

# PROCUREMENT IN THE SOUTH WEST





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# INTRODUCTION

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**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 framework offerings 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

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## 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

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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 the LHC Group, 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.

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## THE SWPA TEAM

The local team is growing, it currently consists of 5 people and we hope to be joined by a procurement manager very shortly. This will allow us to provide additional services to our clients and appointed companies, delivering call offs and procurement health checks.

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

## GENERATING A COLLECTIVE FUND

By using SWPA frameworks and procurement solutions, SWPA members and users contribute to the generation of a collective fund for community benefit. 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 South West.

As of September 2020, we have supported 19 small charities and will continue supporting more organisations in the future. **Further details are on pages 16 and 17.**





# SWPA MEMBERSHIP AND THE FORMATION OF A STEERING GROUP

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

We are growing our membership and want to form a steering group of committed clients to oversee and guide SWPA in the delivery of relevant procurement 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.



## WHAT HAS HAPPENED SINCE OCT 2019 SWPA LAUNCH

MEMBERSHIP INCREASE  
OVER 100%

12 OCT 19 27 OCT 20

NO. OF PUBLIC SECTOR  
ORGANISATIONS  
WORKING WITH

64

NUMBER OF LIVE  
PROJECTS

51 OCT 19 92 OCT 20

We have continued to work throughout the lockdown period, 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.

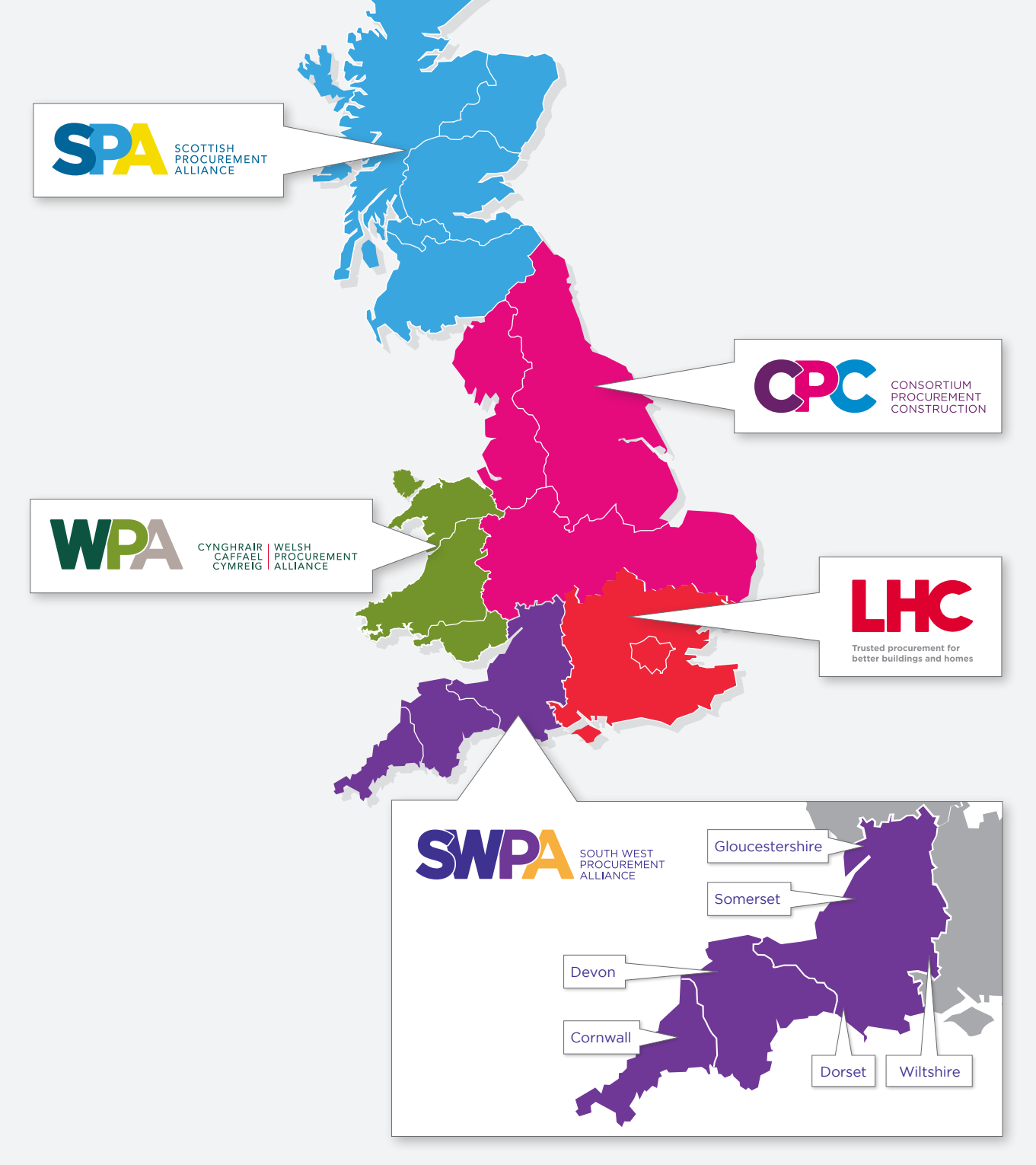
## NEW FRAMEWORKS AND PRETENDER ENGAGEMENT:

