

Contracts Advance Bid Clinic







The best tender opportunities coming up this year - and how to win them!

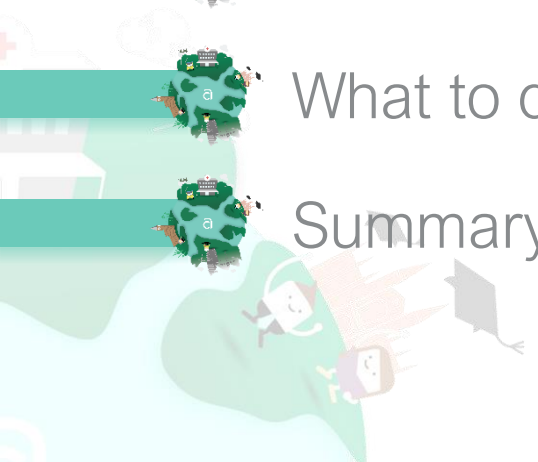


Lee Hasell & Matt Mitchell

Thursday 23rd September 2021

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Introduction & Housekeeping



A discussion webinar



Audience participation



Our insights and experience



Lee Hasell & Matt Mitchell



Lee is our Managing Partner here at Contracts Advance. He manages our Advisory team, and as an experienced senior executive, he's gathered a wealth of knowledge and expertise over the years. Having been both CEO and Director of Business Development for a large blue-chip provider, Lee continues to play an active role within the public sector by providing advice to clients on strategy and bidding.



Matt has over 25 years of bidding experience with considerable managerial expertise in corporate and operational services. Matt has supported CA and our clients to project manage a multitude of bids in industries ranging from; defence, healthcare, print, FM and many more. Matt has previously held a number of senior roles including Director of Development and is the Lead Consultant at CA.

How to Find Framework Opportunities

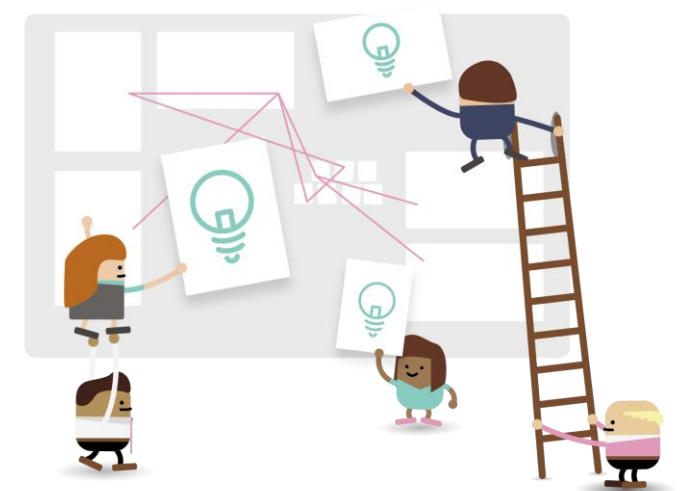


Contracts Advance Platform – Live Contracts!



Keep in contact with CCS & other framework organisations

- What is happening with the existing framework?
- Are there any new frameworks on the horizon?
 - Either to supersede the existing framework
 - Or ‘brand new’ frameworks



Framework opportunities coming up this year



Facilities Management and Workplace Services (RM6232)



Construction Professional Services Dynamic Procurement (RM6242)



G-Cloud 13 (RM1557.13)



Public Sector Legal Services (RM6240)



Housing Maintenance & Management (RM6241)



Endoscope and Instrument Cleaning and Decontamination (NHS Supply Chain)



Key themes: SMEs, climate change, social value, performance and cybersecurity


Facilities Management and Workplace Services (RM6232)



UK's largest FM and Workspace tender valued in the region of £35Bn




Contract notice released to market in Oct 21, likely 7th



There will be complementary DPSs (Dynamic Purchasing Systems) for contacts valued at less than £1m



The deadline is Dec 21, award Apr 22 and services go live in Jul 22



The agreement will replace the current agreement: Facilities Management Marketplace (RM3830)



<https://www.crowncommercial.gov.uk/agreements/RM6232>

Construction Professional Services Dynamic Procurement (RM6242)



