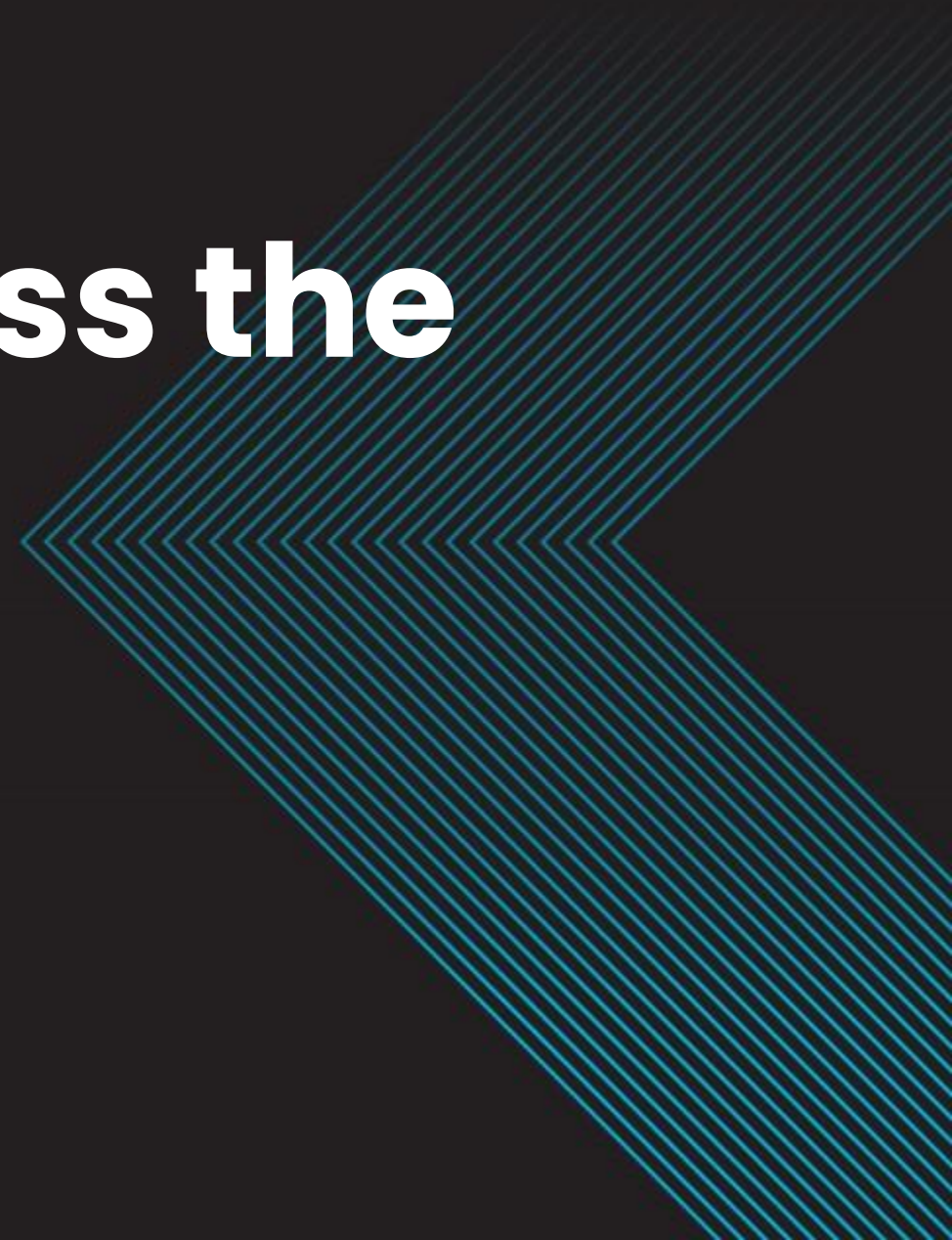
Our Mission



To accelerate transformation across the system by reimagining the future of shared services, making lives easier for those working in and using the NHS.



