

# PROCUREMENT IN THE SOUTH WEST





# CONTENTS

---

**03**

INTRODUCTION

**04**

ABOUT SWPA

**05**

WHY SWPA

**06**

SWPA MEMBERSHIP  
AND THE  
FORMATION OF A  
STEERING GROUP

**07**

DEDICATED LOCAL  
EXPERTISE

**08**

FITTING INTO  
THE NATIONAL  
CONTEXT

**09**

OUR REACH AND  
SCOPE

**10**

CURRENT  
FRAMEWORKS

**11**

THE PROCESS  
OF USING OUR  
FRAMEWORK

**12**

OUR  
PROCUREMENT  
APPROACH

**13**

MEMBERSHIP

**14**

CASE STUDY 1  
MAGNA MODULAR  
HOMES WITH  
ROLLALONG

**15**

CASE STUDY 2  
MALMESBURY  
PARK PRIMARY  
SCHOOL

**16**

COMMUNITY  
BENEFIT FUND

**18**

PARTNERSHIPS  
AND CP  
FRAMEWORKS





# INTRODUCTION

---

**The South West Procurement Alliance** provides high quality, innovative frameworks and other procurement products, for public sector clients in the South West. We support clients throughout the project lifecycle, from the procurement process, all the way through to the completion of projects, through our locally and centrally based technical and procurement resources.

Our frameworks and DPS' have many locally based suppliers and contractors, who understand the specific characteristics of the local economy and environment and through being based in and employing local people, support the local economy.

We develop our procurement products through local consultation with both clients and suppliers, to ensure that what is being provided is relevant for the local market. We work with current and prospective public sector clients from a wide range of organisations to define their specific requirements for construction refurbishment and maintenance.

**MARY BENNELL**  
SWPA DIRECTOR



The surplus generated by the collective procurement spend of clients who use our frameworks is reinvested in community benefit projects to the benefit of South West communities.

SWPA is currently based in Exeter, but has a reach covering Bath, Bristol, Wiltshire, Gloucestershire, Dorset, Somerset, Devon and Cornwall. The team are all resident in the South West and therefore understand the regional priorities and logistics. The following pages provide further details of what SWPA does and how it operates.



# ABOUT SWPA

---



## PURPOSE

To deliver better buildings and homes that  
enhance local communities



## VISION

Support the South West economy and communities.  
The procurement solution for the South West



## VALUES



Integrity,  
Respect,  
Trust and  
Transparency



Knowledgeable,  
Professional  
and Innovative



Flexible,  
Adaptable  
and Creative



Healthy and  
Happy



A personal  
touch for clients  
and appointed  
companies



# WHY SWPA

---

We launched SWPA in October 2019, after a year of consultation and discussion with our clients and members. They told us that becoming a regionally focused organisation with a regional name would show commitment to them and their communities.

SWPA is backed by the national resources of LHC, one of the leading and most respected procurement organisations in the UK. It was set up by Local Authorities in London, in 1966 and is a not for profit, .gov organisation.

---

## THE SWPA TEAM

The local team is growing, currently consisting of six people - including technical support and procurement managers. This allows us to provide additional services to our clients and appointed companies, with the aim of being able to deliver call offs and procurement health checks.

The team all live in the South West and are dedicated to supporting our members, clients and appointed companies to our framework and DPS', to deliver high quality products and services.

## GENERATING A COLLECTIVE FUND

By using our procurement solutions, SWPA members and users contribute to the generation of a collective fund for community benefits. SWPA, like its parent company, is a not for profit organisation and all surplus generated is reinvested into a South West specific community benefit fund, for community projects in the region.

As of October 2021, we have supported 24 small charities and will continue supporting more organisations in the future. **Further details are on pages 16 and 17.**





# SWPA MEMBERSHIP AND STEERING GROUP

Our membership in the South West is growing and whilst it is not a prerequisite for using our procurement, it does provide access to our community benefit fund and training sessions.

SWPA membership has grown significantly since 2019, with this growth we have formed a steering group. We work with a group of committed clients to oversee and guide SWPA in the delivery of relevant products, that will meet the needs of the South West.