Valued in the region of £100,000,000



Contract notice released to market in Sep/Oct 21



It is intended the DPS will run alongside the Construction Professional Service Framework RM6165, providing a wide range of expert construction services throughout the Royal Institute of British Architects (RIBA) delivery stages



It will focus on lower value contracts and will look to attract SME's and niche specialists to the category



<https://www.crowncommercial.gov.uk/agreements/RM6242>

Mega Projects in the Construction Sector



Middlegate Water Treatment Works (£100,000,000) – Contract Notice April 22



River Thames Scheme - Construction Partner (£275,000,000) –
Contract Notice November 22



Hertfordshire Police Headquarters Redevelopment (£50,000,000) –
Contract Notice October 21



Millport Flood Protection Scheme (£25,500,000) – Contract Notice
October 21

G-Cloud 13 (RM1557.13)



PIN has not been released yet



Contract notice released to market in Feb 22, Award August 22



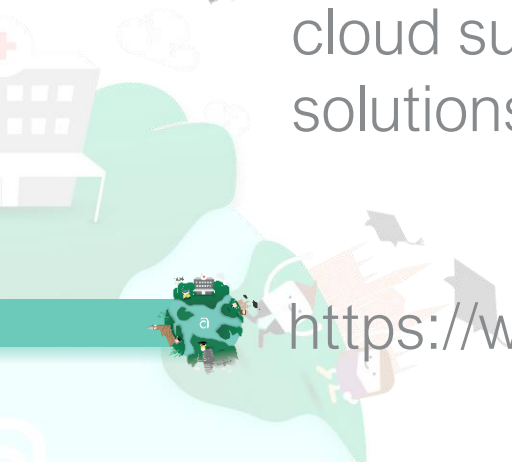
G-Cloud 13 will replace G-Cloud 12 and will continue to provide cloud hosting and software services



Buy cloud-based computing services such as hosting, software and cloud support, including many off-the-shelf, pay-as-you-go cloud solutions



<https://www.crowncommercial.gov.uk/agreements/RM1557.13>



Public Sector Legal Services (RM6240)



Valued in the region of £200,000,000



Contract notice released to market in Feb 22, Award Sept 22



This agreement is designed to replace the current Wider Public Sector Legal Services (RM3788) agreement once it expires in September 2022



Legal services such as litigation, property, employment, health, and education



<https://www.crowncommercial.gov.uk/agreements/RM6240>


Housing Maintenance & Management (RM6241)



Valued in the region of £2,000,000,000



Contract notice released to market in April 22, Award October 22



Developing a new commercial agreement to provide a range of services such as; planned maintenance, responsive repairs, void property maintenance



Buy a range of housing repair and maintenance services for the wider public sector and central government



<https://www.crowncommercial.gov.uk/agreements/RM6241>


Endoscope and Instrument Cleaning and Decontamination



Valued in the region of £62,500,000



Contract notice released to market in October 22



Supply of Endoscope and Instrument cleaning, decontamination, sterilisation products and equipment, primarily consumables but also some small capital items used as part of the decontamination process



NHS Supply Chain



<https://www.find-tender.service.gov.uk/Notice/012101-2021>

What to do now?

&

How we can help!



Pre-bid engagement



Bid readiness



Qualification



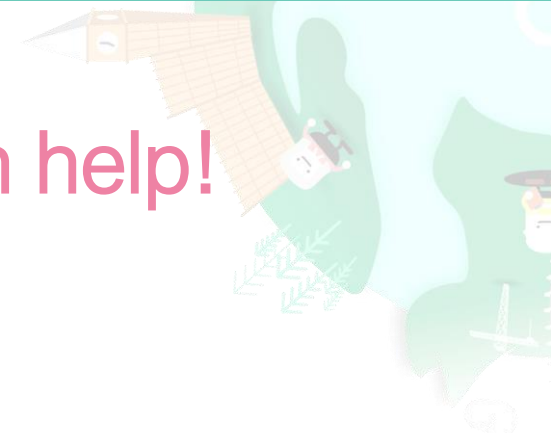
CA platform – FOI tools!



CA Project Management and Bid Writing Support



CA bid specific healthcheck





Summary & Final Questions

<https://contractsadvance.co.uk/resources/webinars/>

