Matt Carrington-Moore
Chief Marketing Officer

Adrian Hill
Head of Frameworks

John Simons
Head of Procurement & Audit
Agenda

- Scape Group
- Scape Procure
- Framework model
- Procurement process
- Q&A
Our structure
A public sector organisation, dedicated to creating efficiency and community benefits via the built environment
We are public sector
We collaborate
We secure community benefits
We enable positive outcomes
Our approach
- Market driven strategy
- Robust procurement processes
- High calibre delivery team
- Performance management protocols
- Strong client engagement approach
- Proactive communications
We’re already receiving excellent feedback from occupiers and visitors about the completed Birchwood Pinchpoint improvements.
Better Procurement
A Response to the Government’s Consultation on the Development of an Industrial Strategy

scapegroup.co.uk
A voice for industry

#TeamScape
2016/17 NATIONAL COMMUNICATIONS PERFORMANCE

31.3m REACH
Scape Procure team

- Framework management
- Regional business management
- Performance management
Our partners
Our frameworks

Scape Procure
Built Environment Consultancy Services

Scape Procure
Civil Engineering & Infrastructure

Scape Procure
Minor Works

Scape Procure
National Construction
Performance management

- Client satisfaction
- Performance (time and cost)
- Local labour
- Local spend
- SME engagement
- Fair payment
- Health and safety
- Waste diversion
- Training and apprenticeships
- Community benefits
Delivering Community Benefits
Our frameworks

95% Projects on time
99% Projects on budget
9/10 Client satisfaction
Focus on Scotland
Focus on Scotland
Focus on Scotland

65

Clients

21

Local Authorities
Civil Engineering & Infrastructure framework
Current framework statistics

£163m

Active projects in Scotland
Types of projects

- Highways
- Bridges
- Flood and coastal defence
- Railway stations
- Waste transfer stations
- Multi-storey car parks
- Public space
- Ground investigation
Current framework statistics

95% On budget
97% On time
9/10 Client satisfaction
Local labour

- 38% within 10 miles
- 59% within 20 miles
- 84% within 40 miles
<table>
<thead>
<tr>
<th>Metric</th>
<th>Value</th>
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</thead>
<tbody>
<tr>
<td>SME engagement</td>
<td>89%</td>
</tr>
<tr>
<td>Fair payment</td>
<td>98%</td>
</tr>
<tr>
<td>Supply chain satisfaction</td>
<td>9/10</td>
</tr>
</tbody>
</table>
Perth Transport Futures Project - Phase 1

"Balfour Beatty has a very good site team on the project and the management and leadership is of a very high standard."

Jillian Ferguson, Roads Infrastructure Manager, Perth & Kinross Council
Camperdown Dock to Dundee Airport Flood Protection Scheme

“Spend targets encouraging contractors to engage with local subcontractors to help ensure that as much of the value of the contract is spent locally is a real positive.”

Gerry Conway, Project Manager, Central Waterfront Team, Dundee City Council

In progress
Framework proposal

John Simons
Market engagement

- Clients
- Partners
- Potential bidders
Client drivers

- OJEU compliance
- Rapid commissioning
- Early engagement
- Consistent quality
- Cost certainty
- Economies of scale
- Focus on local delivery
- Community benefits
Framework Strategy

- Four year framework
- Project values: £50k - £100m+

- Scotland
- England, Wales and Northern Ireland
<table>
<thead>
<tr>
<th>Area</th>
<th>Value</th>
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<tr>
<td>England, Wales and Northern Ireland</td>
<td>£1.6billion</td>
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<tr>
<td>Scotland</td>
<td>£400million</td>
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Bidder eligibility

- Extensively managed local supply chain
- Consortia bids accepted
- Preferred providers
- Annual turnover requirement
<table>
<thead>
<tr>
<th>Area</th>
<th>Annual turnover required</th>
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<tbody>
<tr>
<td>England, Wales and Northern Ireland</td>
<td>£500million</td>
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<tr>
<td>Scotland</td>
<td>£100million</td>
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Procurement process

- OJEU compliant - restricted process
- Pre Qualification Questionnaire (ESPD)
- Invitation to Tender (ITT)
- Interviews
- Framework Agreement (NEC4)
- ESIF/ERDF requirements
Evaluation

- **Quality: 60%**
  - Quality questions: 50%
  - Interviews: 10%

- **Price: 40%**

```
Framework
Pre-Tendered

10-15%

Works
Packages

85-90%

Project Cost
```
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<th>Activity</th>
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<tr>
<td>Issue Prior Information Notice</td>
<td>November 2017</td>
</tr>
<tr>
<td>Market Engagement</td>
<td>December 2017</td>
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<tr>
<td>Issue OJEU Contract Notices</td>
<td>January 2018</td>
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<td>(Procurement documents available including draft ITT)</td>
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<td>PQQ Stage</td>
<td>January – February 2018</td>
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<tr>
<td>PQQ Evaluation</td>
<td>February – April 2018</td>
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<td>ITT Stage</td>
<td>April – June 2018</td>
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<td>ITT Evaluation</td>
<td>June – August 2018</td>
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<td>(including interviews)</td>
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<tr>
<td>Notification of Intent to Award</td>
<td>October – November 2018</td>
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<tr>
<td>Confirmation of Award</td>
<td>October – November 2018</td>
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