



Scape Procure

Construction

Scape Construction framework

England, Wales and Northern Ireland

Frequently Asked Questions (FAQs) at Market Awareness

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1. How many contractors will be invited to the ITT stage?

Bidders will enter a single bid for the relevant value band, which will be considered for that value band (i.e. for lower or upper works). The bids will be scored, and the top five contractors will be taken forward for both lots at ITT stage.

2. Can you advise if the bid questions will be the same for each Lot aside from evidence?

At PQQ stage the England Wales and Northern Ireland questions will be based on PAS91. The lots and regions will require bidders to demonstrate differing levels of capability and capacity within the lots they are bidding for.

3. Is there any detail available on how the price will be assessed at ITT?

The bidders will complete a commercial model to advise their proposed rates and fees for the duration of the framework. This commercial model will be made available at ITT stage.

4. Will the quality-based questions at ITT be the same for those asked for the Scape Procure Scotland construction framework?

The ITT questions are still being finalised.

5. Will a Scape process map be offered with the PQQ?

The ITT documentation made available at the PQQ stage will include an example of a process map along with other relevant material.

6. Will the reference schemes used in PQQ be scored according to where and when they were built?

The schemes used must demonstrate the bidders capacity, capability and should demonstrate their ability to deliver the requirements of the framework. Location of examples is irrelevant, however in accordance with PAS91, these examples must be within the last five years.

7. Will the PQQ come via OJEU?

The PQQ will be issued via the [Delta e-sourcing portal](#), along with the other appropriate documents for the tender process. This is done at the Contract Notice stage, which will be advertised via OJEU, contracts finder and other portals including the [Scape Live Procurement Portal](#).

8. How would a client decide between lots 1 and 2 (or 3 and 4 for upper works) - is this purely down to preferred contractor? Are mini-competitions going to be an option?

This is a direct award framework opportunity. There will be one delivery partner for each lot. The main innovative feature of the proposed framework is the use of 'mirrored lots'. This will provide clients with choice, but also maintain the ability to direct award.

Clients will be able to exercise the choice if they so choose to by using a simple method of comparison which will be detailed within the Framework Agreement. There will be no process of running 'mini competitions', although clients may wish to test the partners approach to their project to drive innovation in delivery.

9. To clarify on single and consortia bids - if an individual organisation bids for lot 3 and 4 (upper works), can that organisation also bid for the same lot as part of a consortia?

Yes, that is correct. An organisation can bid for lots 3 and 4 (upper works value band) as a single bidder, but also as a part of a consortia. The same applies for the lower works and principal works value bands.

10. To clarify on awarding lots on the framework - could 'Company A' be awarded a place on Lot 1, Lot 3, Lot 5, Lot 6, and Lot 7? An organisation can win up to five lots on the framework?

Yes that is correct, a potential contractor could win up to five lots on the framework, as long as the bidder meets the criteria and combined turnover.

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- 11. How does the "preferred partner" position work? Would this need to be detailed in the bid by the lead bidder at tender stage in a formal manner? Similar (but not the same as) a consortium bid?**
Yes, the lead bidder will identify their preferred partners (if they wish to use them) at PQQ stage. Bidders may detail whom they intend to always use for certain works/services.
- 12. What are the BIM requirements that need to be met to become part of the framework?**
The framework has a minimum requirement for level 2 BIM. A full description will be provided in the tender documentation.
- 13. Can BIM be outsourced when needed for a specific project?**
BIM can be outsourced on a project, however the framework operator (awarded contractor) is ultimately responsible for the delivery to a minimum requirement of BIM level 2.
- 14. Will you require a legal entity to be formed if entering a bid as a consortia?**
We cannot dictate the legal structure of any consortia. However, the consortia will need to evidence it has the necessary arrangements in place to evidence that there is a formal relationship between the consortia members.
- 15. Is there a mechanism for smaller SME contractors to express an interest to be involved as part of the supply chain with the awarded contractors?**
We will announce the winning bidder on our website and confirm any supplier engagement opportunities as part of the mobilisation stage. The awarded contractors key contact details will also be published on our website for SMEs to connect and engage with.
- 16. Will social value form part of the ITT evaluation? Do you measure social value as part of the framework?**
Yes, social value will account for a percentage of the quality criteria at the ITT stage. Scape ensures socio-economic development and environmental responsibility sits at the heart of every service, project and commission undertaken.
- Social value is integral to Scape's approach and operations. In addition to the KPIs, Scape has developed a TOMs-based (Themes, Outcomes, Measures) approach to social value, in partnership with the Social Value Portal.
- Read our social value policy here: <https://www.scapegroup.co.uk/social-value>.
- 17. Can you share the current pipeline activity as well as a list of clients using the frameworks?**
This information is commercially sensitive at this time and will be made available to bidders at a later stage.
- 18. Is there any relaxation on turnover requirements due to COVID-19? A lot of construction work has been either stopped, deferred or suspended resulting in turnover being reduced for 2020 and 2021.**
The bidders will be required to provide their previous years accounts as part of the financial evaluation and to evidence turnover. These documents will have been finalised before the COVID-19 outbreak and should not have been affected.
- 19. Why are the turnover requirements set at such a high level?**
The turnover requirements are set due to the volume of work which the framework attracts. We are aware that there are a number of SMEs who could undertake works within the value band range as identified, however bidders will need to have sufficient capacity in order to be able to deliver the large volume of work which is anticipated over the period of the framework. Therefore, Scape requires bidders of a certain size to meet client expectation.
- 20. How will you measure a company's turnover? I.e. one set of audited accounts?**
As part of the PQQ process we would ask for evidence of turnover via fully audited accounts of the

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bidding entity.

