

Procurement Strategy

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Co-designed Procurement Principles

20%
price

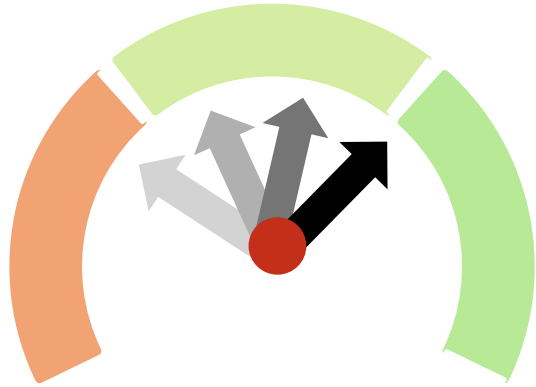


80%
quality

In Spring 2019, a workshop for Block Reps established the approach and priorities residents wanted to see through the procurement process.

- Our refurbishment is resident-led and collaborative.
- We will offer choice and engagement, where possible to do so.
- The scope, funders, ambition and timescales have changed significantly

Different procurement approaches suit different parts of our programme



Resident involvement



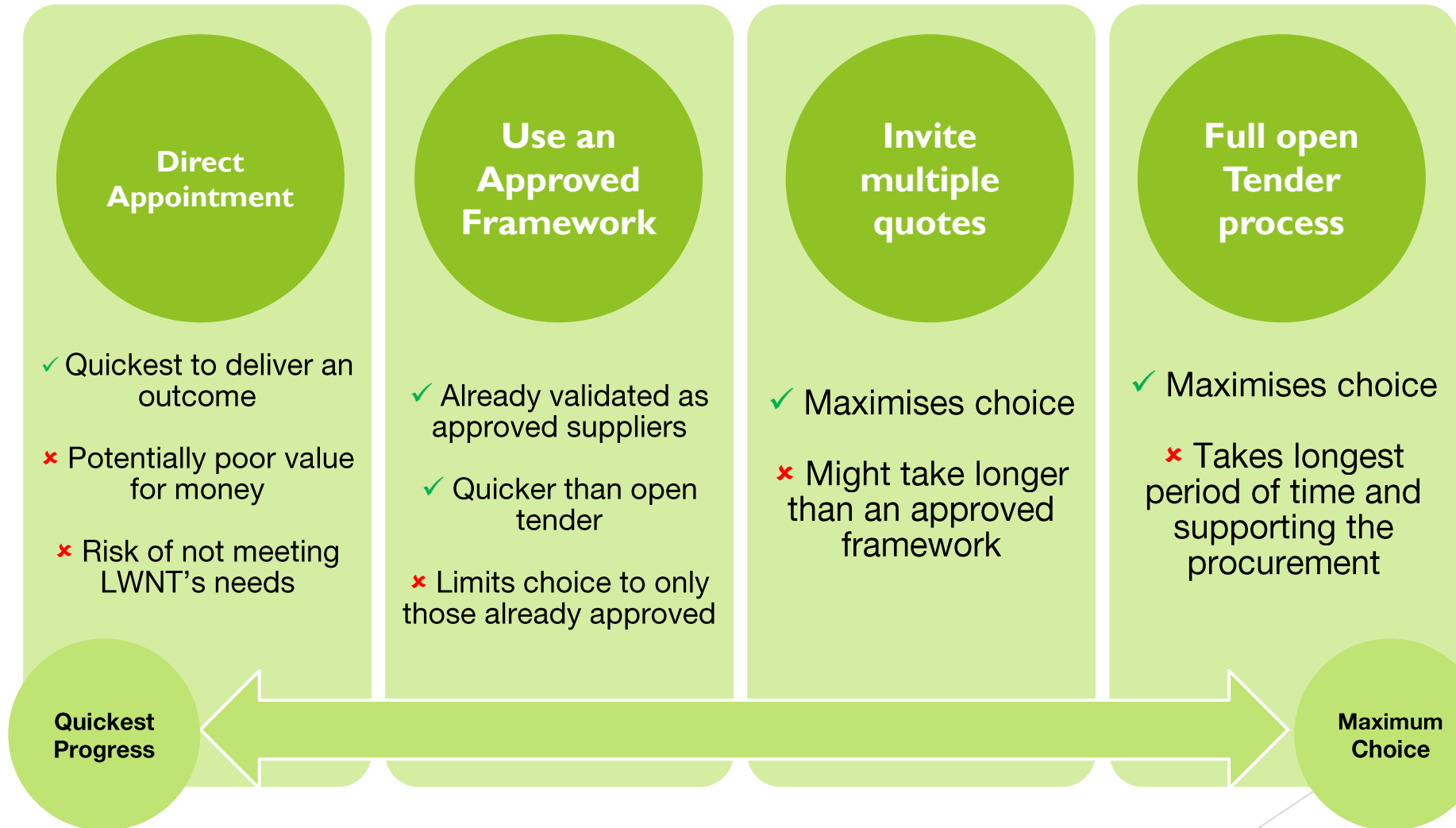
Grant funding requirements



















Deep retrofit PAS 2030/35

- **Our procurement will need to build in lower or higher levels of features we agree are important** (including the three above).
- **We now use a blended approach:** different procurement approaches will suit different parts of our programme, balances risks and funding conditions.
- Once designs are finalised, we will agree pros and cons of approach for each package of works – **embracing an agile approach to procurement.**

What procurement options are there?



Resident Opportunity Menu

Opportunity	Time commitment
Helping agree the Scope of Works	
Guiding the leasehold Section 20 Consultation	
Reviewing Design Options	 
Getting involved in Bidders Day	  
Informing what criteria we should use for quality	 
Scoring of bids, appointing the preferred contractor	    
Helping brief and induct contractors	 

Resident Opportunity Menu

April – September 2022

Helping agree the Scope of Works

Guiding the leasehold Section 20 Consultation

Reviewing Design Options

July - December 2022

Getting involved in Bidders Day

Informing what criteria we should use for quality

Scoring of bids, appointing the preferred contractor

October 2022

Helping brief and induct contractors

An architectural rendering of a residential development. The central focus is a large courtyard surrounded by multi-story apartment buildings. The buildings are rendered in a light brown and white color scheme. The courtyard is filled with green trees and a paved walkway. In the background, there are other urban buildings, a street with a red double-headed arrow, and a bridge structure. The overall style is a detailed architectural drawing with a soft, illustrative feel.