2 – Who Can Access the Framework



Who can access our Framework Agreements?



Shared Business Services

NHS Shared Business Services is a **national provider** of a range of Estate and Construction, Health, Digital & IT, and Corporate Services framework agreements.

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

- **NHS organisations**
- **Local Authorities / LEAs**
- **Further and Higher Education**
- **Academies**
- **Housing Associations**
- **Emergency Services (Police, Fire, Ambulance)**
- **Museums and galleries**
- **The Prison Service**
- **Community Interest Companies**



Key Benefits Of Using the Framework

Easy for NHS and wider public sector organisations to access and utilise.

Responsive, knowledgeable specialist support to assist and provide solutions throughout your procurement journey.

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



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

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.

3 – PS-Works: Public Sector Construction Works

SBS/18/DT/PZC/9332

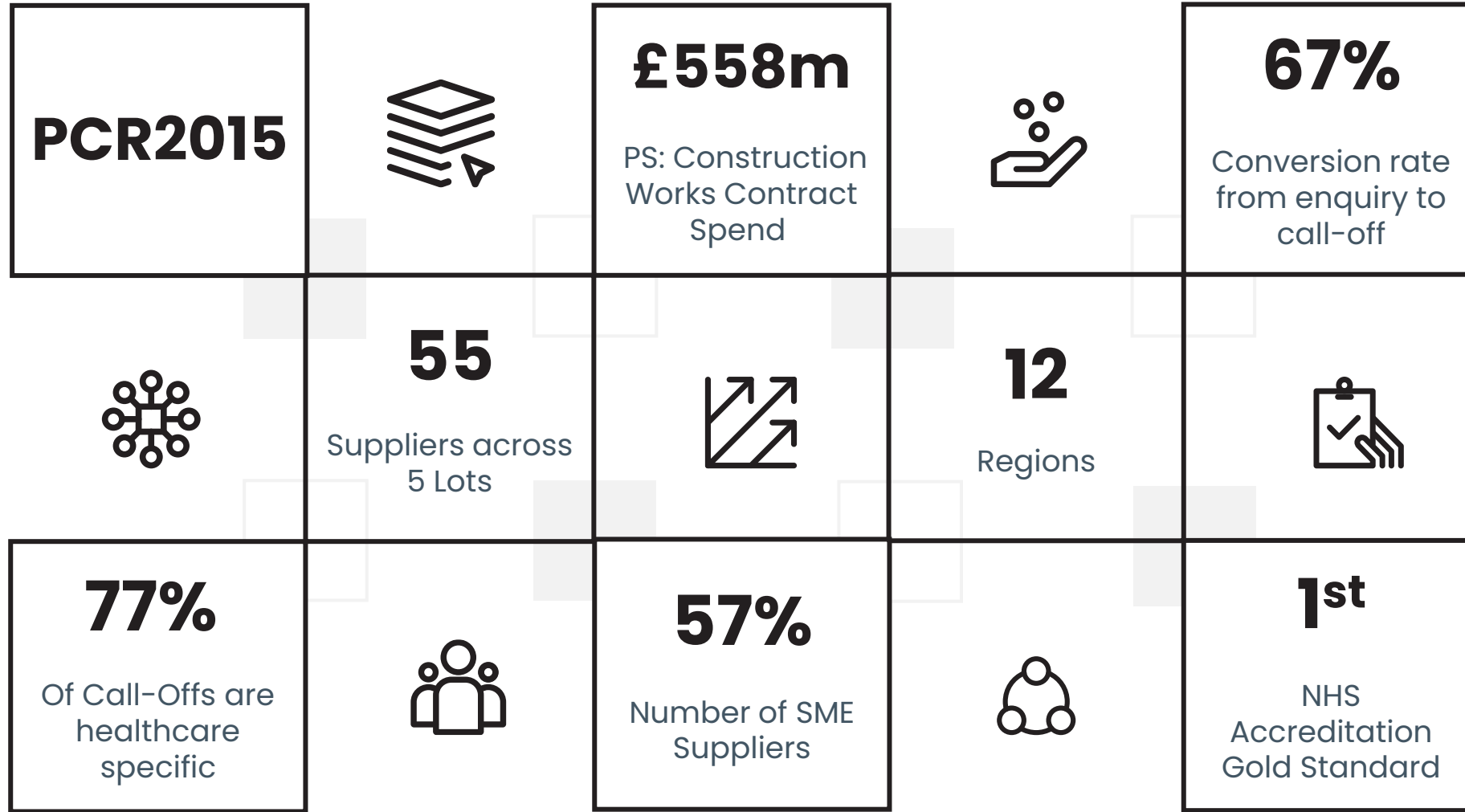
PCR2015

PS-Works: Public Sector Construction Works



Shared Business Services

December 2020 – December 2027



Framework Information

Framework Facts

Overview of the framework Agreement

PCR2015 framework agreement for the provision of construction works and services for the NHS and wider public sector. These works include traditional design and build, new build, and refit/refurbishment projects.

Project Call-off Contracts

- NEC 3
- NEC 4
- JCT MW
- JCT SBC
- JCT D&B
- NHS Standard Terms and Conditions

Weblink:

[PS-Works: Public Sector Construction Works Framework Agreement | SBS/18/DT/PZC/9332](#)

Sector Split by Spend

Healthcare



77%

Education



9%

Local Authority



7%

Blue Light



5%

Key Facts

- **66%** Direct Award
- **41%** Lot 1 (£0 - £2.5m)
- **67%** conversion rate from enquiries to call-off contract
- **155** call-off contracts

Top 5 Customers Using the Framework

- 1** NHS Trust Northwest
- 2** NHS Trust Midlands