## THE BENEFITS OF WORKING WITH SWPA



KNOWLEDGE AND  
EXPERIENCE OF  
PROCUREMENT



RECOGNISED  
TECHNICAL EXPERTISE



ONGOING  
PROJECT SUPPORT



FAST AND EFFICIENT  
PROCUREMENT



FINANCIAL  
GAINS



COMMITMENT TO  
BETTER BUILDINGS  
AND HOMES

### We see the key priorities over the next 5 years in the region as:

- Energy efficiency and reducing the impact of climate change
- Delivering more homes for South West residents using modern methods of construction
- Developing local supply chains that can meet the regional requirements
- Ensuring our buildings are safe to live and work in
- Delivering social value through procurement to further enhance the benefits to the community and economy

We want our steering group and members to develop these priorities further and ensure that we are on the right track.





# DEDICATED LOCAL EXPERTISE

SWPA, as a regional arm of LHC, benefits from its national reach and expertise.

During 2019/20, LHC Frameworks across the UK were used on contracts to a total value of £350 million, for 279 clients delivering 720 projects. The value of contracts has increased by 17% on the previous year.

We have developed regionally specific frameworks in the South West for housing construction and consultancy services, which went live at the end of 2018 and early 2019 respectively. We continue to talk to clients about what specific offerings they require in the South West.



## SINCE THE LAUNCH OF SWPA IN OCTOBER 2019

MEMBERSHIP OF  
PUBLIC SECTOR  
ORGANISATIONS

27  
OCT 20

35  
OCT 21

INDIVIDUAL PUBLIC  
SECTOR  
ORGANISATIONS WE  
ARE WORKING WITH

83

NUMBER OF LIVE  
PROJECTS

92  
OCT 20

150  
OCT 21

We have continued to work throughout the pandemic, spending time enhancing our offerings and processes as well as planning for future projects with our clients. As a result of this, we now have a healthy pipeline of projects being procured through our frameworks.

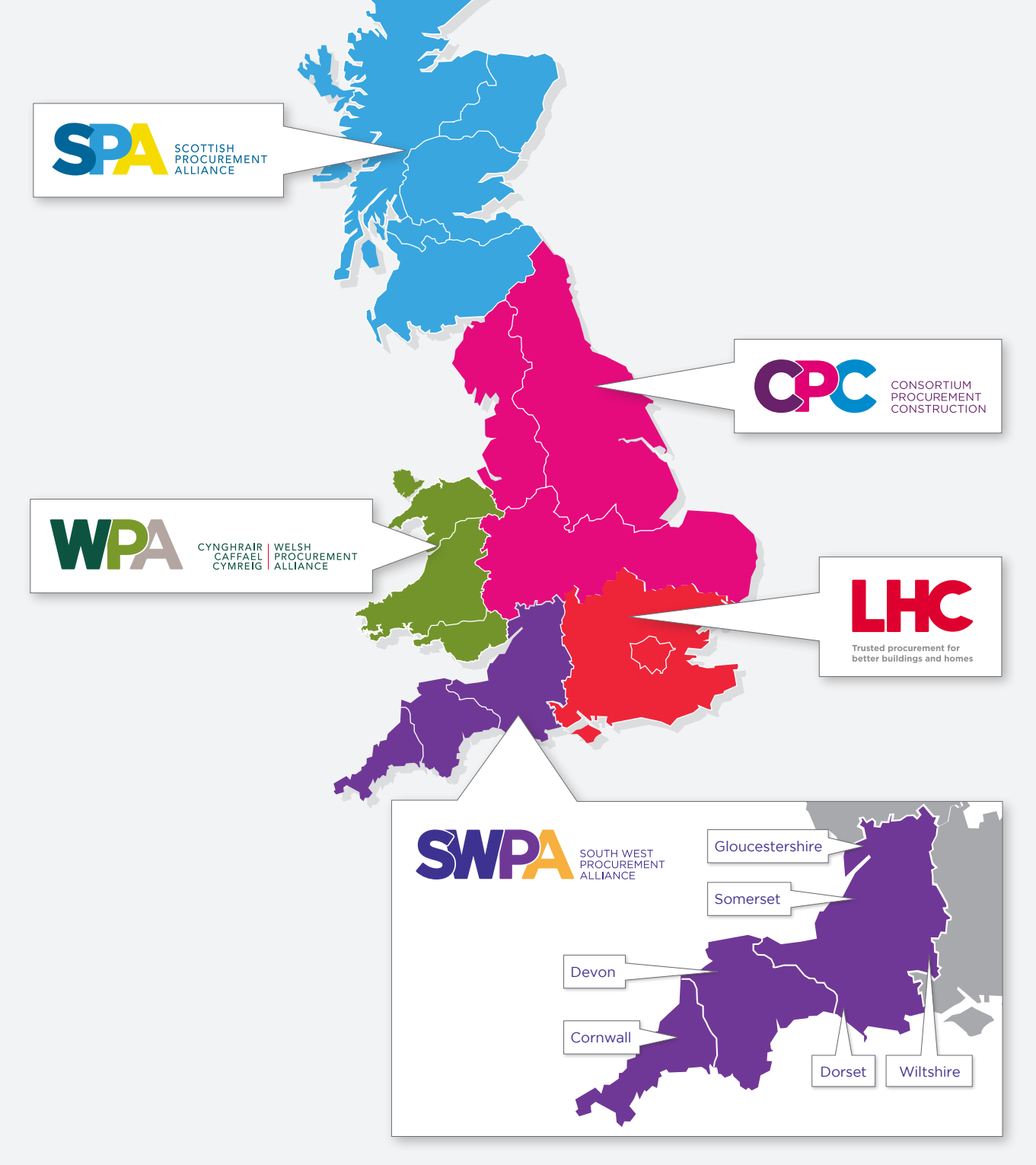
## NEW FRAMEWORKS AND PRETENDER ENGAGEMENT:

SWPA are continually engaging in pre-tender engagement, with public sector organisations and potential suppliers, for our upcoming frameworks and DPS'.

This ensures our products are suitable, and will meet the needs of all public sector organisations in the South West. Our extensive engagement also ensures that local SME's bid for a place on our frameworks and DPS'.



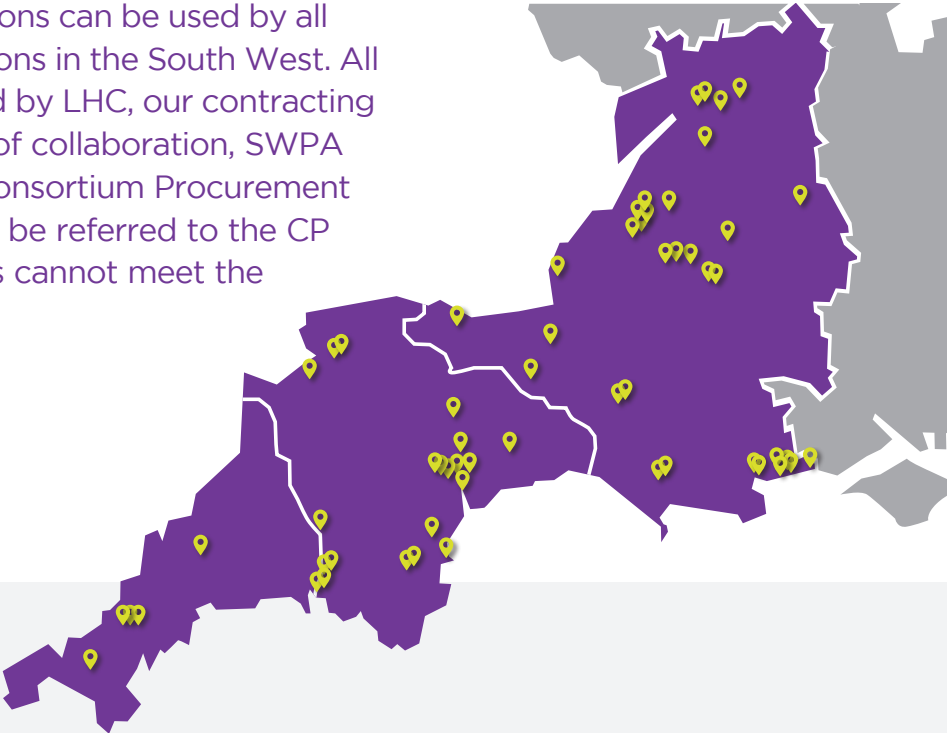
# FITTING INTO THE NATIONAL CONTEXT



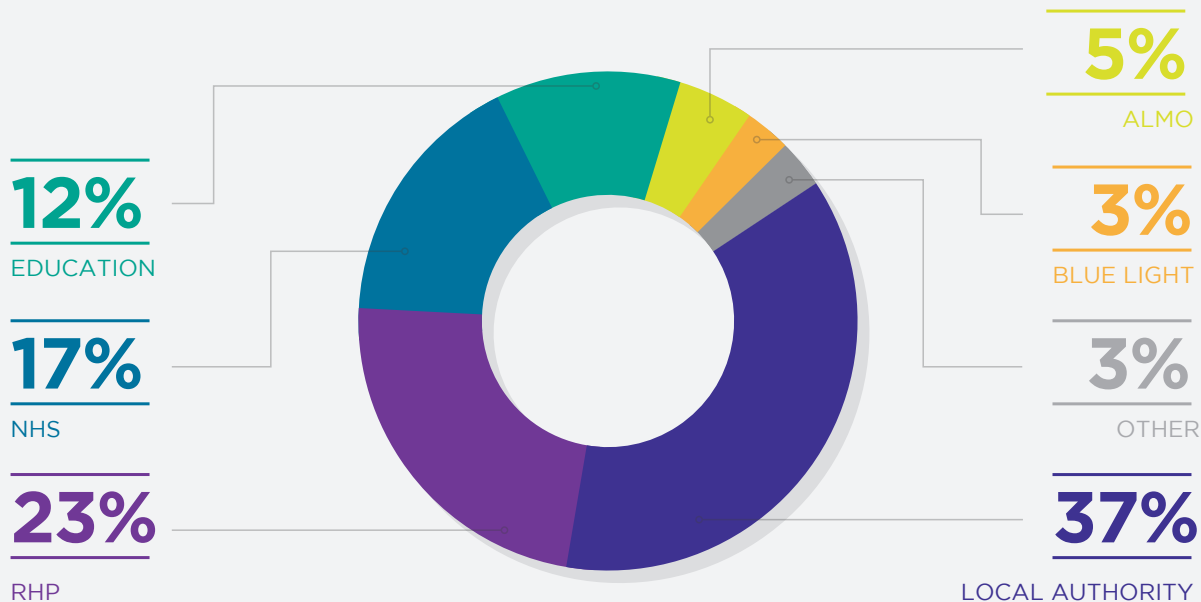


# OUR REACH AND SCOPE

SWPA procurement solutions can be used by all publicly funded organisations in the South West. All contract notices are issued by LHC, our contracting authority. With our ethos of collaboration, SWPA have a partnership with Consortium Procurement (CP). SWPA members will be referred to the CP client team if our products cannot meet the requirement.



## CLIENT SECTOR SPLIT





# CURRENT FRAMEWORKS AND DPS

---

South West Procurement Alliance's OJEU compliant frameworks and DPS' are Free-To-Use, and can be accessed by local authorities, social landlords and other public sector bodies to procure works, products and services for the construction, refurbishment and maintenance of social housing and public buildings:

---



## CONSTRUCTION AND REFURBISHMENT

Whole House DPS (WH DPS)

Whole House Refurbishment and Associated Works (WH2)

House Building (H1)

Modular Building (MB2)

Off-site Construction of New Homes (NH2) Public

Buildings Construction and Infrastructure (PB3)

Low Carbon Offsite Housing Construction DPS (LCH)



## ROOFING, WINDOWS AND DOORS

Fire Doors and Communal Entrance Doors (C8)

Roofing Systems and Associated Works (RS4)

Windows & Doors - Aluminium (A7)

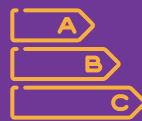
Windows & Doors - PVC-U (U10)

Windows & Doors - Timber (T4)



## KITCHENS AND BATHROOMS

Supply of Kitchen Units and Worktops (K6)



## ENERGY EFFICIENCY

Energy Efficiency and Associated Works (N8)



## CONSULTANCY

Offsite Project Integrator (OPI1)

