

Integrated Consultancy Framework – ICF

Supplier Day

11th July 2019

The need

- Three authorities with common needs
- To support Public Authority Property Asset Consultancy
- To support NACF frameworks, in particular, SCF, NWCH, Sewscap, CWM, and North Wales Construction Framework
- To maximise the value to public authorities through true integrated team working

Why another framework

- Partners with existing market leading NACF Frameworks
- Specifically aimed at integrated team working
- Focussed on public value, **NOT** another route to market
- Builds on proven benefits from nearly £8bn projects since 2006
- Factual data that demonstrates industry leading performance
- Local authority led framework that delivers end to end support
- Addresses full range of property asset consultancy services
- Delivering real social capital

Total current annual workload: **£1,985m**



£200m

£30m



£700m



£100m



£80m



£50m



£150m



£50m



£125m



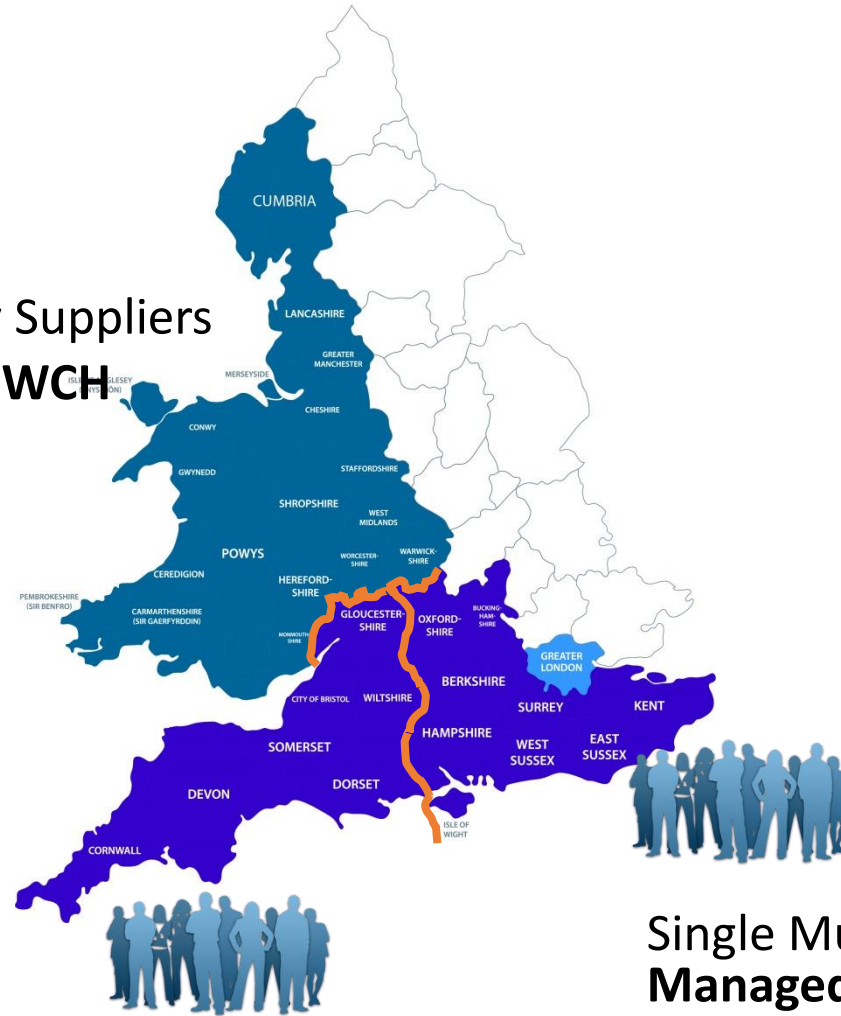
£500m



Shaping public construction



Three Multi Disciplinary Suppliers
Managed by MCC for NWCH



Single Multi Disciplinary Suppliers
Managed by HCC for SCF

Three Multi Disciplinary Suppliers
Managed by DCC for SCF

Property Asset Consultancy

- To deliver any type of consultancy services for any public body.
- These property asset related professional services may cover any aspect of public sector works, projects or developments.
- Includes Strategic, Operational, or Delivery aspects of public sector built environment