- 3** NHS Trust Midlands
- 4** NHS Trust Midlands
- 5** NHS Trust Southeast

4 – Public Sector Construction Works 2

(SBS10533)

PA23

Renewal Framework Information

POINT TO NOTE

THIS PROCUREMENT IS SUBJECT TO **CENTRAL COMMERCIAL FUNCTION ASSURANCE PROCESS** AND THEREFORE ANY ELEMENTS OF THE PROPOSED PROCUREMENT STRATEGY MAY CHANGE.

Awarded Suppliers Places

- Lot 1 – 10 per Geographical Area
- Lot 2 – 10 per Geographical Area
- Lot 3 – 12 Nationally

Customer Portal

Access to all framework documentation on a dedicated customer portal



Flexibility of call-off contracts

JCT, NEC or the option to use a wide range of industry-standard contracts at Call-Off stage

Pricing Mix

Combination of % and rate cards to suit customer need

Framework Lot Structure

Lot 1 – Minor Works (£0 to £5m) – Regional: 10 Awarded Suppliers per Geographical Area

This Lot is for minor works, including but not limited to construction, refurbishment, and demolition projects across the entire public sector. Each individual Call-Off Contract shall have a maximum value of £5 million. Suppliers within this Lot are organised into 12 geographical areas.

Lot 2 – Intermediate Works (£5m to £15m) – Regional: 10 Awarded Suppliers per Geographical Area

This Lot is for intermediate works, including but not limited to construction, refurbishment, and demolition projects across the entire public sector. Each individual Call-Off Contract shall have a value ranging from £5 million to £15 million. Suppliers within this Lot are organised into 12 Geographical Areas.

Lot 3 – Major Works (£15m+) – National: 12 Awarded Suppliers

This Lot is for major works, including but not limited to construction, refurbishment, and civil engineering projects across the entire public sector. Each individual Call-Off Contract shall have a minimum value of £15 million, with no maximum value specified. Suppliers within this Lot operate on a national basis across the whole UK.

POINT TO NOTE

BIDDERS CAN BID FOR **ANY NUMBER OF LOTS** RELEVANT TO THEIR SERVICE DELIVERY.

