

# Framework Information Day

## 14<sup>th</sup> November 2017

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

# Agenda

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

# 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 do we do Frameworks?

- 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
- Design to a budget
- Integrated approach eliminates project risk
- Uses expertise of the whole team
- SCF Professional Services is a key missing link



# 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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# SCF Professional Services Framework Tender

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# The tender

- Must have successful experience of 2SOB
- Must cover the whole geography
- Must be able to deliver any project
- Can only bid one Lot
- Open procedure

# Framework Structure

- Geography
- Primary region SW / SE / London
- *Support to W. Midlands / S. Wales*
- Project Values
- £2m to £10m | £10 to 50m | £50m+
- Suppliers must be able to cover all areas and values above

# The tender – what to expect

- Test of experience
- Quality questions (quality/price split 70/30)
- Not to exceed commercial rates (whole geography)
- Duties as RIBA Plan of Work Toolbox
- Commitments e.g. Employment & Skills / Working Groups / CASP (SSIP)

# Current Timetable

- Issue OJEU – 15<sup>th</sup> December 2017
- Tender Return – 22<sup>nd</sup> February 2018
- Target evaluation complete May 2018
- Appointments from Autumn 2018

# Duties, performance and the mini competition process

Jon Williams

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

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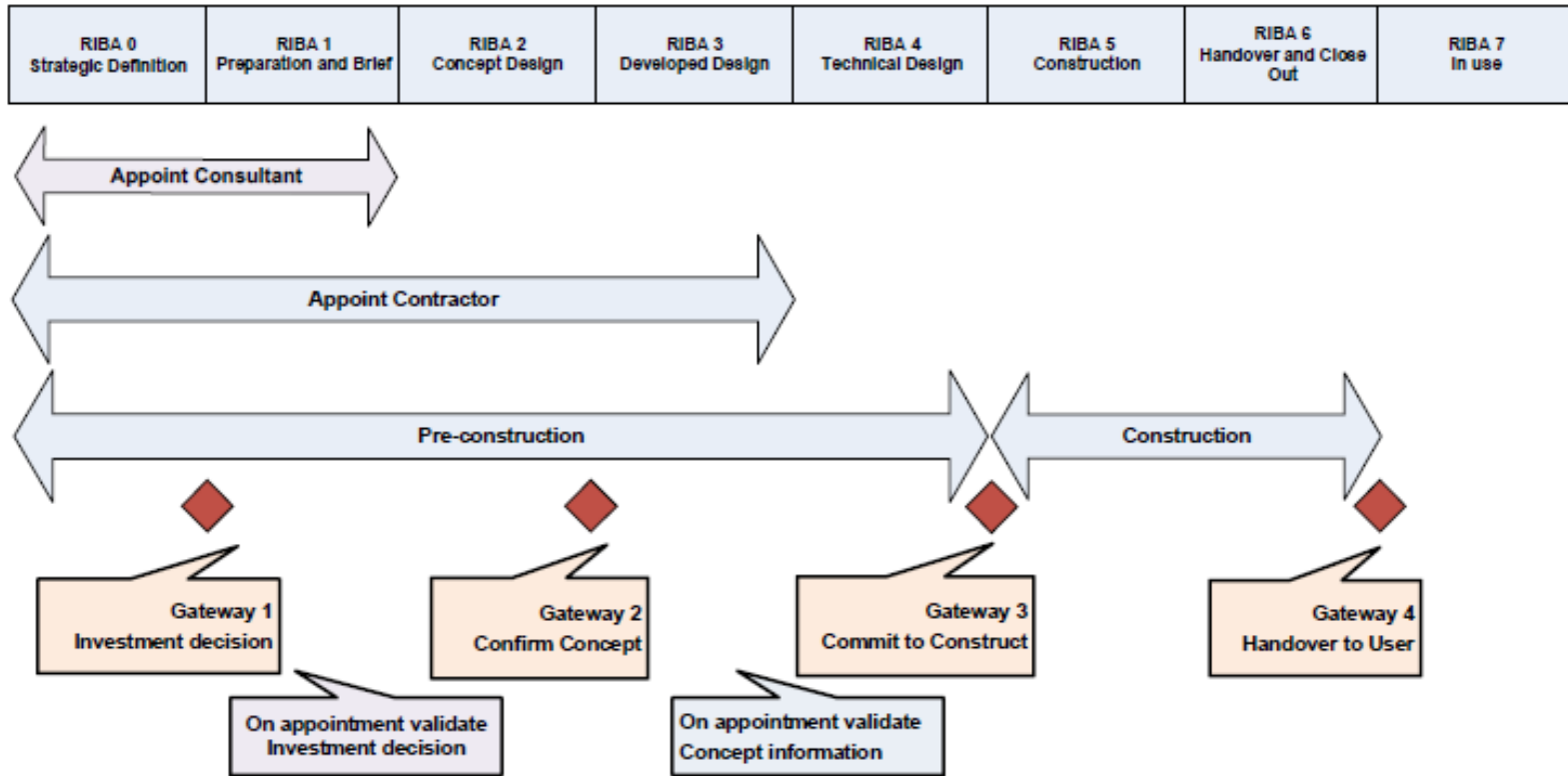