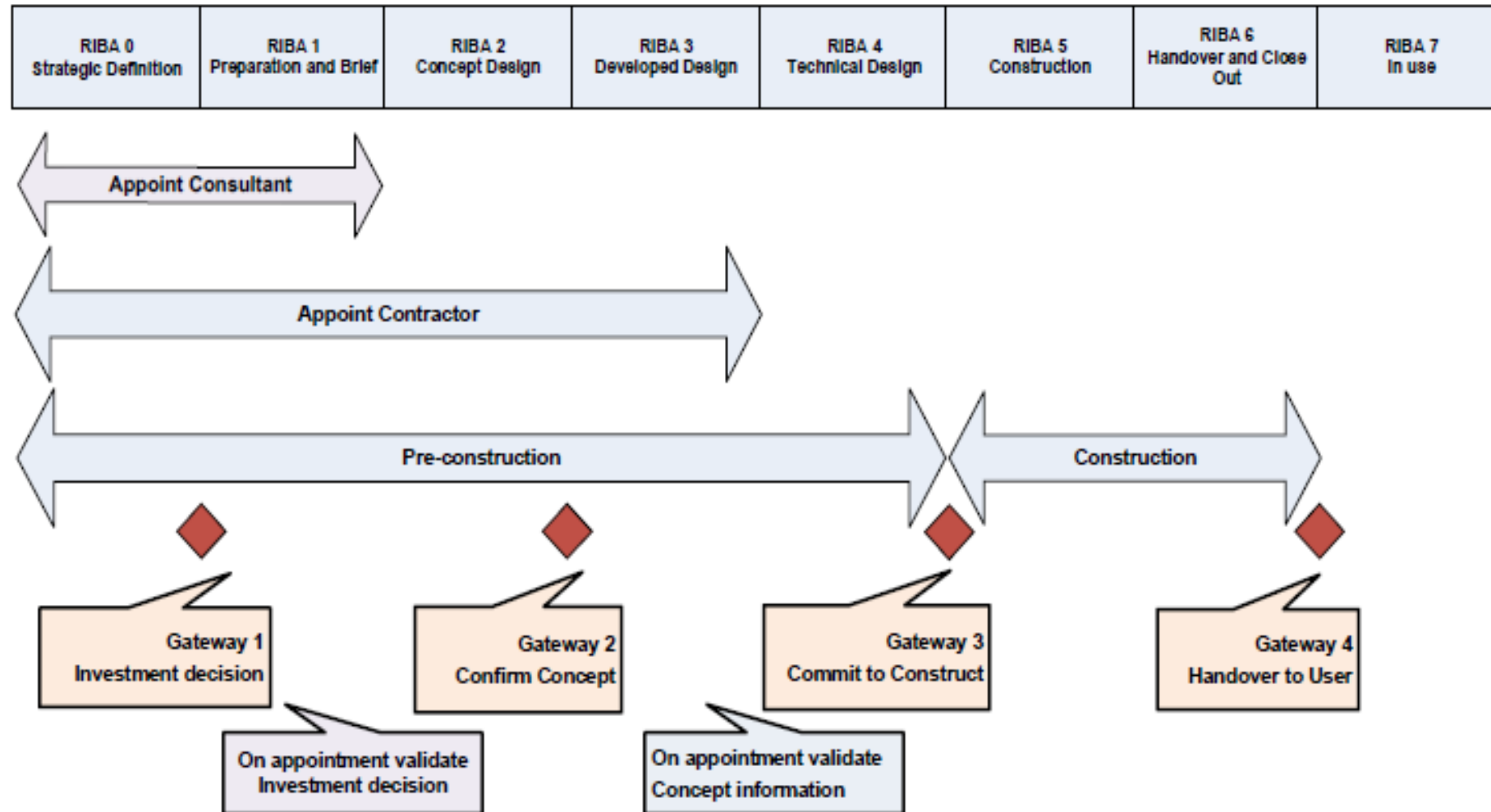
The Frameworks

- Two Stage Open Book expertise is essential
- Desire to fully integrate the client, consultant and construction teams including the supply chain
- Make best use of consultancy and construction frameworks
- Earlier involvement of contractor and supply chain
- Fully de-risk projects leading to certainty
- Maximise the project value for the available budget
- Deliver true social value

