

Lot 89050: Response form

Note

Dear Interested Partner,

Winchester City Council (the 'Authority') welcomes your participation in this preliminary pre-tender market engagement exercise in relation to the Authority's proposed new Housing Repairs and Maintenance term contract.

As referred to on a PIN published on 27 June 2024 (<https://www.find-tender.service.gov.uk/Notice/019632-2024>), the Authority is seeking the views of the market on our intended commissioning approach with the outcomes to shape the final tender documents and procurement strategy.

The Authority is keen to engage with Contractors with a solid background in delivering similar Repairs & Maintenance contracts with a strong customer and safety focus, who are able to work collaboratively with the Authority to deliver a first in class service.

All answers provided will offer insight into how the market might consider this opportunity.

Any information provided will be treated as confidential and non-binding but note it may be used to inform the final specification, brief and pricing document.

All information required for completing the questionnaire is included in the document itself. Please answer the questions only, company literature or promotional material is not required

Ideally you should submit via this questionnaire via portal before the market engagement event but it will be available for short period afterwards.

To participate in the early market engagement event, please ensure you are registered via the following link at least 1 hour before the event begins:

<https://events.teams.microsoft.com/event/27ed1aa9-499f-4e2b-9e0f-0d2c4f5eedcc@b451c354-21e6-4992-b2f4-df6d690b1adf>

Once you are signed up, and you require any further assistance in completing or submitting this questionnaire, please send a clarification question through the messaging facility within the portal.

Thank you for your participation.

1. Your Information**7** questions to answer

1. Please answer all questions about your organisation

1.1 Name (if registered, please give the registered name)

800

1.2

Registered office address (Please enter N/A if not applicable)

800

1.3

Trading Status - please select the relevant box to indicate your trading status

- a) public limited company
- b) private limited company
- c) limited liability partnership
- d) other partnership
- e) sole trader
- f) third sector
- g) other (please specify your trading status)

1.4

If other was selected, then please specify your trading status (Please enter N/A if not applicable)

800

1.5

Registration number (company, partnership, charity, etc if applicable).

800



1.6 Are you a Small, Medium or Micro Enterprise (SME)?
See definition of SME https://ec.europa.eu/growth/smes/business-friendly-environment/sme-definition_en

Yes

No

1.7 Will you be attending the preliminary market engagement event? If you have not yet registered, you can do so here:

<https://events.teams.microsoft.com/event/27ed1aa9-499f-4e2b-9e0f-0d2c4f5eedcc@b451c354-21e6-4992-b2f4-df6d690b1adf>

Yes and I am registered

No but I will register

No I will not be attending

2. Delivery Model Options 0 questions to answer

Note In this section, we ask you which delivery options you would be interested in bidding for

2.1 Lead Contractor 1 questions to answer

2.1 As the Lead Contractor providing all housing repairs and maintenance services, gas servicing and repairs and some capital investment works directly with employed resource with only specialist works subcontracted.

Yes

No

Possibly subject to clarification of roles

2.2 Prime Contractor / managed service 1 questions to answer

2.2 As a Management Contractor with all works and services delivered by subcontractors?

Yes

No

2.3 Legal Partnership with another contractor 1 questions to answer

2.3 A Joint Venture arrangement with consolidated workstreams delivered by each JV party.

Yes

No

2.4 Consortium

1 questions to answer

2.4

A Consortium arrangement with multiple specialists delivering separate workstreams?

- Yes
- No

2.5 Sub-contractor / Tier 2 contractor

1 questions to answer

2.5

Working as an identified supply chain partner to a main contractor, working against common stepped down contract.

