

Facilities Management Services

Bidders' Day

31 March 2015

Andrew Sharpe
Lead for Commercial and
Contract Management

Agenda

- Welcome and introduction
- Progress to Date
- Future procurement opportunities – Plan
- Overview on how we procure
- Business Growth Team

- Questions



Welcome and Introduction

- Welcome and thank you for your time.
- Introductions – Meet the team.
- Met a number of you 17 months ago to discuss our transformation journey.
- Described a ‘twin track approach’ to FM Sourcing to bring together a more coherent and efficient approach.



Aims of Today's Session

- To provide an update on progress to date.
- To share our plan for moving forward with you.
- To provide an overview of how the Council procures services / works.
- To describe the support that is available to you from the Council.
- To answer any questions you may have.



Progress to date

- Track 1 – Successfully procured 20 new contracts on FM spend categories.
- Some specialist services (under £10k) have been procured through annual quotations.
- Rationalised provision and introduced new arrangements.
- Much learning – Simplify, involve all parties early, communicate, take time to mobilise etc



Track 2 – The Plan

- Track 2 agreed: further grouping of spend categories, specialist services contracted.
- Formulated a plan that takes us through to 2018, based on expiry dates of current contracts (more detail shortly).
- Longer term arrangements, will award 2+1 year contracts potentially running up until April 2018.
- During 2017, a further review of FM sourcing options will be undertaken, to be implemented from 1 April 2018.
- So, the plan.....



Lucy Beever
Contract Manager

Track 2 – The Plan

- **Gas Servicing**
- Includes Gas Servicing & Building heating controllers, 123 buildings
- Approximate Annual Spend £50k
- To commence May 2015

- **Confidential Waste Collection & Disposal (33 buildings)**
- Annual Spend £20k
- To commence June 2015



Track 2 – The Plan

- **Security Services**
- Includes Intruder Alarm Maintenance & Monitoring (96 buildings)
- Manned Guarding (2 sites)
- Keyholding (99 buildings)
- Void Management
- CCTV Maintenance & Door Access Controls (reactive)

- Annual Spend £150k (OJEU)
- To commence September 2015



Track 2 – The Plan

- **Water Controls**
- Legionella Monitoring, over 200 buildings
- Pool sampling and Spa Services, 4 leisure centres
- ACOP L8 / Risk Assessments

- Approximate Annual Spend £50k
- To commence September 2015



Track 2 – The Plan

- **Mechanical & Electrical Bundle (4 lots)**
- **Lot 1 – Ventilation, 30 sites & Air Conditioning, 20 sites** (includes TMV's, Fan Convectors, AHU Reclaim etc)
- **Lot 2 – Auto Doors, 30 sites & Roller Shutters, 50 sites** (includes barriers)
- **Lot 3 – Electrical Services (reactive)** (exc CCTV & Door Access) across the Council's portfolio
- **Lot 4 – Fire Engineering**, (Fire alarm & emergency lighting, gas suppression, FA monitoring, Fire Extinguishers) across the portfolio, approx. 335 buildings

Annual Spend £400k (OJEU)

To commence October 2015



Track 2 – The Plan

- **Fabric Bundle (one contract)** across the Council's portfolio (335 buildings approx.)
- Core Fabric Reactive works and services, eg joinery, glazing, flooring
- Roofing and Gutter Services
- Plumbing Reactive
- Drainage Reactive
- Annual Spend £476k (OJEU)
- To commence November 2015



Track 2 – The Plan

- **Washroom Services**
- Sanitary and Nappy provision (71 buildings)
- Washroom Dispensers & Consumables
- Cleaning Products

- Annual Spend £130k (OJEU)
- To commence April 2016



Track 2 – The Plan

- **Current Procurement Opportunities** (to be awarded April / May 2015)
- UPS & Generators, 5 sites, Annual Spend £15k
- Lightning & Surge Protection, 40 sites, Annual Spend £10k
- Sprinklers, 8 sites, Annual Spend £10k
- Commercial Waste Collection and Disposal, Annual Spend £30k
- 5 yearly electrical testing (£10-£20k) – annual quotation



Track 2 – The Plan

- **Specialist services / Works under £10k**
- Coal and Oil fired boilers
- UV filtration, chemical dosing and moveable wall
- Public clocks
- Pool gauge calibration (4 pools)
- High Voltage (Northgate House)
- Latch Lines (6 buildings)
- RPZ valves



Any Questions?

Deborah Gaunt
Corporate Procurement Officer

How we procure

- Council follow **Contract Procedure Rules**
- Quotations currently up to £60k: (rising up to £100k in new financial year April 2015)
- Competitive tenders from £60k (from £100k in new financial year April 2015)



How we procure

Public Contract Regulations 2015 – Changes

- No Pre-qualification questionnaires allowed up to EU threshold of £172,514.
- Anything between Council Quotes threshold and EU threshold of £172,514 will be open competition, not restricted.
- Using ‘Suitability Assessments’ under threshold instead PQQ/Supplier Questionnaire (Track 1).



How we procure

Why are the changes being brought in:

- Feedback and consultation by businesses with Lord Young, indicated barriers and blocks.
- Wider availability of procurement documentation early on.
- By seeing the documentation upfront, businesses are able to make a better decision on whether to bid.



How we procure

- Council advertise procurement opportunities electronically.
- Need to be registered on **YORtender** system.
- 23 Local Authorities in Yorkshire & Humber area use the system, as well as other public sector.
- New rules on publication on other e-portals mean more information available.



How we procure

- Procurement Opportunities are published on:
www.yortender.co.uk
- From 1 April 2015 Any over £100k in value will also be required to be published on:

www.contractsfinder.service.gov.uk



Any Questions?

Jon Crowther
Key Account Manager

Business Growth Calderdale

- Council's Business & Economy Team exists to support businesses in the borough.
- We run a small grants scheme to stimulate and support job creation. Businesses in any sector can apply.
- We can help you find the best premises for your business as you grow.
- We run a quarterly Business Breakfast event with speakers from a wide range of business support sectors.



Business Growth Calderdale

- Encourage and support local businesses to come together to form bidding consortium for larger tenders.
- Give informal advice on how to put together a strong bid through an understanding of the bidder's requirements.
- Put you in touch with the appropriate Council staff in our procurement department.
- Broker in support from other local, regional and national support programmes.



Regional and National Support Programmes

- Leeds City Region Business Growth Programme
 - Larger Capital Grants Programme
- WYEA Access to Finance
 - Alternative Growth Finance
- Growth Accelerator
 - A managed growth support programme
- Manufacturing Advice Service
 - Does what it says on the tin!
- UKTI
 - Support for exporters



How to contact us

Business Growth Calderdale

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E: businessgrowth@calderdale.gov.uk

W: <http://www.businessgrowthcalderdale.co.uk/>



Any Questions?

Thank You