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# Appointing consultants and contractors



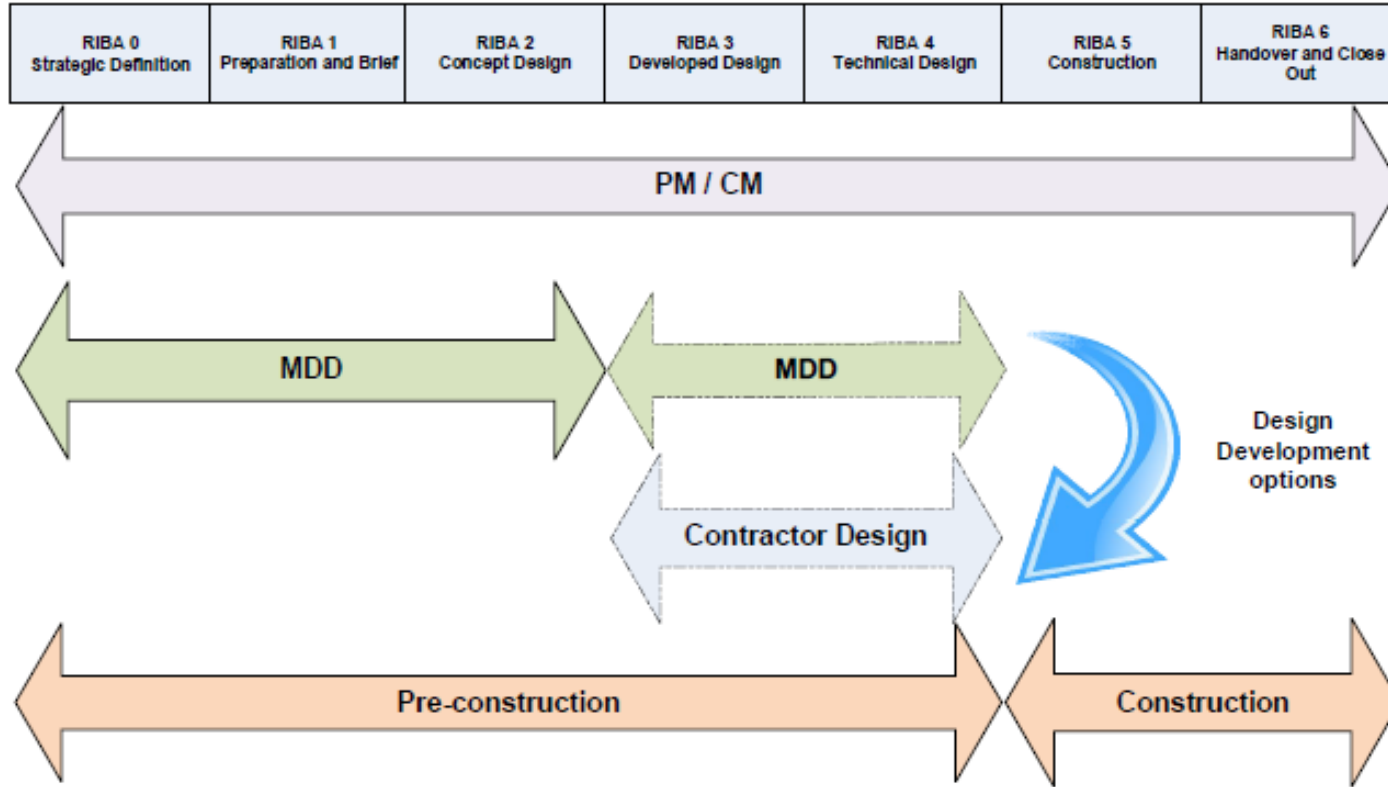
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# Appointment options