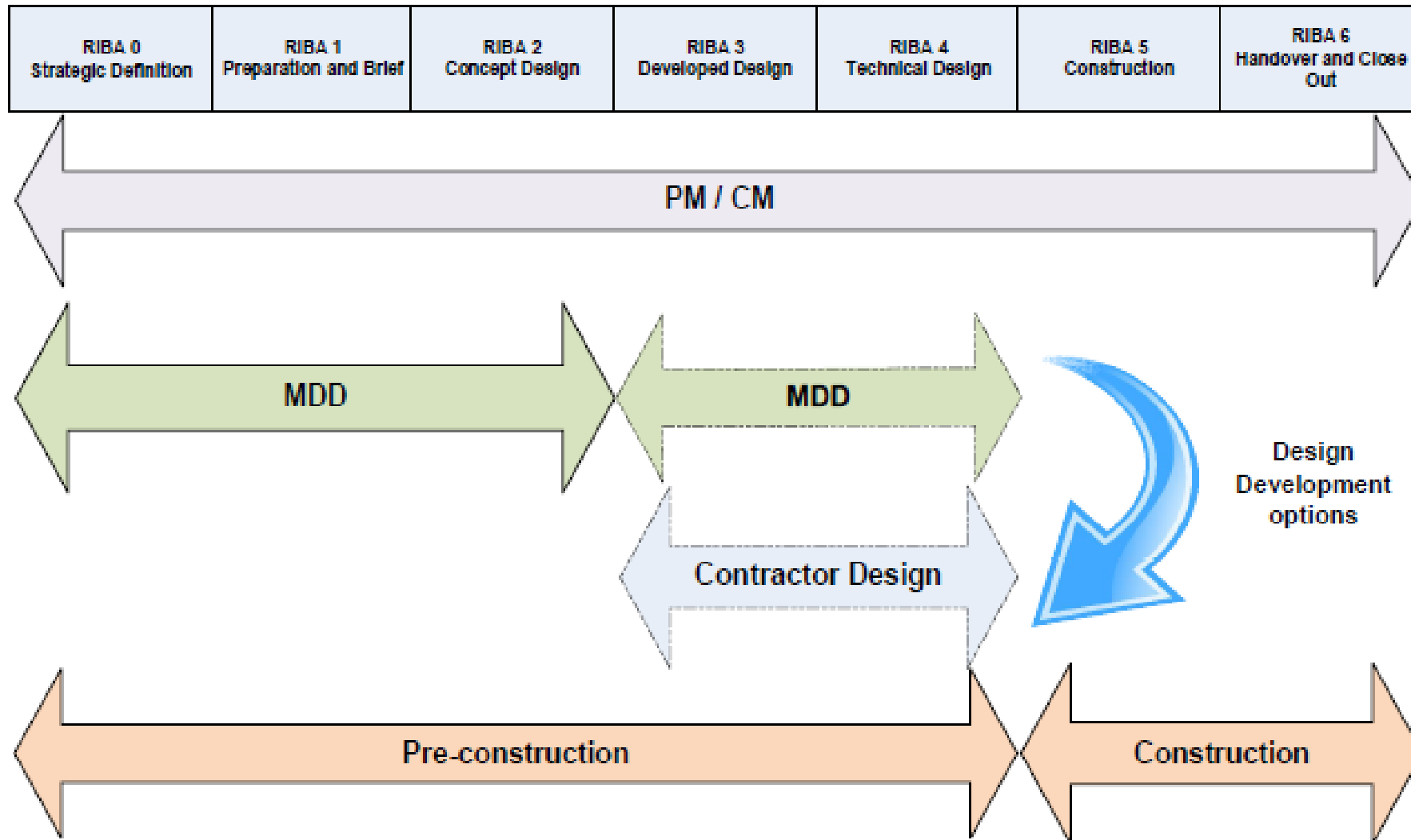
Who will you be?

