

Framework Information Day

11th July 2017

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Agenda

- Welcome
- What will we cover today
- Who and what we are
- Duties, performance and the mini competition process
- Governance, obligations, commitment
- Framework data
- Questions

What would you like to get out of today?

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Who and what we are

Keith Heard

<http://www.southernconstructionframework.org.uk>

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**150 public authorities
£5bn major projects**

Why did we build a Framework

- Compulsory competitive tendering led to disputes
- Out turn costs well in excess of tendered cost
- Lack of contractor input into the design
- Lost aggregation benefits through the supply chain
- No other benefits through the authority capital spend

SCF aims to be

- Positive partnership with the private sector
- Leaders in two stage open book
- Positive experience with real benefits
- Vehicle for delivery of social value
- Engaged with and fair to supply chain

The budget cannot be wrong !

- Process gives the best possible product for available budget
- Integrated approach eliminates project risk
- Uses expertise of the whole team

Principles – 2 stage approach

- Plan together
- Develop the design together
- Procure together, involve the supply chain

Design & *Cost Development*

Contractor selected from framework on OHP, PC fee, construction staff cost, design & ability to meet client brief and project budget

Integrated team develop designs and costs, maximise efficiency within budget whilst finalising package procurement with tier 2 and 3

Construction

Construct to agreed lump sum

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Duties, performance and the mini competition process

Mike Borkowski

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Mini Competition Part 1

Client completes MC1 documents and submits to SCF

SCF issue MC1 through their portal

1 Week

Contractors return MC1 response

SCF in parallel with Client agree shortlisted Contractors

Client advises which Contractors have been shortlisted and invited to MC2

4 Questions:

- Preference for type of project
- Ability to deliver (capability)
- Capacity of contractor and supply chain
- Ability to add value



Mini Competition Part 2

Client issues MC2 document on their chosen procurement portal

2 Weeks

Contractors return MC2 response

Client selects Contractor

Client issues Pre Construction Services Agreement

Weighting:

Technical: 50-80%

Client specific questions

Cost: 20-50%

OHP %

Pre construction fee%

Design fee %



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How we select contractors – the Mini Competition process

- Two-part process
- Mini Competition part one (MC1)
- Ask you four questions on capability, capacity and added value
- 5 working days to complete
- Self scored by you – moderated by us and the client
- Purpose of MC1 is to create a shortlist for the next stage
- MC1 managed by Lot specific framework manager
- If successful at MC1 you are invited to complete MC2

How we select contractors – the Mini Competition process

- Mini competition part two (MC2)
- The clients invitation to tender stage
- Quality questions based on ten key headings – financial and social both mandatory
- Commercial return setting out your rate (expressed at % against client cost plan)
- Between 10-20 working days to complete
- Self scored by you – returned to and evaluated by the client
- If successful you are selected as ‘preferred contractor’

Pre-construction duties under two-stage procurement

- Whole point of two stage and early contractor involvement – add value
- Form part of the integrated team – collaboration is key
- Bring market intelligence and buildability advice
- Help to develop the design
- Jointly discuss and mitigate risk
- Agree procurement strategy and provide ‘open book’ costs to the team
- Provide cost and time information to the framework

Managing Performance

- Key performance indicators
- Focus on cost, time, quality and collaboration
- Underpin our key themes
- Trusted
- Supportive
- Integration
- Demonstrate value

SCF our commitments

Jon Williams

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Governance

HCC / DCC

Client User Groups

Contractor Framework Account Managers / SCF
Monthly

Contractor Directors 1:1 / SCF
Annual

Clients / contractors / SCF
Annual Forum

H&S Forum

*Monthly
reports, data
management*

*Employment
and skills*

Working groups

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Obligations

- Minimum standards of performance
- Health and safety
- Environment and sustainability / WRAP
- Employment and skills
- Fair payment / Project bank accounts
- BIM
- Others...

Capacity and engagement required

- Multiple projects / multiple clients
- Regional spread
- Variable project size and complexity
- Develop and Construct or Construct only
- Currently around £500m / annum and growing

All partners expected to be able to share the workload, delivering excellent service, and improving the Framework together

Framework Data

Chris Carey

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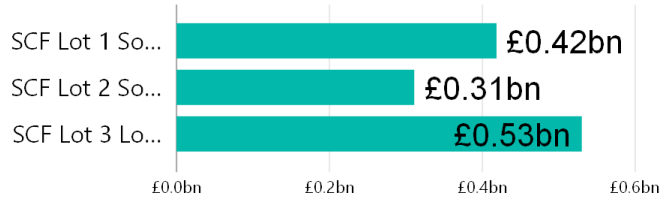
Value of work