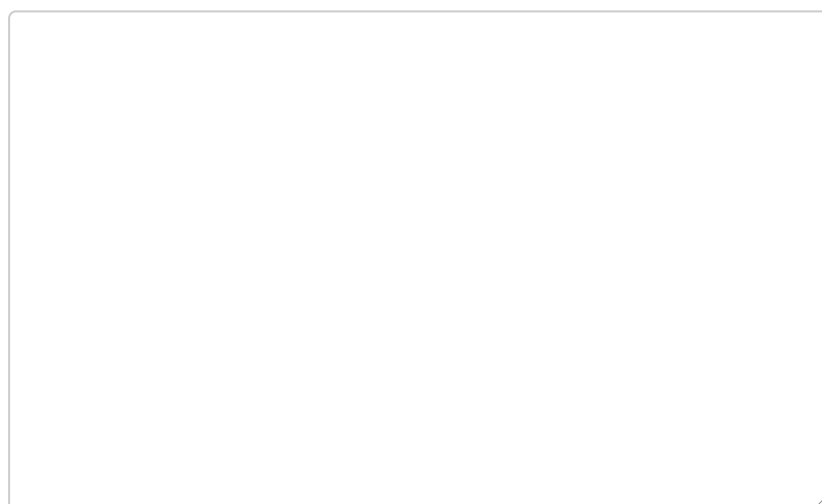
- Yes
- No

2.6 Other model not mentioned

1 questions to answer

2.6

Other: any other options you would consider not listed above or any comment you wish to make about the options above eg variations you would propose. You may add your comments in a separate document if necessary.



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2.7 Lessons Learned & Best Practice

1 questions to answer

2.7

Regardless of model, what in your experience has been good and what could be improved upon in social housing repairs and maintenance contracts you have previously been involved in. What have you found works well with clients and contracts you have been involved with.

3 .Remuneration Model Options and proposed approach.

7 questions to answer

Note

In this section, we set out various pricing options and accompanying proposed approaches. Please state yes or no that you would interested in the bidding on the proposed approaches. You may provide comment on the pros and cons of each option / approach described under Q3.8. Alternatively, you may also add your own variations under Q3.8.

3.1

Responsive Repairs approach: Price Per Property (PPP) subject to a clear exclusion list, an agreed value cap and a stated annual volume of repairs.

- Yes
- No
- Other - please see comments under Q3.8

3.2

Void Repairs: Price Per Void (PPV)

- Yes
- No
- Other - please see comments under Q3.8

3.4

Cyclical Maintenance proposed approach: Schedules of Rates v8 (SoR) subject to the scope of work required

- Yes
- No

3.5

Statutory Compliance works and service approach: Composite rates

- Yes
- No
- Other - please see comments under Q3.8

3,6

Planned Capital Refurbishment Works proposed approach: Basket rates per component supported by second stage supply chain tenders

- Yes
- No
- Other - please see comments under Q3.8

3.3

Works excluded from PPP / PPV /other approach: NHF Schedule of Rates v8 (SoR)

- Yes
- No
- Other - please see comments under Q3.8

3.7

Gas Servicing & Repairs approach: Three Star Service

- Yes
- No
- Other - please see comments under Q3.8

3.8 Further comment on cost models

2 questions to answer

3.8.1

Please outline your views on the proposed pricing model above, and whether it would attract you to submitting a tender.

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3,8.2

Please let us know what risks the proposed model presents to your business and if we should consider any better, alternative models.

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4. Cost drivers and commercials

1 questions to answer

4.1

Can you tell us the features of a new Repairs & Maintenance opportunity that would attract you to bid? Please also list any features that would detract you from participating. This may include but not limited to scope, pricing mechanisms, contract models and duration.

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5. Contract Legal Form (traditional)

1 questions to answer

Note

This section asks for views on what you consider to be an ideal contract form for this type of contract

5.1
Traditional

At this point, no single contract form has been decided. Please chose none, one or more from the following models. If your preferred model is not listed, please add it in the next question.

- JCT Measured Term Contract (MTC)
- NEC 4
- Term Alliance Contract (TAC-1)
- Other known or bespoke model (provide details in the next question)

5.2 Your preferred contract model if not listed above

1 questions to answer

5.2

If your preferred model is not listed above, please add it here



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5.3 Contractual red lines or bottlenecks

1 questions to answer

5.3

Please list if you are able to, your contractual items that would cause you not to bid or likely to require protracted discussion or difficulty to for your organisation. In other words, what are the key risks to your business.

