



SCAPE REGIONAL CONSTRUCTION FRAMEWORK

MARKET AWARENESS Q&As

ACCELERATED PROCUREMENT
FOR THE PUBLIC SECTOR



1. **Where can I find further details about this framework?**

Please visit our live procurement portal at: www.scape.co.uk/liveprocurement

2. **Is this opportunity suitable for an SME business?**

Yes absolutely, as long as your business meets the turnover requirements and can undertake the work required. To meet the turnover requirements, SMEs are able to form joint venture partnerships with other SMEs who are capable of delivering the works.

3. **Are the 1-2-1 meetings mandatory? Will a bidder be disadvantaged by not attending one?**

1-2-1 meetings are not mandatory; they are only for a prospective bidder who requires any clarity at this stage. It will not impact the bidding process and has no influence on the procurement process.

4. **Will you take into consideration the impact of the pandemic on the turn-over from the last 12 months?** Given the issues created by the pandemic over the last 12 to 16 months, SCAPE will assess turnover values based on an average of three years accounts, namely the current year (most recently available accounts) and the previous two years.

5. **Will there be more of an opportunity to reduce rates to help in a value engineering process?**

The rates submitted by bidders will be the maximum rates permitted to be charged by the appointed partners.

6. **Will contractors be required to submit consultant fees as part of their tender return?**

No consultants fees will form part of the supply chain pricing at project level.

7. **Would a client have to invite all four contractors when opting to use the Commercial Choice option?**

Simply put, yes. Although, we anticipate the vast majority of appointments will be direct awards.

8. **Can you clarify the commercial competition option please – assumption is that this is within SCAPE's Regional Construction framework only and applies between contractors on the parallel lots - i.e. clients don't have the option of a commercial competition between the Regional Construction framework and SCAPE National framework contractors.**

Yes, this is correct. Clients will only be able to select the framework they wish to use. Therefore, the clients can only utilise the commercial client choice on the Regional Construction framework.

9. **If a contractor was to bring potential work to the framework, could a client change their procurement route from direct award to a commercial choice? Is there a risk for contractors?**

If a partner were to introduce a client to the framework, then the client does have a choice as to how they appoint the contractor. However, it is anticipated that direct award will be the most popular.

10. **Could you expand on how you see the commercial choice option working at call-off stage?**

Further details will be made available in the tender documentation.

11. **How will the commercial choice be evaluated? Will there be a similar price quality split?**

This information will be made available in the tender documentation.

12. **Would a contractor be obliged to price under the commercial choice option for the alternative region to that which they have been appointed?**

SCAPE would expect bidders to actively engage in the client commercial choice process in order to offer clients value for money.

13. **Under the client commercial choice route do you expect that there would still be three quotes and open book as per direct award or would this not apply where partners have committed to a project specific quoted price?**

The client commercial choice option will include a requirement to provide project pricing.

14. **Will consortia bids be accepted?**

Consortia bids will be accepted if they collectively meet the requirements of the Framework.

15. **Where an M&E contractor has experience of acting as a Principal Contractor, could they bid for the 10nr specific M&E lots, rather than being a Subcontractor to a Principal Contractor?**

There are no specific M&E lots. This is a construction framework. Additional services can be provided by the contractor or through their supply chain.

16. **Does a contractor need to be able to provide services covered by all the CPV codes or would you consider specialist contractors that can only provide one or two of those services?**

Contractors on the framework will need to act as Principal Contractor and will need to cover all works and services covered by the CPV codes through their in-house capabilities and through their supply chain / partnerships.

17. **Is there a sub-contractor section for the local SME businesses to operate on, or does every contract go through the two preferred contractors? Or do the preferred bidders then create their own sub-contract list?**

The two principal contractors awarded positions on the framework in each region will appoint their own supply chain.

18. Will CPV codes not listed be required?

All the CPV codes listed and their sub-category codes will apply.

19. Will the contractor still be required to do every feasibility free of charge (FOC)? Or is it possible to look at the number moving to the next stage and remove the risk of partners being used and abused in this?

The free feasibility is a unique offering provided under the SCAPE framework. That said, you will not be required to undertake a full and detailed feasibility unless you deem it appropriate. Details of the feasibility requirements will be contained in the Framework Agreement.

20. Based on previous frameworks and your ideal of a projected pipeline, how much do you project (approximately) will architectural services be required?

This is a construction framework designed for principal contractors. Additional services, such as architectural services will be delivered either directly by the contractor or through their supply chain.

21. Would a contractor be expected to bid for all projects that come through the framework?

Yes.

22. What percentage of projects would affordable housing make up please?

This will depend on the clients' requirements and is difficult to ascertain at this time.

23. Will offering a Lifecycle solution be mandatory?

Yes, if the client requires it.

24. What is the 'lot value' based on? (i.e. a future pipeline of known works, historic spend, or estimation)

The value of the framework is based on historic spend data, pipeline and known projects.

25. Is this model being adopted across all of the SCAPE regions or is this specifically for the East of England?

Each framework procurement is looked at independently to evaluate the previous iteration as well as market changes. Therefore, decisions regarding the future framework models adopted will be made on a case-by-case basis.