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# Client call off

- All appointments will be by mini competition
- Quality / price competitions based on SCF template – 70 : 30 ratio basic
- MC ratio may vary within set boundaries

# Mini competition process

Client signs user agreement

Client / SCF agree MC documents

Client publishes MC on their portal to all three framework consultants

Client evaluates and appoints consultant

Client provides feedback

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# Managing Performance

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

# SCF our commitments

Adam Sanford

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# Governance

HCC / DCC

Client User Groups

Consultant Framework Account Managers / SCF  
Monthly

Contractor Framework Account Managers / SCF  
Monthly

Directors 1:1 / SCF  
Annual

Clients / consultant / contractors / SCF  
Annual Forum

*H&S Forum*

*Monthly  
reports, data  
management*

*Employment  
and skills*

*Working groups*

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# Obligations

- Annual subscription
- Minimum standards of performance
- Health and safety Charter, forum & Expo
- Employment and skills
- Fair payment / Project bank accounts
- BIM
- Working groups
  - Reducing Pre-Construction Programme
  - Improving Social Value Outcomes
  - Gathering / Analysis of market intelligence

# 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

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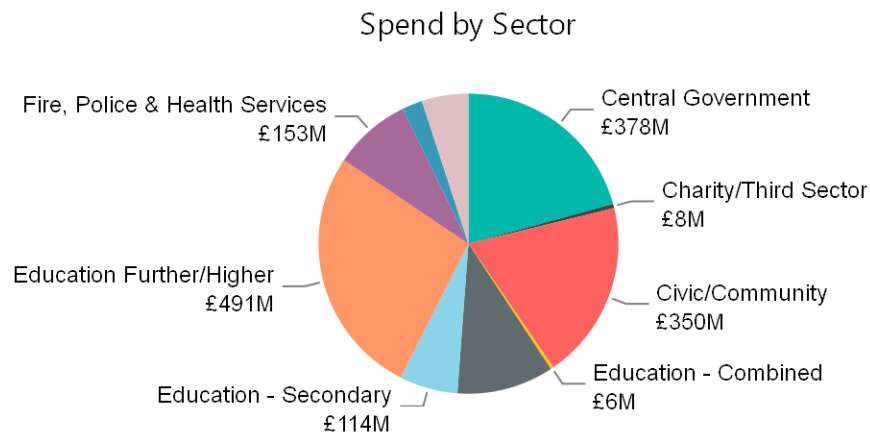
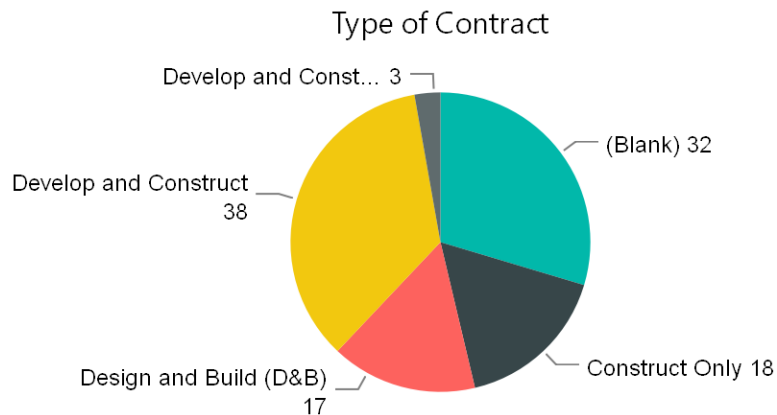
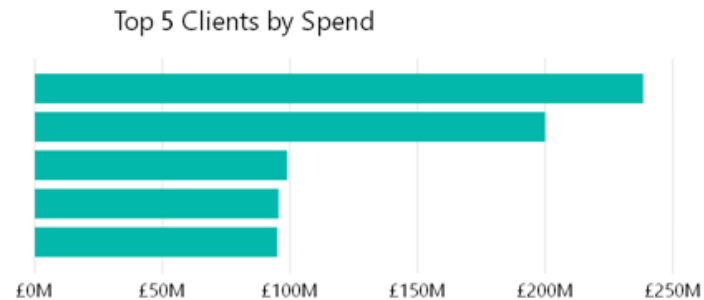
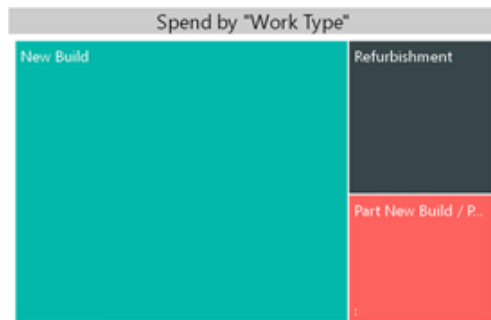
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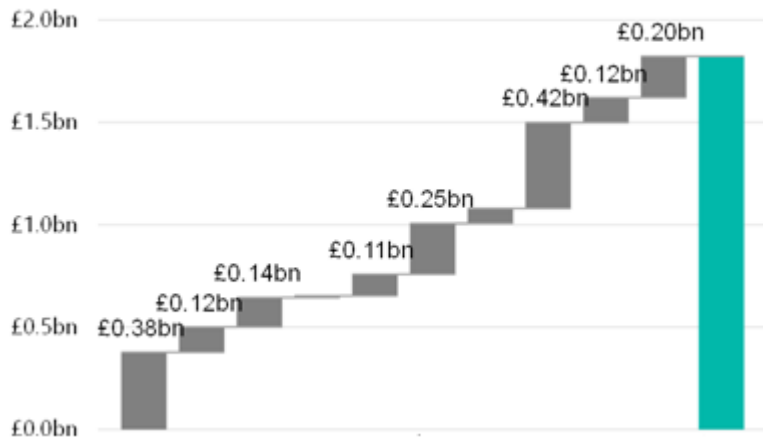
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Total Spend  
**£1.8bn**  
Added Value  
**£25m**

Projects  
**108**  
Clients  
**58**



Value of Work by Contractor



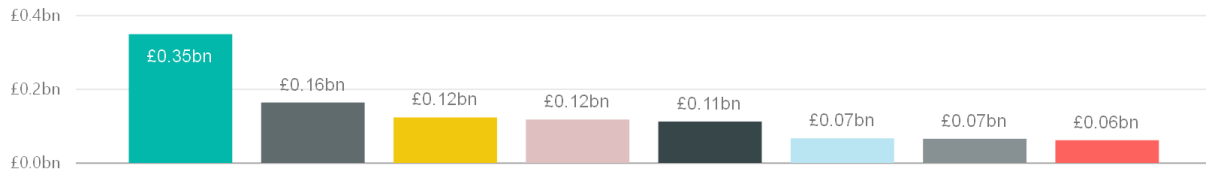
Cost Predictability  
G2-G3 (%)

**-2.90**

Time Predictability  
G2-G3 (%)