Terms and Conditions

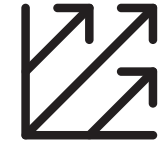
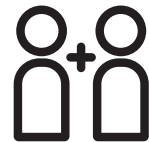
Framework Agreement

- 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.**

Project Call-Off Contracts

- 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 Term Alliance Contract (TAC-1) with 2 Stage Ordering
- IPI (Integrated Project Insurance) Collaborative Contract

Public Sector Works 2 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 your **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

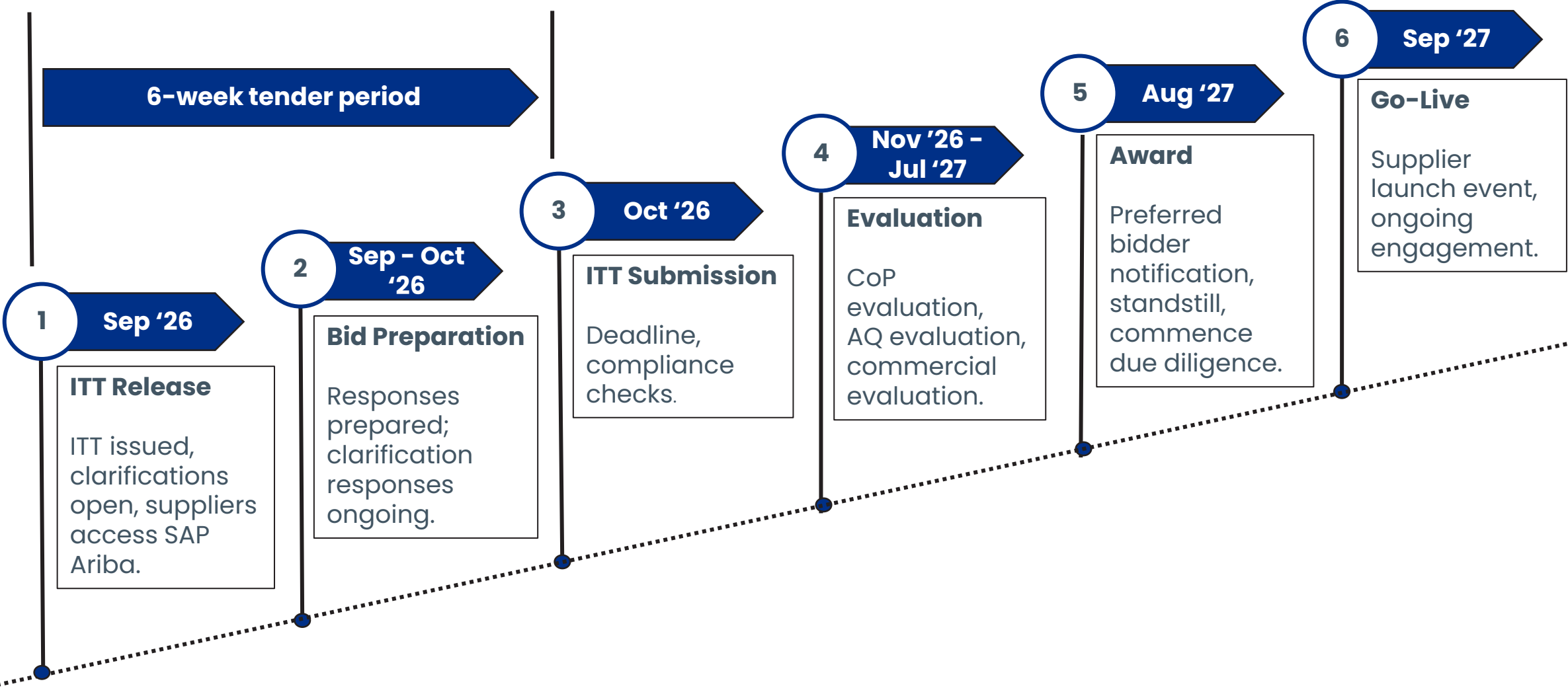
Develop a comprehensive marketing strategy