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5.4 Risk

1 questions to answer

5.4

What would you consider as ensuring a fair balance of risk in a contractual arrangement (eg PGCs, Performance Bonds, risk and reward models)

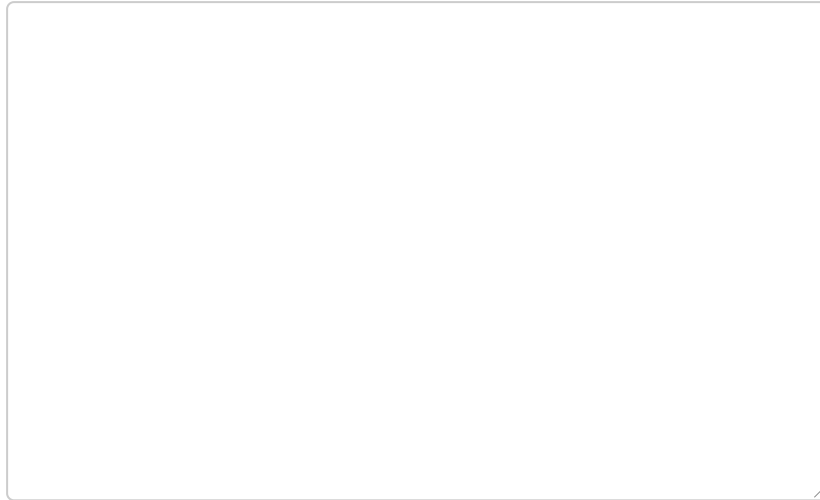
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5.5 Performance

1 questions to answer

5.5

As any potential contract will fall under the incoming Procurement Act 2023, this will require publication of 3 Key Performance Indicators. What in your view should these be.



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6. Scope and Specification

0 questions to answer

Note

This section looks at the fundamental scope of social housing repair service and how it could be run efficiently

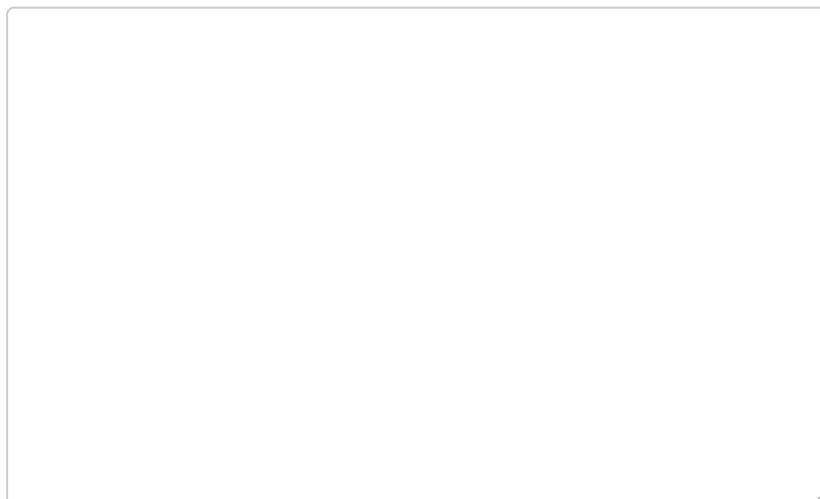
6.1 Inclusions and exclusions

1 questions to answer

6.1

The scope of the procurement may include; day to day repairs and maintenance, void property repairs, gas servicing and repairs, cyclical maintenance, statutory compliance services (excluding water testing and firefighting equipment maintenance) and a programme of planned capital works. The planned works programme may include various works to install retrofit decarbonisation measures and some fire safety remedial works.

Please let us know if that scope of work would be attractive to you and if so, which element you would be likely to appoint specialists to deliver. Please also let us know what other items of work you think we should consider including in the programme scope.