Energy Efficiency Consultancy Services (N8C)

South West Consultancy (H1)

Engineering Inspection Services (EIS1)



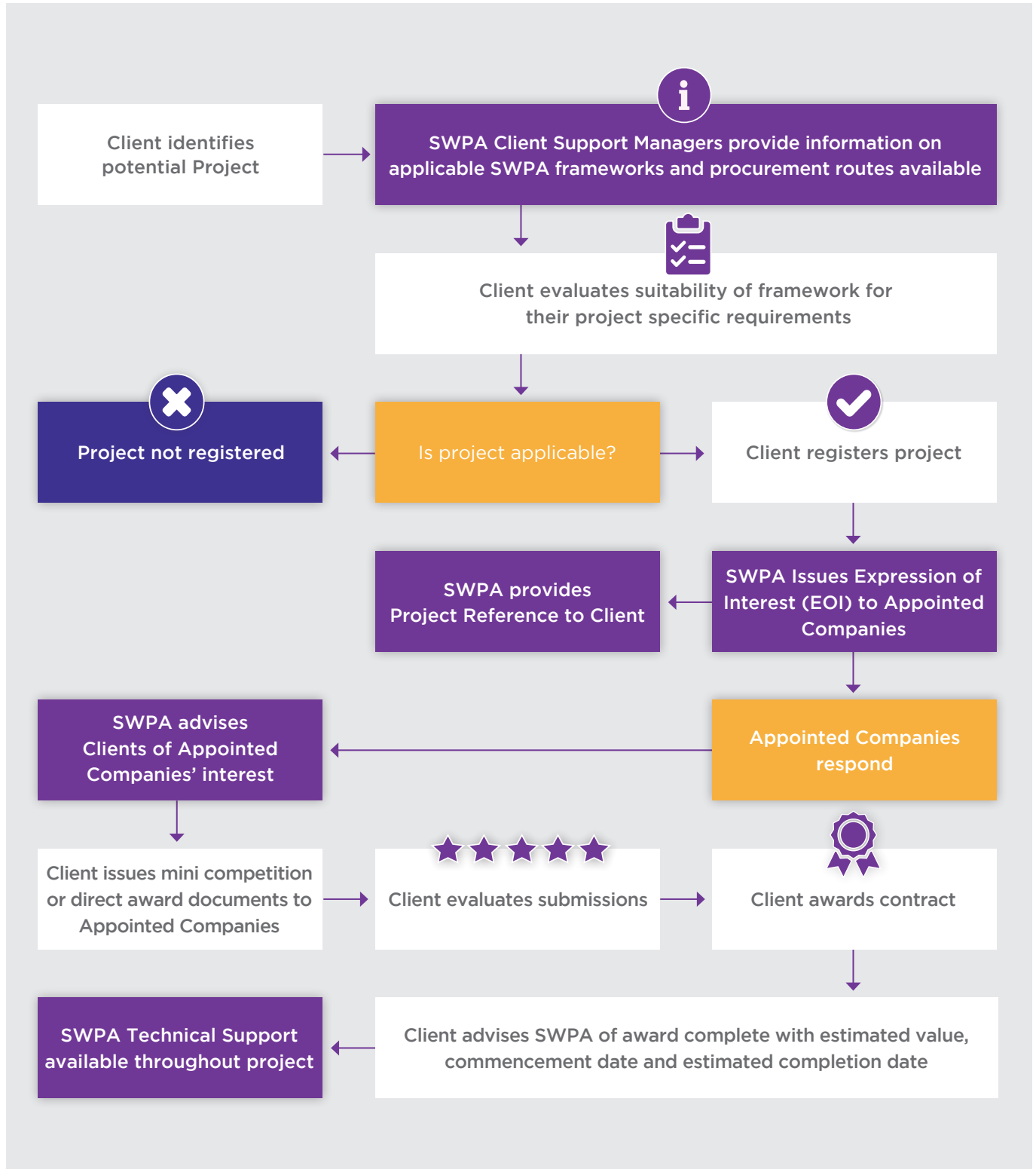
## PROPERTY PROTECTION AND MAINTENANCE

Asbestos Services (AS2)

Fire Safety (FS1)

Vacant Property Protection and Associated Service (V7)

# THE PROCESS OF USING OUR FRAMEWORK





# OUR PROCUREMENT APPROACH

---

To ensure that our frameworks are of the highest quality and fit for purpose we carry out extensive pre-tender engagement and research:

Consultation with clients and suppliers in the South West to shape the requirements of the framework and how it will be delivered.