**3.57**

Value of Work by Contractor



Contractor  
Performance

Client  
Performance

Design Development

Design Development

**8.21**

**8.11**

Procurement

Design Process

**7.57**

**8.18**

Project Management

Project Management

**8.40**

**8.43**

Supply Chain Management

Provision of Information

**8.03**

**8.00**

Cost Management

Cost Management

**7.67**

**8.43**

Overall Performance

Overall Performance

**8.23**

**8.46**

Collaborative Approach

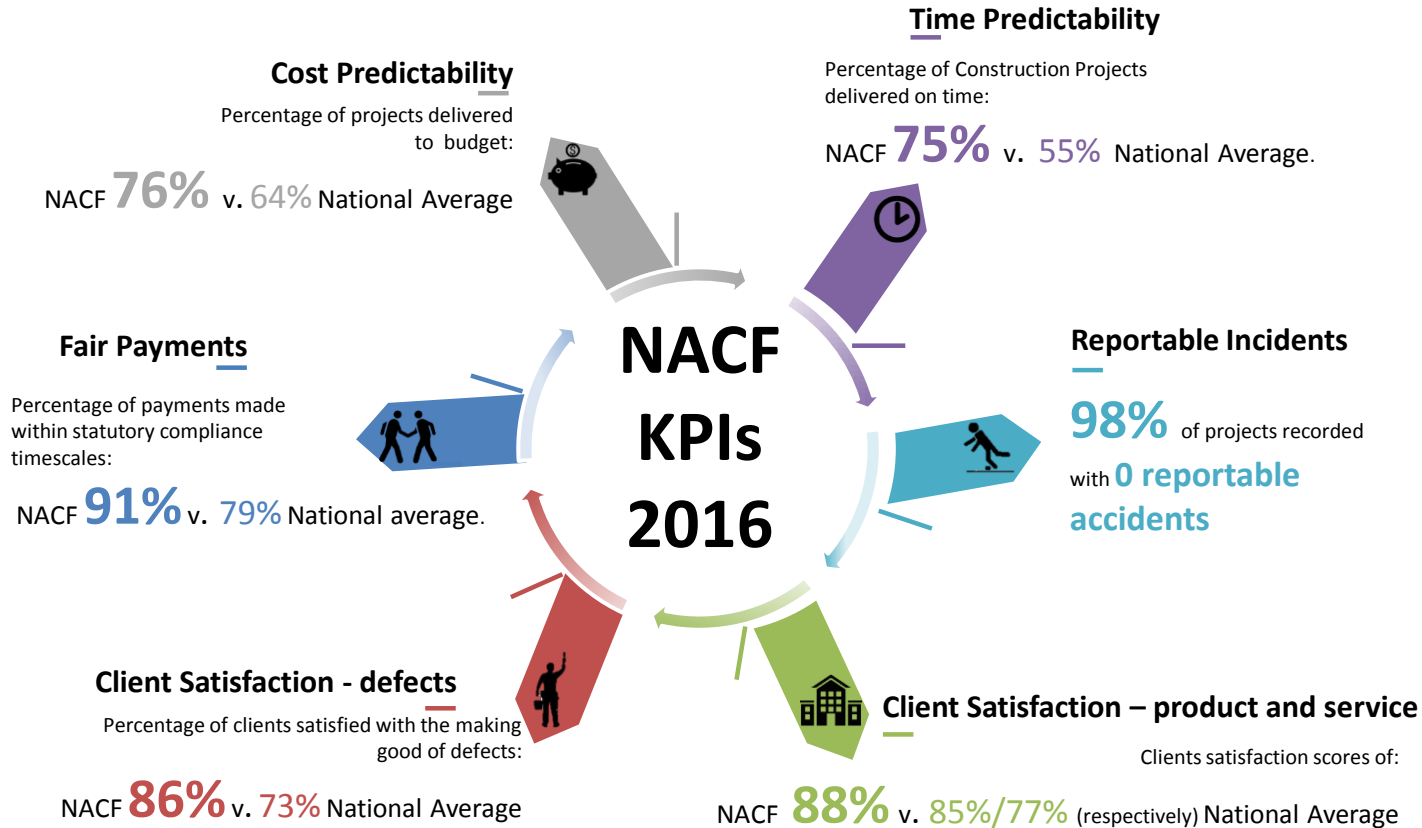
Collaborative Approach

**8.60**

**8.89**

# NACF KPI vs. National Average

(based on 600 projects with a construction value of £1.2bn)



Note - National figures derived from 2016 CITB UK industry performance report from Glenigan.

# Questions / Questionnaire

Chris Cook

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