21. Regarding the turnover, can we use the turnover of our parent company? Or does this need to be the turnover of the company bidding?

You will be required to demonstrate the turnover of the bidding entity.

22. If we want to enter bids for two lots, do we need to demonstrate turnover for each? I.e. cumulative turnover for lots 1 and 3 would be a combined £1bn.

Yes, that is correct. You will need to evidence the combined turnover.

23. Does Scape operate an approved list of sub-contractors that the delivery partners must employ, or do they use whoever they wish?

The contractors are free to employ whoever they wish.

24. In regard to procurement timeline, how long with contractors be provided to return both the PQQ and ITT?

It is currently envisaged that both the PQQ and ITT stages will be between six to eight weeks each. The Contract Regulations state 30 days each, but Scape always allows longer than this to ensure that bidders are given time to develop their best possible responses.

25. What are the payment terms for suppliers? What do you consider to be a fair payment term? Can we use project bank accounts?

The use of fair payment term 'Key Performance Indicators' (KPI) will require preferred bidders to strive for 19 days payment terms and will measure payments to the supply chain at a minimum requirement of 30 days payment terms.

Project bank account options are made available as a choice for clients to use.

26. Are you looking for experience across all project types, e.g. if the supplier does not operate in education sectors and does not bid those projects would this effect KPI's or selection?

Bidders will need to evidence that they can deliver projects across the range of sectors as required by the framework agreement. KPI's do not measure the sectors, but performance against certain criteria.

27. Would you be seeking a contractor with a wide geographical spread of offices?

The amount and spread of offices is not a factor within the evaluation of bidder's proposals. Bidders must be able to evidence they can support the client's requirements from wherever they are.

28. Will there be different commercial models for the different NEC options?

No, all relevant NEC options will be covered in the commercial models for the lot applied for.

29. Will a Design, Build and Operate form of contract be available on the framework?

We confirmed at the market awareness sessions that we will **NOT** be utilising the NEC DBO contract, but will include an enhanced contract option, based on NEC options A and C where relevant.

30. How early is the contractor involvement relative to RIBA stages? Which stage of RIBA?

The framework promotes very early engagement, even prior to any RIBA work stage. This allows the contractor to fully engage with the client to understand and develop appropriate delivery options for consideration.

31. By restricting each lot to a single supplier, are you not restricting opportunities for main contractor SME's?

We are procuring a national framework and therefore bidders will need the ability to operate at a

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national level. However, the framework facilitates and promotes the inclusion of SME within the supply chain. We encourage our delivery partners to engage with local SMEs and micro-businesses through meet the buyer events, which take place during the mobilisation period and for specific projects.

32. What measures have been put in place, if any, to reassure the contractors in the mirrored lots that they will deliver works given the inherent risk around a competitive interview?

The framework is principally a direct award framework. The selection process will only be used if a client is unsure as to the most appropriate delivery partner and wishes to use the selection process.

33. The CPV codes include design specialisms – will consultancy services be required and delivered by the awarded contractors?

Consultancy CPV codes have been included as the main contractor may be required to deliver via D&B, which may include using their supply chain or other appointment route for consultant services.

34. What are the geographical areas covered on each lot of the framework, and what are the lot values?

Please view the table below.

Scape Construction framework – EWN	Lot Value	Project Value
Lot 1 England & Wales – Lower Works	£2bn	£0 - £7.5m
Lot 2 England & Wales – Lower Works	£2bn	£0 - £7.5m
Lot 3 England & Wales – Upper Works	£2bn	£7.5m - £75m
Lot 4 England & Wales – Upper Works	£2bn	£7.5m - £75m
Lot 5 Northern Ireland – Lower Works	£500m	£0 - £7.5m
Lot 6 Northern Ireland – Upper Works	£500m	£7.5m - £75m
Lot 7 England, Wales & NI – Principal Works	£1.5bn	£75m+
Lot 8 England, Wales & NI – Principal Works	£1.5bn	£75m+

35. What are the turnover requirements for each lot on the framework?

Please view the table below.

Scape Construction framework – EWN	Lot Value	Turnover Required
Lot 1 England & Wales – Lower Works	£2bn	£500m
Lot 2 England & Wales – Lower Works	£2bn	£500m
Lot 3 England & Wales – Upper Works	£2bn	£500m
Lot 4 England & Wales – Upper Works	£2bn	£500m
Lot 5 Northern Ireland – Lower Works	£500m	£150m
Lot 6 Northern Ireland – Upper Works	£500m	£150m
Lot 7 England, Wales & NI – Principal Works	£1.5bn	£500m
Lot 8 England, Wales & NI – Principal Works	£1.5bn	£500m

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36. Is this a six-year construction framework?

The framework is for four years, with an option to extend for a further two years.

37. What are the CPV codes for each lot on the framework?

You can access the full list of CPV codes for each lot on our live procurement portal, please visit:

<https://www.scapegroup.co.uk/services/procure/live-procurement/construction-ewni>

38. How can I stay up to date with the procurement process?

Please visit our live procurement portal to stay updated on our procurement activities:

<https://www.scapegroup.co.uk/liveprocurement>