- Single Multi Disciplinary Company
- Single Company leading and responsible for a supply chain
- Joint Venture / Consortium
- Must be able to demonstrate a minimum turnover of £15m / annum
- Must be ACDC Gold Accredited

How do the consultancy and construction frameworks operate?



Framework Options for Clients



Appointment from the ICF

- Most Economically Advantageous Tender from the Framework returns
- Mini Competition

The Framework Tender

- Quality Questions – 70%
- Commercial – 30% (lot specific)
 - Framework Project Fees
 - Property Asset Consultancy staff rates
- *Bidders must take reasonable steps, including seeking undertakings, to ensure any bid writers are not in a position of conflict*

ICF Quality Questions at Mini Competition

‘MPC’ – Major Project Consultancy Standard Questions

- Team Capacity & CV's
 - 2SOB Capability
 - Capacity & Timing
 - Capacity to Add Value
 - Additional question added by Framework Used
-
- Interviews – possible but within clear parameters

‘PAC’ – Property Asset Consultancy Standard Questions

- Capacity & CV (or CV's)
 - Expertise / Capability
 - Capacity & Timing
 - Capacity to Add Value
 - Additional question added by Framework Used
-
- Interviews – possible but within clear parameters

Project Pricing Strategy

Single tender fee % required as red text. Uplift or discount will be specified in the tender documents. All figures below are indicative only

	New Build	Refurbishment	London (lot 2 only)
< £10m	+1%	+1%	+1%
£10m to £50m	Tender Fee %	+1%	+1%
> £50m	-1%	-1%	-1%

Project Fees – Carried to Framework Appointments

Professional Discipline	% split between different consultants		RIBA Stage 1 % split per stage	RIBA Stage 2 % split per stage	RIBA Stage 3 % split per stage	RIBA Stage 4 % split per stage	RIBA Stage 5 % split per stage	RIBA Stage 6 % split per stage	RIBA Stage 7 % split per stage
A		Role Split % is Correct	Each row to add up to 100%						
Lead designer	5.00%		15.00%	15.00%	15.00%	15.00%	15.00%	15.00%	10.00%
Architect	5.00%		15.00%	15.00%	15.00%	15.00%	15.00%	10.00%	15.00%
Civil and structural engineer	5.00%		15.00%	15.00%	15.00%	15.00%	10.00%	15.00%	15.00%
Building services engineer	5.00%		15.00%	15.00%	15.00%	15.00%	15.00%	10.00%	15.00%
Access consultant	5.00%		15.00%	15.00%	15.00%	15.00%	10.00%	15.00%	15.00%
Acoustic consultant	5.00%		15.00%	15.00%	15.00%	15.00%	10.00%	15.00%	15.00%
Archaeologist	5.00%		15.00%	15.00%	15.00%	15.00%	15.00%	10.00%	15.00%
BREEAM assessor	5.00%		15.00%	15.00%	15.00%	15.00%	10.00%	15.00%	15.00%
Catering consultant	5.00%		15.00%	15.00%	15.00%	15.00%	15.00%	10.00%	15.00%
Fire engineer	5.00%		15.00%	15.00%	15.00%	15.00%	10.00%	15.00%	15.00%
Highways consultant	5.00%		15.00%	15.00%	15.00%	15.00%	15.00%	10.00%	15.00%
Interior designer	5.00%		15.00%	15.00%	15.00%	15.00%	10.00%	15.00%	15.00%
Landscape architect	5.00%		15.00%	15.00%	15.00%	15.00%	15.00%	10.00%	15.00%
Lighting designer	5.00%		15.00%	15.00%	15.00%	15.00%	10.00%	15.00%	15.00%
Masterplanner	5.00%		15.00%	15.00%	15.00%	15.00%	15.00%	10.00%	15.00%
Party wall surveyor	5.00%		15.00%	15.00%	15.00%	15.00%	10.00%	15.00%	15.00%
Planning consultants	5.00%		15.00%	15.00%	15.00%	15.00%	15.00%	10.00%	15.00%
Security advisor	5.00%		15.00%	15.00%	15.00%	15.00%	10.00%	15.00%	15.00%
Signage designer	5.00%		15.00%	15.00%	15.00%	15.00%	15.00%	10.00%	15.00%
Sustainability advisor	5.00%		15.00%	15.00%	15.00%	15.00%	10.00%	15.00%	15.00%