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

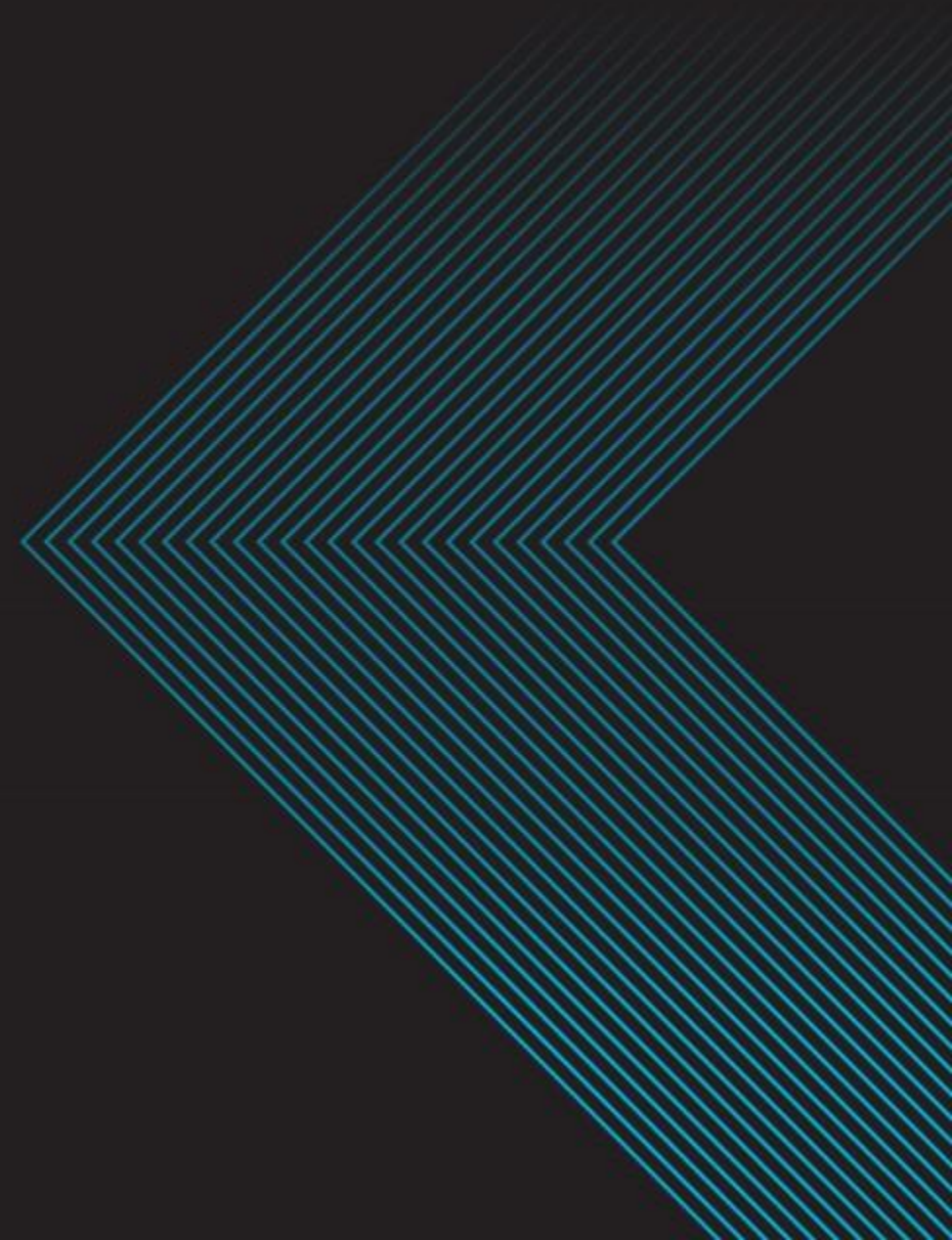
5 – Timelines and Key Milestones

A decorative graphic on the right side of the slide, consisting of multiple concentric teal circles that create a tunnel-like effect, receding into the distance.