£1.26bn

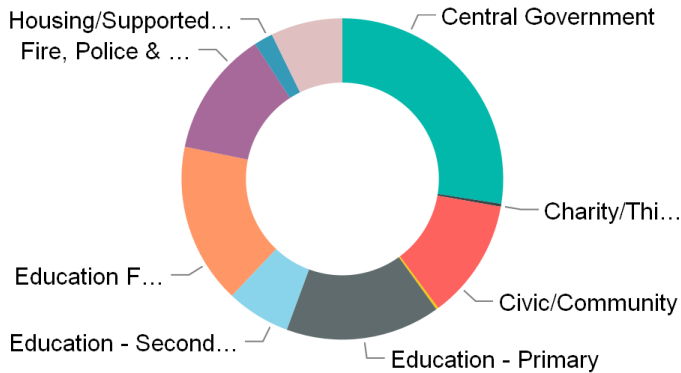
Number of Projects

91

Value of work by Lot



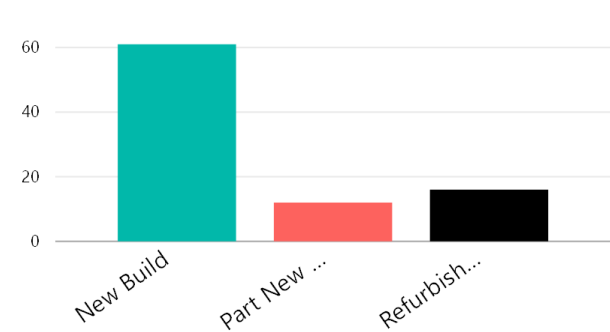
Spend by Sector



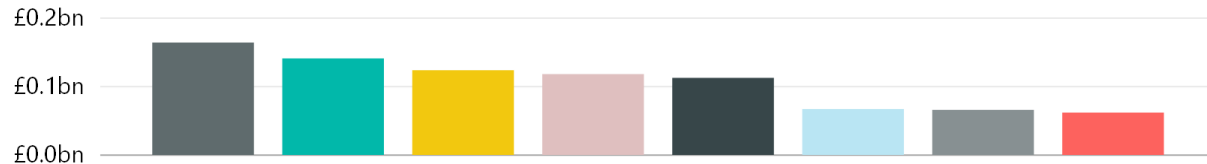
Spend by "Work Type"



Type of Projects



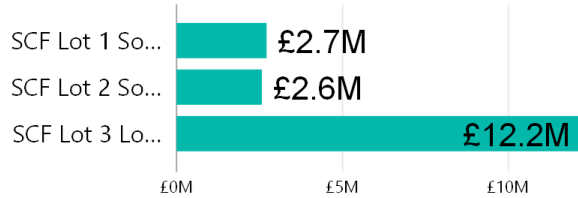
Value of Work by Contractor



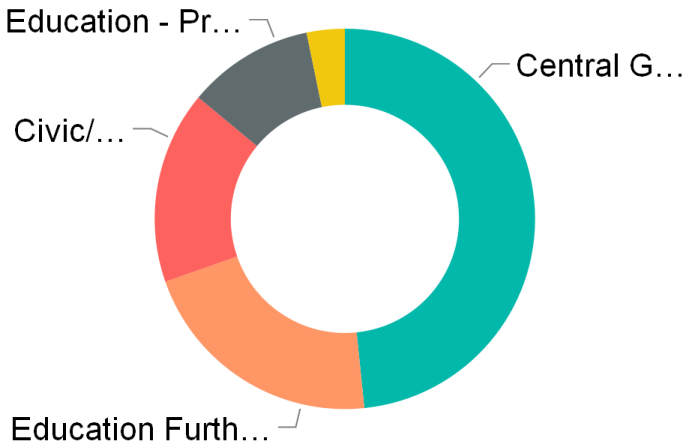
Added Value

£18M

Added Value by Lot



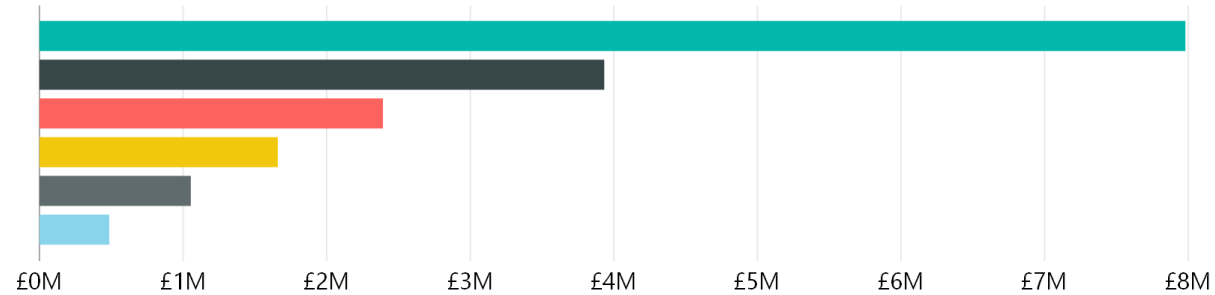
Added Value by Sector



Added Value Benefits by Type of Work



Added Value Benefits by Contractor



Overall Performance

8.14

Cost Management

7.59

Design Development

8.14

Collaborative Approach

8.32

Project Management

8.45

Supply Chain

7.95

Procurement

7.41

Questions

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