SWPA promotes its framework agreements to public sector bodies throughout the UK, SWPA technical experts develop specifications for products/services, in consultation with members.

Tender process undertaken strictly in accordance with EU Procurement Directive. (All pre 2015 frameworks were issued in accordance with the European Directive 2004/18/EC and its enactment in the Public Contracts Regulations 2006. While all post 2015 procurements were issued in accordance with the European Directive 2014/24/EC and its enactment in the Public Contracts Regulations 2015).

Appointed Companies are selected according to company standing, product/service quality and value for money, tender report can be shared upon request.

SWPA promotes its framework agreements to public sector bodies throughout the UK.

Public sector bodies place orders/contracts directly with the Appointed Company.

Throughout the duration of the order/contract, SWPA works with clients and members to monitor and validate the performance of the appointed company – More than just an access agreement.

SWPA is funded by the levy collected from Appointed Companies, the % varies by framework.

Any surplus generated is used for community benefit projects.

# MEMBERSHIP

## BENEFITS

- Access to SWPA's Community Benefit Fund (small grants programme being delivered in partnership with South West Community Matters).
- Client membership statistics give confidence to local companies who are considering bidding for SWPA frameworks (particularly SME's).
- Invitations to participate in pre-tender engagement activities.
- Early invitations to SWPA hosted events/partner events.







## CASE STUDY 1



# MAGNA MODULAR HOMES WITH ROLLALONG

Magna Housing Group and SWPA commissioned Complex Asset Management Solutions to make the business case for delivering offsite housing from the perspective of a landlord owning and maintaining homes in the UK.

Despite evidence of success in other countries with similar challenges and characteristics to the UK, the last 10 years has seen only a moderate increase in factory-built homes.

One reason for this is scepticism about whether they provide good value for money.

Understanding how landlord managed homes help determine the three competing pressures faced in terms of Cost, Quality and Risk.

The Magna board developed a Strategic Asset Management Plan, created a decision support tool to analyse alternative housing solutions and looked for the best delivery partner to deliver these homes. By working

in partnership with SWPA through its framework, Offsite Construction New Homes 2 the company appointed Rollalong Limited to deliver these homes.

The first 52 homes are in production now (Autumn 2019) and Magna hopes to deliver most of its development programme over the next three years through Rollalong. To reduce design and build costs, Rollalong is committed to working with SWPA and Magna to find savings that will enable the unit cost for offsite homes to decrease over the next 10 years.



We chose to utilise the framework for compliance and convenience. The LHC Framework provided the biggest range of suppliers with whom we were already familiar.



**Paul Read**

Assistant Director of Development





## CASE STUDY 2



# MODULAR BUILDINGS (MB1) MALMESBURY PARK PRIMARY SCHOOL

The McAvoy Group were awarded the contract to build a new classroom at Malmesbury Park Primary School, Bournemouth to accommodate pupils with special educational needs. Additional classroom accommodation was required at the school due to a rise in pupil numbers.

McAvoy's Smart Offsite® solution was chosen due to the reduced programme and the need to keep disruption to a minimum at the live school site.

Early engagement with the school and client team was crucial and regular meetings were held to ensure all parties were involved in key decision making throughout the process.

The classroom will accommodate students from all over Bournemouth, Christchurch and Poole, providing a safe and inspiring teaching space which is an invaluable resource to the area.

The project, which was awarded to McAvoy through the SWPA Modular Buildings framework, was installed on a Saturday to ensure there was no disruption to the live school environment.

“

No matter what the school asked, McAvoy would accommodate in a quick and effective manner, with minimum disruption. The building makes the outside space look more inviting and the quality is excellent.