Property Asset Consultancy Fees

All figures indicative only

HCC Grade	HCC Rate	% of total	Consultant Rate	Example role
K	£40 / Hr	23%	£34 / Hr	Strategic Manager
J	£35 / Hr	20%	£30 / Hr	Senior Delivery Manager
I	£30 / Hr	17%	£26 / Hr	Delivery manager
H	£25 / Hr	14%	£21 / Hr	Principal Architect
G	£20 / Hr	11%	£17 / Hr	Senior Architect
F	£15 / Hr	9%	£13 / Hr	Architect
E	£10 / Hr	6%	£9 / Hr	Architectural Asst. RIBA Part 2
Total	£175 / Hr		£150 / Hr	

All figures calculated as % of the total based on HCC figures

The only tendered figure

Commitments required

- Framework Director – duties specified
- Framework Account Manager – duties specified
- Attend (at least) annual Director 1:1 with Lead Regional Organisation
- Attend monthly framework meetings by Lot
- Attend ICF forum six monthly, and by exception
- Attend monthly Property Asset commission specific meetings with Commissioning Authority
- Return performance reviews for all Property Asset Commissions
- Return project and performance data on all framework projects

Commitments required

- Promote NACF Frameworks
- Ambassador for two stage open book and integrated team approach
- Promote the work of the Lead Regional Organisations (DCC, HCC, MCC)
- Case study all appointments
- Become trainers in 2SOB, train minimum 50 people / year (clients and own staff)
- One non graduate apprentice per supplier per lot to recognised qualification. One for every £5m fee thereafter
- 4 Volunteering days / projects (may be banked)

Commitments required

- Target 30% of the fee work to be delivered by SME's through the supply chain per lot
- Within 3 months of appointment, agree as a framework group a Carbon target for consultancy services delivered through ICF, but must meet decarbonisation by 2030
- Contribute to or lead at least three CI / Special Interest Groups with demonstrable outcomes
- Contribute to benefits reporting maximising the use of the NACF framework project data

Framework Finance

- Each Framework Provider to pay £5,000 / annum for each lot they are appointed to
- All fees subject to 2.5% levy payable:
 - Projects – at end of RIBA 2 once commission is confirmed
 - Property Asset Consultancy – January and June of each year based on schedule of payment received to ICF proforma

Workload Calculation

Lot		Existing Framework Annual Construction Value £m	Potential Fee £m	Assumed Potential Fee for Property Asset Consultancy £m	Total Maximum annual fee £m
1	SW	150	16	10	26
2	SE	200	21	10	31
2	London	250	27	10	37
3	NW	300	32	20	52
3	Wales	200	21	10	31
3	WM	150	16	10	26
Total		£ 1,250	£ 133	£ 70	£ 203

Assumptions:

Consultants responsible for 25% to 30% of existing workload

Consultants increase workload of SCF by 20%

Indicative Timetable

- Open tender published end September 2019
- Tender close early November
- Evaluation December 2019 to January 2020
- Approvals February 2020
- Standstill letters March 2020
- Award April 2020
- Launch May 2020

Integrated Consultancy Framework – ICF

Lot 1 – South West

Jon Williams



Education

Fire Police & Health Services

Education Primary

tes

£233,000,000

2016

2017

£13,200,000

£18,000,000

£9,000,000

Housing

£1,000

Integrated Consultancy Framework – ICF

Lot 2 – South East

Bob Wallbridge

ICF Lot 2 – London & South East

'the partner of choice for the public sector'

for the Consultant

- single supplier lot of high value turnover
- access to significant clients across London & SE
- pipeline of construction through the SCF Framework
- new & repeat business, commission or co-located staff
- JV or single company bidders welcome



