

Southern Construction Framework

Two Stage Open Book Process Explained



About us

The Southern Construction Framework (SCF) offers an efficient and modern construction procurement process for the benefit of all public authorities in the South of England.

Having delivered over £6bn of public sector construction, SCF are leaders in

achieving value from two stage open book procurement.

SCF is a bold joint venture between Devon County Council and Hampshire County Council, which has a track record spanning over 13 years.

The framework draws on the authorities' collective strengths and experience of running construction frameworks.

As a partnership, SCF are committed to giving framework users the best possible construction experience.

£6.6bn+

Value of live and completed projects

1%

Projects delivered within 1% of contract sum

85%

Spend with Small and Medium Businesses (SMEs)

94%

Client satisfaction

10%

Added value savings achieved across SCF projects

Our Approach to Construction Tendering: Two Stage Open Book

The Two Stage Open Book approach is unique in the way it brings the contractor, stakeholders and suppliers together at the very start of a construction project. This early collaboration at the planning and design stage minimises the chance of issues arising later in the project

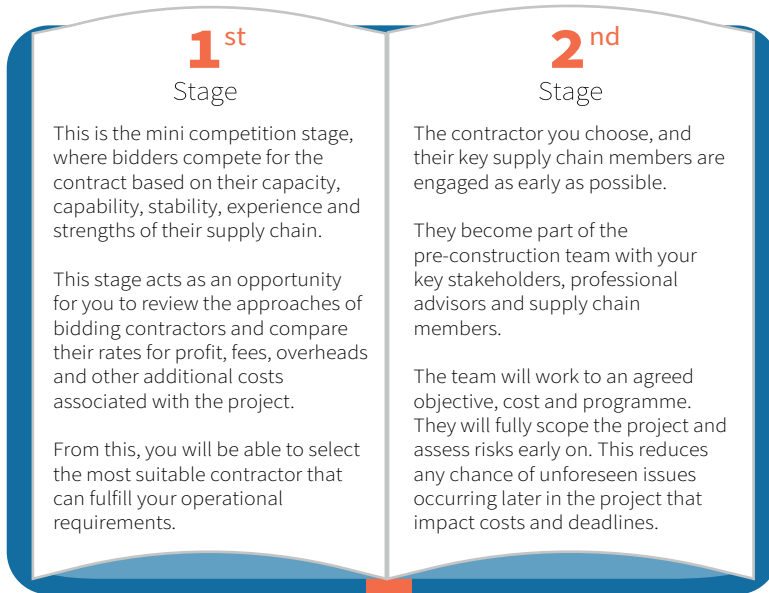
that can drive up costs and cause delays.

This Government recommended bidding process is part of an initiative to reform UK construction practices and make the industry more competitive.

SCF is the market leader in Two Stage Open Book tendering and following this approach will help you save time and money as well as provide you with peace of mind.



Two Stage Open Book Explained



The Benefits

Cost and Time Saving

Early collaboration at the planning and design stage helps save time, control costs and results in accurate cost predictability, keeping projects on budget. SCF finishes 95% of all their projects within 2.5 weeks of the agreed deadline.

Risk Management

A joint approach from the whole team to risk management and ownership, helps identify issues early and incorporate cost effective solutions into the design. For example, changing a specification to avoid materials that are costly and in short supply, prolonging the project. On average, these savings amount to 10% of the contract sum, which can be reinvested across the rest of the project.

Local Benefits

The team implement a supply chain strategy with local links and employment. This offers significant social value benefits with 85% of the spend going to small, local businesses.

How does Two Stage Open Book differ from Single Stage tendering?



Single Stage construction tendering methods are not integrated, meaning contractors often bid with incomplete or incorrect information.



Ideas can get lost as there's no opportunity to discuss plans with other stakeholders and suppliers through Single Stage tendering. SCF clients enjoy a £13 ROI for each £1 spent during the pre-construction period.



Single Stage tendering places all the risk on the contractor, which is then passed down the supply chain.



Single Stage tendering can lead to higher costs, reduced quality and an increase in liability disputes. On average SCF projects are delivered within 1% of contract sum.