Example One:

Procuring Multi-disciplinary consultants

- ▶ **40 residents involved throughout** in selecting which multi-disciplinary consultants (MDCs) to work with – drafting of quality questions, scoring, interviewing
- ▶ **Open market tender**
- ▶ Buildings that are being refurbished were bundled into six lots – **this disaggregated risk and allows us to work with different MDCs**

Example

Two: Treadgold House

- ▶ After reviewing all of the possible options, we used a **Specialist General Building Framework called Fusion21**
- ▶ **Funding deadline meant that open tender risks £1.6m of grant funding being lost.**
- ▶ We could incorporate LWE's principles of 80% quality and 20% price into the cost evaluation – but **procure at speed.**
- ▶ The Framework gave us access to a pre-approved list of suppliers who we then invited bids from.
- ▶ Although the Framework is for general building, we were able to stipulate that all contractors must **be Trustmark and PAS2035 accredited – or be actively working towards them.**
- ▶ **Lesson learned – early market engagement critical!**



Example Three: **Camelford Court Green Roof**

- ▶ **Specialist roofing framework** was used to meet the requirements of the project
- ▶ **“Langley” approved system** (with future value for money and maintenance in mind: **helpful for warranties and gave design certainty and assurance on non-combustibility**)
- ▶ Two residents assisted in moderating the tender returns
- ▶ Enabled us to test contractor one roof without any commitment on the rest.



In summary, to deliver our overall vision, our procurement strategy will involve:



Staying flexible

A blended and flexible approach is needed to offer the outcomes we want to see



Clear principles

Being clear about our principles has helped procure the most appropriate providers



Responsive

The procurement approach needs to respond to the needs of our estate – and the wider market



Early engagement

Engaging early and often with the market is important and helps shape our approach