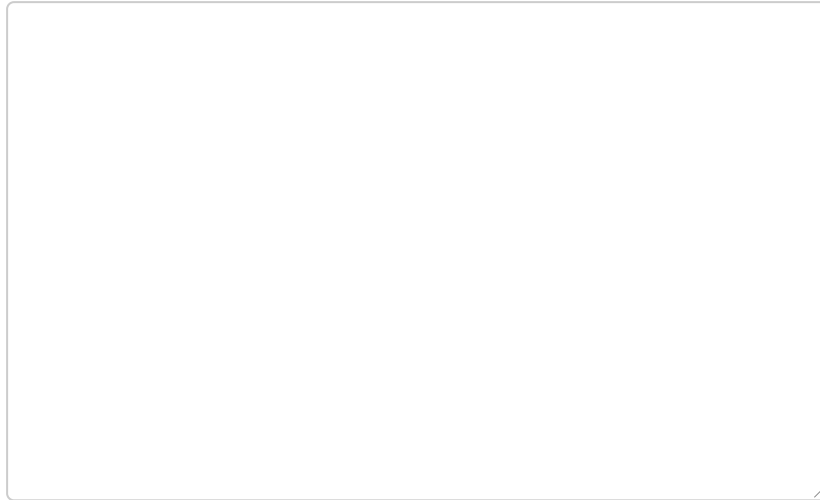
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7. Potential Tender Process

2 questions to answer

7.2

The Procurement Act 2023 focuses on 'MAT' (the Most Advantageous Tender) rather than 'MEAT' (the Most Economically Advantageous Tender) that supports evolving UK public sector and industry best practice that avoids lowest price tendering. Accordingly, the Authority is considering a Quality / Price weighting of 60% Quality / 40% Price.



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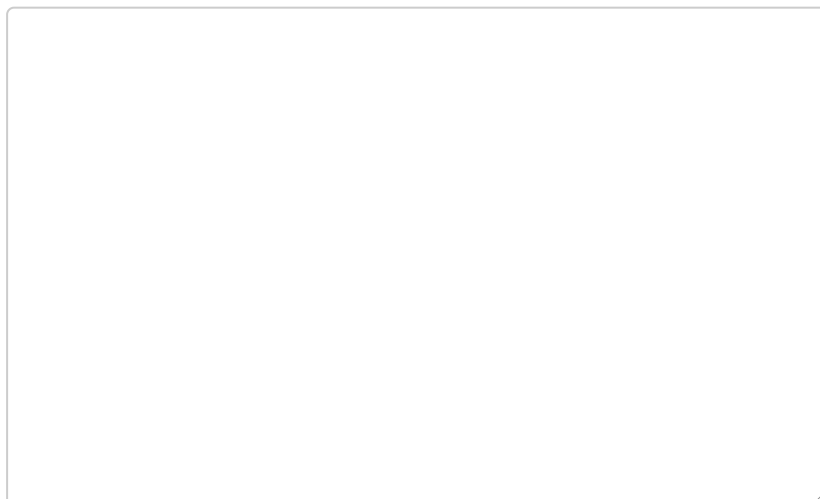
7.1

As highlighted previously, any potential procurement will fall under the jurisdiction of the incoming Procurement Act 2023 becoming live on 28 October 2024. Repairs and maintenance is one of the most important services provided for residents and accordingly, the Authority is keen to include the latest thinking in our new contract.

Whilst most of the required outputs can be adequately specified, the Authority would like to enter into some dialogue with Tenderers during the procurement in order to discuss and establish the right solutions to meet our requirements.

To this end, the Authority will use the Competitive Flexible Procedure as this will allow some flexibility for discussion with applicants during the process. This process may run along similar lines to a Competitive Dialogue process but designed to be succinct to ensure parties are not overburdened with lengthy dialogue sessions.

With this in mind, please list stages and subjects you would expect or prefer to see in terms of being open to discussion during a live tender process. The sessions will most likely cover programme delivery and Social Value.



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Contact details

6 questions to answer

Contact name

Role in Organisation

Phone number

E-mail address

Postal address

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Date