Over the past 12 months we have launched new frameworks for whole house refurbishment, aluminium windows and doors, offsite project integrators, and energy efficiency works and consultancy services.

Within the next 12 months four new frameworks will be procured and offered to the marketplace. These are for non- domestic modular buildings, schools and community buildings construction and refurbishment, a comprehensive roofing works and installation framework and a framework for all types of entrance, communal and access doors and access controls. We have carried out extensive engagement with both South West clients and suppliers, to understand what their specific requirements are and to ensure that South West SME suppliers are aware of the opportunities and are encouraged to become members of our supply chain, by bidding for a place on the framework.



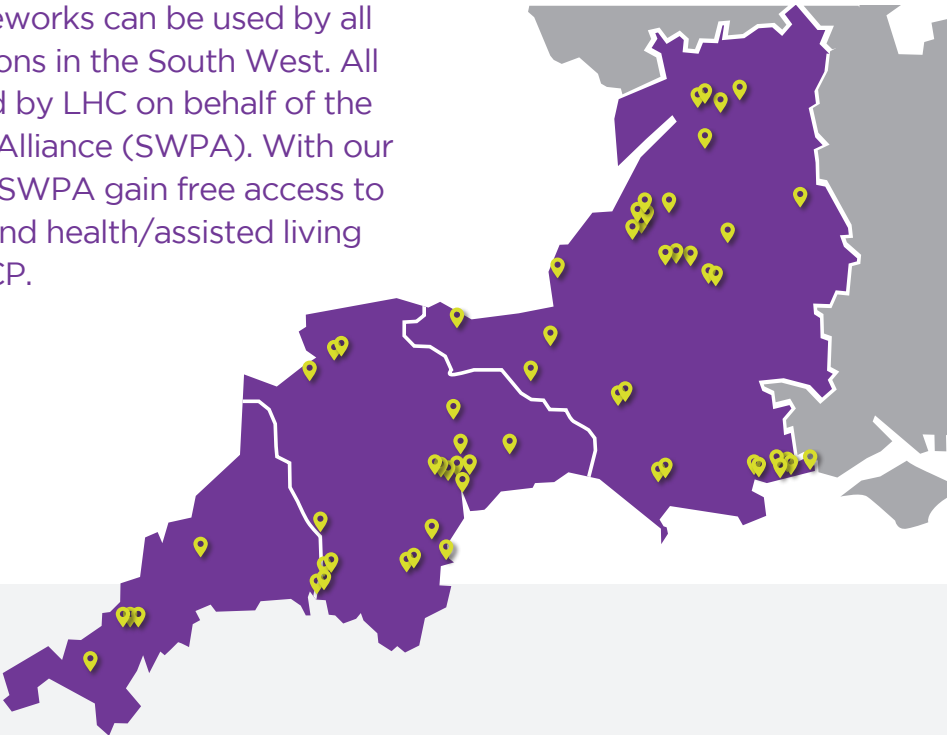
# FITTING INTO THE NATIONAL CONTEXT



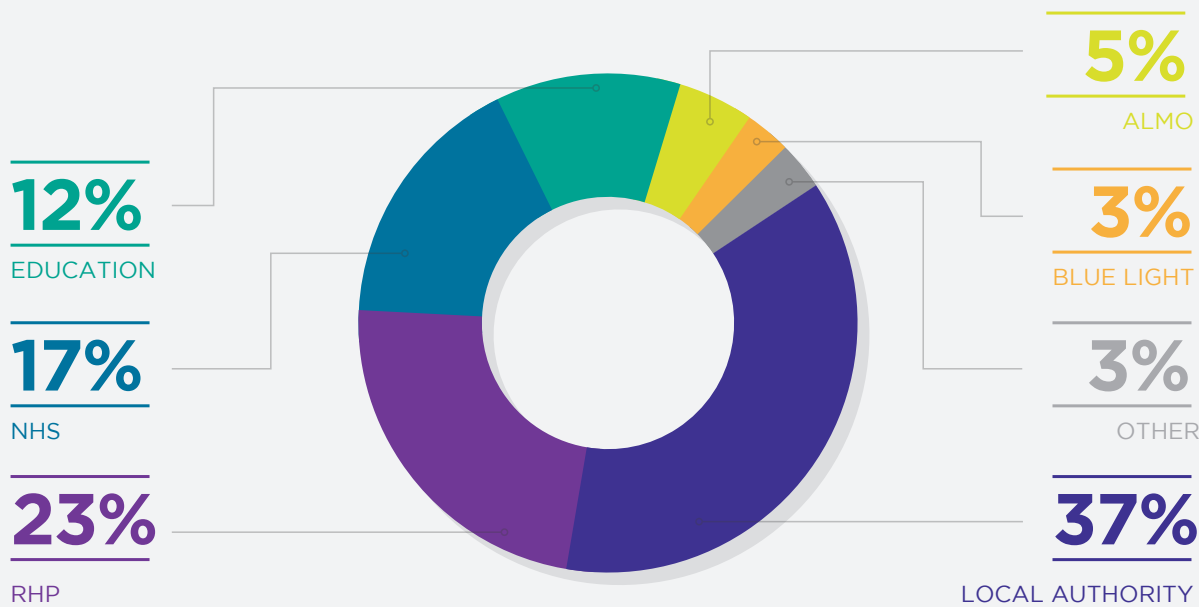


# OUR REACH AND SCOPE

SWPA procurement frameworks can be used by all publicly funded organisations in the South West. All contract notices are issued by LHC on behalf of the South West Procurement Alliance (SWPA). With our partnerships, members of SWPA gain free access to the professional services and health/assisted living frameworks provided by CP.



## CLIENT SECTOR SPLIT





# CURRENT FRAMEWORKS AND DPS

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South West Procurement Alliance's OJEU compliant frameworks are Free-To-Use, and can be used 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:

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## CONSTRUCTION AND REFURBISHMENT

Whole House DPS (WH DPS)

Whole House Refurbishment and Associated Works (WH2)

House Building (H1)

Modular Building (MB1)

Off-site Construction of New Homes (NH2)

Schools & Community Buildings (SCB2)



## ROOFING, WINDOWS AND DOORS

Communal Entrance Doorsets (CED1)

Flat Roofing (FR2)

Pitched Roofing (PR3)

Windows & Doors - Aluminium (A7)

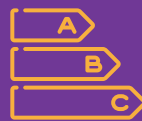
Windows & Doors - PVC-U (U10)

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)



## PROPERTY PROTECTION AND MAINTENANCE

Asbestos Services (AS2)

Fire Safety (FS1)

