



South East Consortium


Preparing a successful tender

Objectives for this session

- Outline key procurement considerations
- Share the learning on procurement process from the Hackitt review
- Tell you about SEC and what we do
- Give you some solutions and ideas on how we can help



Key procurement considerations



The approach to procurement has been looked at by Dame Judith Hackitt and the following are quotes from her report – these comments need to be considered for procurement generally, not just regarding fire related works

The current culture was assessed by her as

“... a ‘race to the bottom’ caused either through ignorance, indifference, or because the system does not facilitate good practice”

But it is not just her opinion, see comments from other reports

“The governments drive for cost savings can itself come at a price: the cheapest bid is not always the best. Yet companies have danced to the Government’s tune, focusing on delivering a price, not service, volume, not value”

(DWP report on collapse of Carillion)

Prof Cole highlighted the culture of Public Authorities delegating their obligations and duties to their consultants and contractors

(Prof Cole: Author of report on Edinburgh school wall collapse – 2016)



Back to extracts from the Hackitt review

“An outcomes-based framework requires people who are part of the system to be competent, to think for themselves rather than blindly following guidance...”

“... it is incumbent on all duty holders to ensure that the procurement process they use drives the correct behaviours throughout their supply chain. Contracts must clearly outline the roles of client, principal designer and principal contractor, and whilst work can be delegated, these accountabilities cannot be handed down”

“... investing more in upfront design is likely to save financial resources later on in the process”

Time pressures mean this is often neglected
Value Engineering should be done at the beginning, not
the end of the procurement

Neglecting this is likely to mean a longer process and
can cost more in the end

“... inadequate specification, focus on low cost or adversarial contracting, can make it difficult (and most likely, more expensive) to produce a safe building”

All procurement documents are vital

- Specification
- Price Framework
- Contract
- Quality / price considerations
- ITT/ SQ etc.

Key points

- It's about the resident
- Think and approach projects differently – not process but safety
- Take time at the beginning
 - Involve key and competent people – not just a task for your procurement team
 - Not a tick box
- Good quality bid documents
 - Specification and cost model
 - Tender documents and process
 - Contract terms
 - Supply chain



Who are SEC and how we can help

Who we are & our mission!



South East
Consortium

*Delivering flexible procurement solutions
that save you time and money by
understanding your needs.*

- We help HAs & LAs to provide intelligent solutions to complex problems
- Mixture of social housing & procurement experience
- Not for profit centralised procurement resource

Our services

- Procurement support:
 - OJEU compliant frameworks
 - Bespoke tenders
- Technical support:
 - Chartered Building Surveyor
 - Ability to advise on specifications and cost models
 - S20 & contractual considerations
- Events, training and ability to provide a wider network of likeminded organisations facing similar issues

How can SEC help with this?

- We take time to understand your needs
- Asking the right questions to support you in designing something that is fit for purpose
- Cost / quality weighting considerations
- Examples of using our experience:
 - Bespoke sprinkler specification/ price model – 2x customers (40k unit & 7.5k unit HAs)
 - Passive fire specification and price model for 65 unit HA
 - Cost advice on pricing of roofing works for 5k unit HA (saving £150k per annum)
- We have access to a wide range of expertise and knowledge through our network

Any questions?

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