Procurement Timeline



6 – Bidder Tips



How To Create A Winning Bid

Key points to consider



Ensure all requested documents are submitted. Add supporting documents where requested. Questions will highlight where an attachment is permitted.



Review clarifications and updates via the 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 or raise training gaps where required.



Prepare in advance; approximately 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**. Only submissions received on time will be accepted.



Ensure word count limits are adhered to. We will only evaluate content provided to the word count. Read the questions carefully.



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!

7 – Tender Process and Next Steps



Conditions of Participation

CONDITIONS OF PARTICIPATION:

- ISO 9001 Accreditation or an equivalent form*
- ISO 14001 Accreditation or an equivalent form*
- ISO 45001 Accreditation or an equivalent form**
- BIM Level 2 **OR** ISO 19650 Accreditation
- 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
- Modern Slavery Assessment Tool (MSAT)
- Economic and Financial Standing (D&B credit check or 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:

- 3 examples must relate to Works that have been delivered during the past five years (i.e. since October 2021) where you have acted as principal contractor.
- The contract examples must relate to completed projects, and the construction value must be within the value banding of the Lot (i.e. £0m to £5m for Lot 1, £5m to £15m for Lot 2, and over £15m for Lot 3).
- The Works may have commenced prior to October 2021; however, they must have been completed within the past five years.
- If bidding for more than one Lot, the same contract example(s) cannot be used.
- The contract examples must relate to Works delivered to the public sector or to an organisation that receives public funding.
- The contract examples cannot relate to situations where a Bidder has merely been appointed onto a framework or dynamic purchasing system. However, the contract examples may relate to contracts which have been awarded to the Bidder under a framework or dynamic purchasing system (e.g. a Call-Off Contract under a framework).

Modern Slavery Assessment Tool

Construction is deemed high-risk for modern slavery.

The Conditions of Participation require Bidders to self-certify that they have completed the Modern Slavery Assessment Tool within the last 12 months which is on:

[Modern Slavery Assessment Tool - Supplier Registration Service](#)

Preferred Bidders will be required to provide evidence of this during the due diligence phase.

Once this is done, you can share your Assessment Tool with other Public Sector organisations, without re-doing the Assessment.



Modern Slavery Act
2015

Award Questionnaire

Criteria	Question	Question Weighting %	Total % for Section
Quality	Q1 – Delivery and Risk Management	20%	60%
	Q2 – Capability, Capacity, and Supply Chain Resilience	15%	
	Q3 – Health and Safety in Construction	15%	
	Q4 – Marketing	10%	
Social Value	SV1 – Fair Work	5%	10%
	SV2 – Skills for Growth	5%	
Commercial			30%
Total			100%

POINT TO NOTE

A BIDDER MUST ENSURE THEY ACHIEVE A **TOTAL QUALITY SCORE OF 35% OUT OF 70%**, OTHERWISE THE BID WILL BE EXCLUDED FROM FURTHER EVALUATION.

Commercial Evaluation

COMMERCIALS:

All Lots – OHP

- NEC4 (Options A-F)
- JCT
- NEC3 (Options A-F)

All Lots – Design Fees

All Lots – Rate Cards

EVALUATION BASED ON MEAN:

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

RANKING:

- Each bidder’s Quality Score will be added to their Commercial Score for the Geographical Area to determine their Total Score for the Lot
- Bidders within each Lot will be ranked according to their Total Score for the Geographical Area, as follows:
 - **Lot 1** = 10 Bidders awarded per Geographical Area
 - **Lot 2** = 10 Bidders awarded per Geographical Area
 - **Lot 3** = 12 Bidders awarded on a national basis