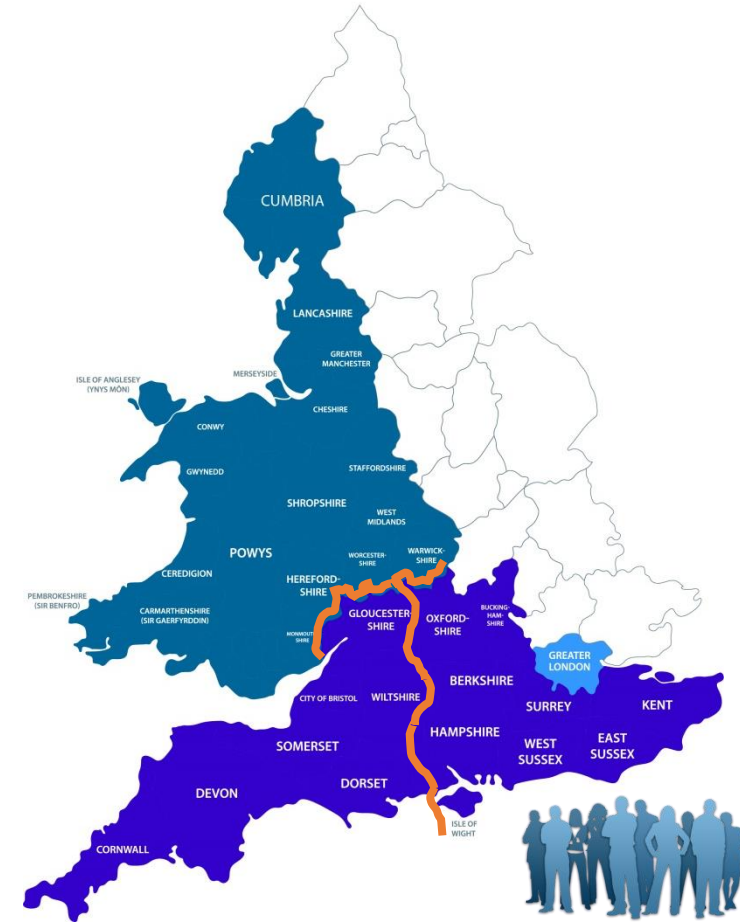
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ICF Lot 2 – London & South East

'the partner of choice for the public sector'

for Clients

- managed route to market with shared public sector values
- quick and easy access to full range of consultant services
- co-located integrated team or by one off commission
- evidenced time and cost certainty in delivery
- smart two stage process & choice of contractors
- alignment to government construction strategy



Single Multi Disciplinary Suppliers
Managed by HCC for SCF

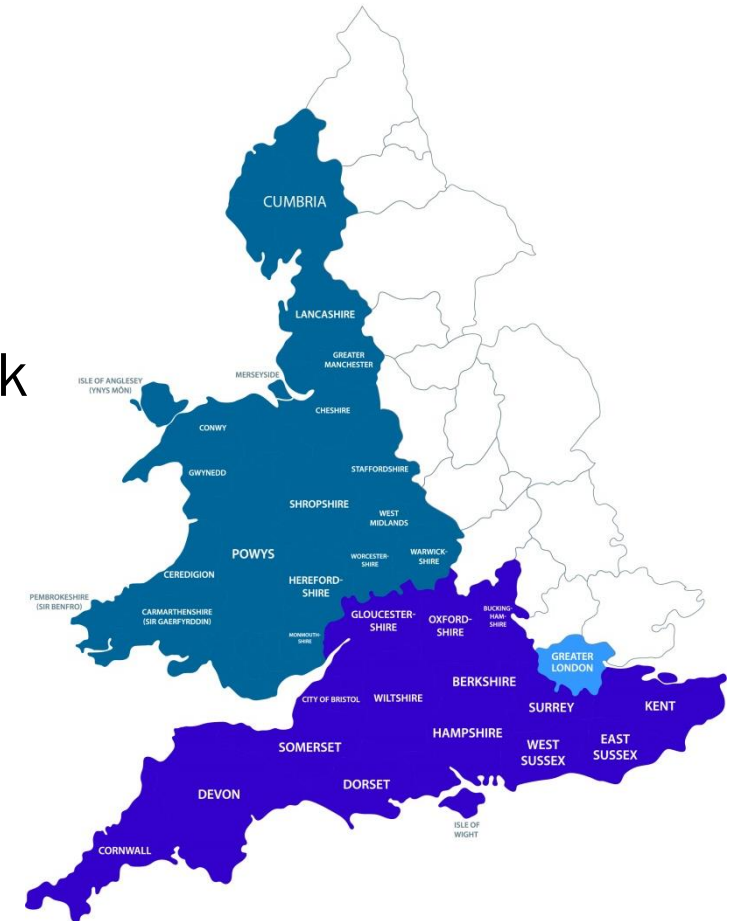
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Lot 3 – North West, Wales and West Midlands