26. Can you please clarify if a contractor can only bid for one region?

Yes, contractors will only be able to bid for a single region (North East, North West, South East, or South West)

27. Can we submit PQQ's for all four regions and then tender for just one, if successful?

No. You can only submit for pre-qualification for the one region you have chosen to apply for.

28. Do you have an estimate as to how many bidders will be bidding for each lot?

We do anticipate significant interest in this opportunity. However, following the selection stage, the number of bidders will be reduced via a shortlisting process. Further details will be provided in the contract notice.

29. Will bidders be able to apply for more than one lot?

No. Bidders will be able to apply for one Region only (North East, North West, South East, or South West) and will be appointed to one of the two Parallel Lots for that region if successful.

30. How does the parallel lotting work?

A single contractor would be appointed to one of the two lots within the region applied for. Clients will then have the opportunity to select a partner directly (Direct Award) or discuss the project with both partners within the region prior to making a direct award (client technical choice) or invite all four contractors across two regions (North East and North West, or South East and South West) to quote project-specific costs under the client commercial choice protocol.

31. In my opinion, normally especially on the lower value bands clients heavily rely on regional partners to produce project briefs and specifications. Regional partners will be discouraged to produce project briefs if this could then be shared under competition. Direct award intent would need to be clear from first interaction between regional partners and clients. With cross regional competition being available to clients (local councils) on projects over 1M, will SCAPE have an involvement in the adjudication of tender returns or will this be expected to be carried out by the client alone?

It is the client's responsibility to run any selection process. SCAPE will not be involved.

32. Will selection involve an interview and presentation?

An interview will take place and details will be provided in the ITT, which will be available at PQQ stage.

33. Will PAS91 be used for PQQ with associated exemptions?

Yes.

34. Can you clarify any pass/fail criteria you have for contractor selection please?

This will be available at the PQQ process.

35. At the SQ stage, will you also be issuing the ITT.

A draft of all the procurement documentation will be issued with the finalised PQQ/SQ.

36. Will relevant experience/technical capability part of PQQ be assessed by a human or a computer/algorithm?

This will be assessed by a team of (human) evaluators.

37. Will the tender be assessed by people or a computer/algorithm?

SCAPE will appoint a team of (human) evaluators who will be evaluating the ITT bids received.

38. From your previous experience, can you share any information on the typical spread of project values and volumes you'd expect through these lots?

Further details will be provided within the PQQ.

39. Can you give an indication of number of projects sub £1m in each band (over the last 4 years) to allow a contractor to understand the volume of smaller tenders/projects that would need resourcing?

Further details will be provided within the PQQ.

40. Would it be worth for a large organisation to bid for this framework if they were not normally interested in projects with a value of less than £2m?

Contractors must be willing and able to undertake works throughout the whole value range (£0 - 7.5m)

41. Do you have a regional framework covering the West Midlands?

The Regional Construction framework covers the East Midlands and East of England, and our national construction framework covers the wider UK.

42. If a bidder is not based in the region they want to apply for, can they still apply?

A bidder can apply for any one of the proposed lots when the framework is released, however they must be able to demonstrate that they can satisfy all of the framework requirements.

43. What are the counties in each Lot please?

Please refer to the Prior Information Notice for this information. Please also note the details in Section VI.3 (Additional Information) as this offers a supplemental clarification on the counties within each Lot. The PIN can be found here:

<https://www.delta-esourcing.com/delta/respondToList.html?noticeId=591400540>

44. Does this timeline apply to the other regional frameworks for England and Scotland mentioned earlier? The Regional Construction framework will only cover the East Midlands and East of England. Wider parts of England and Scotland are covered by our national frameworks.

45. The ITT date of 20/12 lands right as the industry historically shuts down over Christmas and New Year. This effectively reduces the tender period for the ITT. Would SCAPE consider moving this back to the first working day of 2022 to give contractors the benefit of the full tender period?

We will ensure that the ITT stage is long enough to ensure that Bidders are able to digest the ITT documents and formulate a detailed response. The ITT stage has been elongated to account for this period above the minimum requirements set out in the Public Contracts Regulations 2015.

46. The PQQ period appears to commence during what is traditionally the School Summer holiday period. Is there any ability to push the issue date back bearing in mind the ITT issue is not until 20 Dec.

There is sufficient time offered during the PQQ stage in order for bidders to organise themselves accordingly.

47. What are the turnover requirements for each lot?

Lots 1 - 4 (covering the North East and North West) will have a turnover requirement of £25m, while Lots 5 - 8 (Covering South East and South West) will have a turnover requirement of £10m.

48. To clarify, Lots 5-8 will have a value band of £0 to £7.5M but only require a turnover of £10M? Is that correct?

That is correct, lots 5-8 will require an annual turnover of £10m.

49. Please offer an explanation as to why the t/o value for lots 1-4 is significantly more than plots 5-8.

The volume of work expected to go through Lots 1 - 4 is significantly higher than the volume expected to go through Lots 5 - 8. The turnover requirement for Lots 1 - 4 is therefore higher.

50. Will the lots be split into value bands?

No, all Lots will have the same value band (£0 - £7.5m)



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procurement activities, please visit:
www.scape.co.uk/liveprocurement