



Video Transcript – 1 July 2019

What is the Procure Partnerships Framework

The Procure Partnerships Framework has been established to support public sector bodies to procure contractor partners. The pilot for the Procure Partnerships Framework was the North West region, known as Procure North West. The pilot region was launched in July 2018 and after its success, which included 24 different client users in the first 9 months, the decision was made to roll out the regional framework delivery model nationally.

The Procure Partnerships Framework is divided into regional lots supporting the frameworks values of local delivery, with national governance. We feel that the regional lotting structure of Procure Partnerships is different to other national frameworks.

We did not want broad regional lots covering large geography's and as such have really drilled into the sub regions across the UK. This ensures that the best fit regional contractors who understand the local demographic and supply chain in which they operate have the opportunity to deliver THEIR public sector services in THEIR region.

The Procure Partnerships Framework pushes the boundaries of how procurement can support public sector bodies to deliver their strategic targets. The framework has been built to be flexible giving our public sector clients choice with single stage or two stage procurement options and up to 8 forms of call off contract. There is also no fee for public sector bodies across the UK to access the framework and public sector client users are always in full control of each projects procurement process via their individual 'Project Page' hosted upon the 'Procure Partnerships ePortal'

Benefits of the Procure Partnerships Framework

I would like to take a moment to highlight some of the key advances of the Procure Partnerships Framework when contrasted to other procurement options.

As I have already mentioned, we felt it was important to build a framework that had no client access fees or annual subscriptions. We want public sector bodies to use the framework as they believe it is the right choice for their projects and not because they have to, to justify an annual framework subscription fee.

Equally, I have already motioned the ability to run fully priced single stage tenders or two stage mini competitions through the framework. It is important to provide public sector clients with choice in this area and not patronise intelligent clients by claiming that two stage is the best fit for every project regardless of value or complexity.

Over 70% of the projects that have been procured through the framework to date have been two stage. Where clients have opted for a single stage fully priced process, we as a framework have set some golden rules to protect our contractor partners. Firstly, for a single stage tender there can never be any more 4 bidders, secondly the design must be at RIBA Stage 4 with robust survey information, and finally, tender time scales must be realistic.

It is not productive or effective for frameworks to force forms of contracts onto public sector clients. Clients should choose their own form of contract based upon their teams familiarity or the complexity of the project itself. As a result, the Procure Partnerships Framework has 8 forms of contract for public sector clients to choose from covering both JCT and NEC. This approach also allows clients to choose both design and build or build only routes to market.

From Local Authorities to NHS Trusts to Universities, it has never been more important to show demonstrable value for money when delivering construction projects. This starts with procurement. That is why across the Procure Partnerships Framework each contractors Over Head and Profit percentage is fixed for the 4 year duration of the framework after being competitively tendered to obtain a place upon each regional lot.

The final benefit I would like to highlight is the free project feasibility support offered to the public sector by our contractor partners. A recent iGov report highlighted the most successful project are those that have early supplier engagement. We can facilitate that support whether it be a view on affordability, programme or key project risks; supporting effective project planning and delivery.

Demonstrable Social Value

As well as helping to facilitate projects that will help shape our growing towns and cities, we felt it was important to give something back and help protect the future of the industry through enhanced upskilling and training. Like other frameworks, our contractor partners will be required to deliver projects in line with the Social Value Act... but we as a framework wanted to go one step further and as such directly invest in construction skills training across country.

We also believe that social value needs to be demonstrable and not tokenistic, that is why every project procured via the Procure Partnerships Framework must have an agreed employment skills training plan. This covers key areas such as training, apprenticeships, school engagement, local

workforce, and supply chain and community activates. All targets have a numeric value allowing for progress to be tracked on a monthly basis throughout the project lifecycle.

Performance Management and Reporting

Public Sector Clients have full control of each projects procurement process via their individual 'Project Pages' hosted upon the 'Procure Partnerships ePortal', however the portal is also used to capture project performance management data in an open and transparent manner.

Contractor partners are formally performance managed around 10 KPIs taken at the end of the pre-construction and at the end of the construction stage. However we feel that it is important to understand how projects are progressing on a monthly basis. With that in mind we have built mandatory Monthly Reporting into each project. Contractor partners will complete a monthly electronic dashboard report focusing upon safety, programme, affordability and progress against social value targets.

Upon completion of each months report a copy is automatically sent to the client, the clients representatives, and to us at framework level. This allows us to have a real time view of how projects are progressing and offer instant support to our public sector clients should any problems arise.

Why use the Procure Partnerships Framework

Through our experience and detailed analysis of procurement options across the UK, there are multiple factors that are resulting in frameworks not working in the most efficient or beneficial manner for both our public sector clients and contractor partners.

We have addressed these when structuring the Procure Partnerships Framework ensuring that the framework is compliant, flexible and commercially robust. We have built a framework for the public sector that ensures clients can prove demonstrable value for money, when procuring their projects in partnership with us.



Robbie Blackhurst
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