Peter Schofield

ICF Lot 3 – North West, Midlands & Wales

- Managed by North West Construction Hub
- Coverage
 - North West
 - West Midlands
 - Denbighshire County Council
 - SE and Mid Wales Collaborative Construction Framework
- **Multi supplier framework**
 - Single Lot – 3 suppliers
 - Individual disciplines or full project approach
 - Single supplier or “consortia” bids considered
 - Access to several pipelines of projects



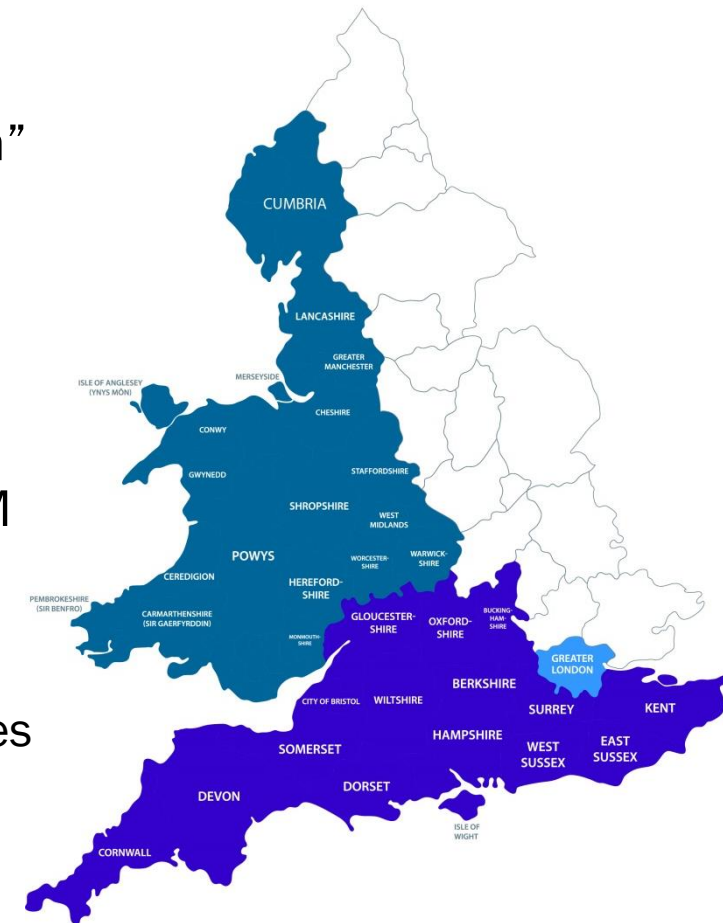
NW approach

- **Social Value**

- Additional Benefits – not from the main contract itself
- Benefits to the specific locality
- Ethical Procurement/Modern Slavery/Living Wage
- Environment/Voluntary Sector/Recruitment from “difficult to reach”

- **What about CAPPS?**

- Applies to “AGMA” only
- Requirement for a progressive, innovative professional services framework
- Expires in 2020 (Apr, Sept and Nov) – client choice available in GM
- CAPPS renewal to be decided
 - Lots?
 - Demand?
 - Possible Dynamic Purchasing System for low value projects/disciplines



Questions?

Please note that the contents of this Supplier Day are provided in good faith, but it is possible that some of the information provided at the suppliers day may change following interaction from this suppliers day.

Please thoroughly read all information in the ITT and other procurement documents (when released) which will have precedence over all information provided in the supplier day.