”

**Jackie Green**

Headteacher

**SECTOR:**  
Education

**CLIENT:**  
Bournemouth,  
Christchurch & Poole  
Council

**CONTACT:**  
Gillian Glutz  
Client Project  
Manager

**CONTRACT VALUE:**  
£253,557.00

**ON SITE:**  
5 weeks



THE MCAVOY GROUP



THE MCAVOY GROUP



# COMMUNITY BENEFIT FUND



Members of SWPA work with South West Community Matters to distribute grants of up to

South West Community Matters was formed from South West Foundation, an organisation that for over

Since the inception of the South West Community Benefit Fund, a total of

## £1000

to local projects and causes.

## 20 YEARS

supported community groups.

## £25,000

has been awarded so far. SWPA have plans to expand the program.



### APE PLAYGROUND; put forward by United communities

The primary focus of the Ape Playground project is providing adventure play equipment and artistic activities in an area of great need in Bristol.

Amount awarded:

## £1000



### BABY BANK NETWORK put forward by United Communities

Baby Bank Network was established in 2015 by a group of mums with the aim of working to relieve poverty in families with children 0-3 years. The request for funding was to provide "family kits" for up to 15 families. These were distributed over a two-month period, during the height of Covid-19.

Amount awarded:

## £1000





## MALMSBURY PARK PRIMARY SCHOOL put forward by BCP Council

Malsbury Park Primary School is a large diverse and inclusive primary school in central Bournemouth, with a unit within this school for children who have social communication difficulties and have a diagnosis of autism. The request for funding was for the provision of an outside chalk board, a water wall, a play kitchen and a sand area. The provision of this outside activity space will benefit both children with autism and their siblings.

Amount awarded:

**£1000**



## RUSTY ROAD 2 RECOVERY; put forward by Homes in Sedgemoor

Rusty Road's main aim is to reduce inequality for people with mental health issues by reducing social exclusion and enhancing people's physical and emotional wellbeing. People involved in this project have themselves personal experience of mental ill health. Their skills include support services, various creative crafts and the motor trade. The grant is to assist with the purchasing of materials for their metal sculpture project.

Amount awarded:

**£1000**



## TROWBRIDGE COMMUNITY AREA FORUM; put forward by Selwood Housing Group

The aim of Trowbridge Community Area Forum ('TCAF') is to develop the capacity and skills of local residents in Trowbridge to enable them to better identify and meet their needs and to participate more fully in their communities. The current project aims to raise the self-esteem of young people, raising their aspirations, and giving them a sense of belonging to develop relationships within their own communities. The grant is for this project and developing IT training for older residents.

Amount awarded:

**£1000**

*Trowbridge Future*



# PARTNERSHIPS

---

We believe it is important to work with partners to deliver a more rounded and comprehensive service to our clients.



We have just formed a partnership nationally with the Northern Housing Consortium and their procurement arm Consortium Procurement, to form a new brand in the North of England. South West clients are now able to take advantage of their frameworks.



## CP PRODUCTS

### PROFESSIONAL SERVICES

- Electronic Payment Services
- Tenant Contents Insurance

### HEALTH/ASSISTED LIVING

- Stairlifts and Lifting Equipment
- Technology Enabled Care Services
- Passenger Lifts
- Property Safety and Security
- Furniture Services

### DPS

- Cleaning Services
- HVAC+R Drainage and Plumbing
- Grounds Maintenance
- Residential Property Development and Asset Management

### COMPLIANCE

- Asbestos, Legionella and Mould



# ORGANISATIONS WE ARE WORKING WITH

---

The SWPA team are involved in a number of our communities through several different organisations. Our continued work or membership with these groups enables us to engage and stay informed on a variety of topics.



## Constructing Excellence South West



Bristol Housing Festival



Exeter City Futures



Modular and Portable Building Association (MPBA)



Association for Environmental Conscious Building (AECB)



Build Offsite



Construction Leadership Council

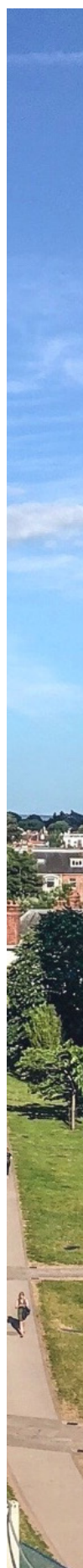


Construction Industry Council



UK Green Building Council





Issued January 1st 2021