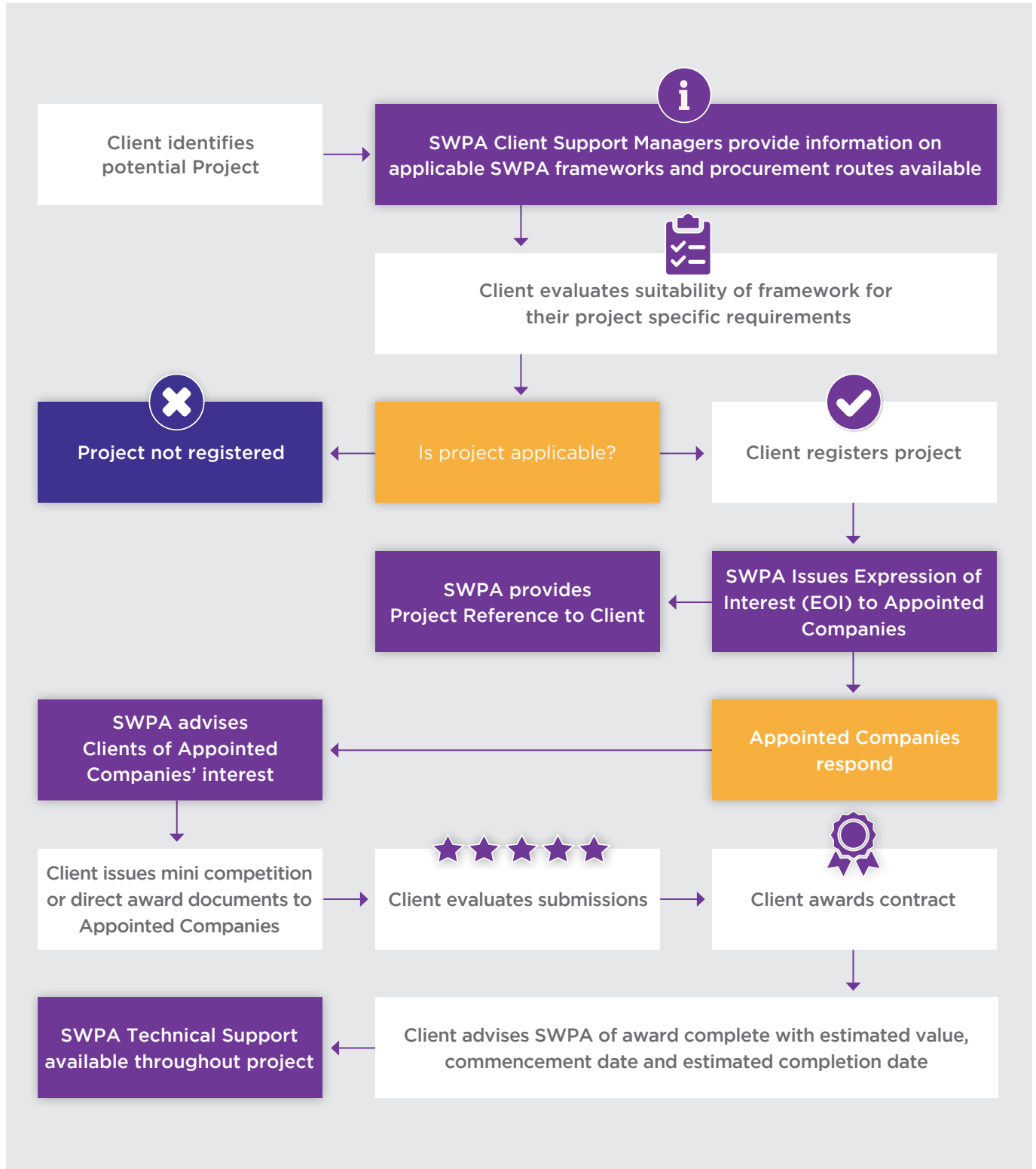
Vacant Property Protection and Associated Service (V7)

Water Management (WM1)

Heating services (HS1)



# THE PROCESS OF USING OUR FRAMEWORK





# OUR PROCUREMENT APPROACH

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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

In 2018-19, SWPA distributed grants to three groups in total. They have a fund of

## £1000

to local projects and causes.

## 20 YEARS

supported community groups.

## £17,000

to distribute in the coming year.



### 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

Malmesbury 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

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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 FRAMEWORKS

### PROFESSIONAL SERVICES

- Bespoke Procurement
- Commercial Insurance
- Digital Services
- Electronic Payment Services
- Tenant Contents Insurance

### HEALTH/ASSISTED LIVING

- Adaptations and Fixed Lifting Equipment
- Passenger Lifts
- Stairlifts and Lifting Equipment
- Technology Enabled Care Services
- Furniture Services (coming soon)





# ORGANISATIONS WE ARE WORKING WITH

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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








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 [South West Procurement Alliance](https://www.youtube.com/channel/UCv8v8v8v8v8v8v8v8v8v8v8)