National Civil Engineering & Infrastructure Framework

London
8th December 2017
Agenda

- Scape Group
- Scape Procure
- Framework model
- Procurement process
- Q&A
Our structure
A public sector organisation, dedicated to creating efficiency and social value via the built environment.
We are public sector
We collaborate
We secure social value
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.
2016/17 NATIONAL COMMUNICATIONS PERFORMANCE 31.3m REACH
Overview

Adrian Hill
Scape Procure team

- Framework management
- Regional business management
- Performance management
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
- Social value
Our frameworks

95%  Projects on time
99%  Projects on budget
9/10 Client satisfaction
Our clients
Our clients
Our clients

817 | 250

Clients | Local Authorities
Civil Engineering & Infrastructure framework
Current framework

£920m

Active projects across the UK
Types of projects

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

95%  On budget

97%  On time

9/10  Client satisfaction
Local labour

within 10 miles: 38%
within 20 miles: 59%
within 40 miles: 84%
SME and supply chain

89% SME engagement

98% Fair payment

9/10 Supply chain satisfaction
M62 Junction 8 Improvements

"We have got to where we are because of an excellent team. Across the board, we have the right people and have built great relationships."

Paul Lawrenson, Priority Transport Infrastructure Delivery Manager, Warrington Borough Council

In Progress

10/10* Client satisfaction

81%* Local labour within 20 miles

54%* Local spend within 20 miles
Gobbins Coastal Path Phase 1

“The service has been excellent. The team were open and available to the Council prior to the project beginning. There is access to knowledge and specialists within the team and we are building and developing a very concrete relationship. This is why we would reference and trust Balfour Beatty due to the experience we have had.”

Tracy Hegarty, Mid and East Antrim Borough Council

Complete 8/10

Client satisfaction

90% Local labour within 40 miles

100% SME sub-contractor spend
Flagship Case Study

WOKINGHAM BOROUGH COUNCIL

Carnival Pool Multi Storey Car Park

"The project has been a great example of teamwork, dedication and collaborative working and we would not hesitate in using the same Scape procurement route and Balfour Beatty in the future on other schemes."

Neil Jones, Senior Construction Project Manager, Wokingham Borough Council

£2.5m of social value generated

95% Local spend within 20 miles

9/10 Client satisfaction
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
- Social value
CPV Codes
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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<tbody>
<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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</table>
Bidder eligibility

- Extensively managed local supply chain
- Consortia bids accepted
- Preferred providers
- Annual turnover requirement
<table>
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</table>
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 Works Packages](chart)

<table>
<thead>
<tr>
<th>Framework Pre-Tendered</th>
<th>Works Packages</th>
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</thead>
<tbody>
<tr>
<td>10-15%</td>
<td>85-90%</td>
</tr>
<tr>
<td>Activity</td>
<td>Date</td>
</tr>
<tr>
<td>---------------------------------------------------</td>
<td>---------------------------</td>
</tr>
<tr>
<td>Issue Prior Information Notice</td>
<td>November 2017</td>
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<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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<tr>
<td>(Procurement documents available including draft ITT)</td>
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<tr>
<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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<tr>
<td>ITT Stage</td>
<td>April – June 2018</td>
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<tr>
<td>ITT Evaluation</td>
<td>June – August 2018</td>
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<td>(including interviews)</td>
<td></td>
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<tr>
<td>Notification of Intent to Award</td>
<td>October – November 2018</td>
</tr>
<tr>
<td>Confirmation of Award</td>
<td>October – November 2018</td>
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Thank you

Enquiries

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