Part	Description	Sub-weighting Level 1	Contract Type	Sub-weighting Level 2	Contract Price	Sub-weighting
					Option	Level 3
A	Overhead and Profit (OHP) and Preliminaries	20%	NEC4	10%	Option A	3%
					Option B	1%
					Option C	3%
					Option D	1%
					Option E	1.5%
					Option F	0.5%
			JCT	6%		
			NEC3	4%	Option A	1%
					Option B	0.5%
Option C	1%					
			Option D	0.5%		
			Option E	0.75%		
			Option F	0.25%		
B	Design Fees	5%				
C	Rate Cards	5%				

Bidders are able to provide percentage adjustment(s) if bidding to deliver the Works for the Lot in more than one Geographical Area.

The maximum number of bidders may increase where two 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.

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.**



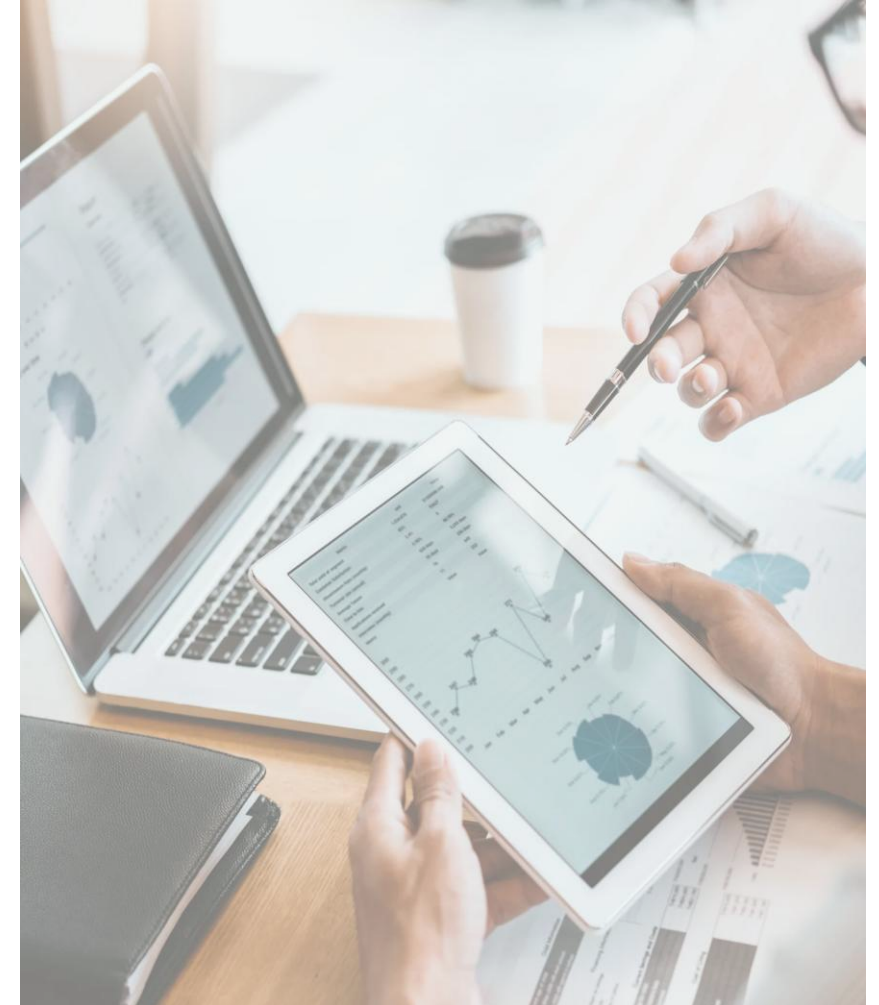
Next Steps

Call to Action

- Register on the Central Digital Platform **Supplier Registration Service**
- Start developing contract examples
- Start preparing Conditions of Participation (CoP) information
- Webinar slides, Q&A, and recording will be communicated week commencing 29th June 2026

Communication

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



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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