

This notice in TED website: <https://ted.europa.eu/udl?uri=TED:NOTICE:43146-2021:TEXT:EN:HTML>

**United Kingdom-Sheffield: Architectural, construction, engineering and inspection services
2021/S 018-043146**

Contract award notice

Results of the procurement procedure

Services

Legal Basis:

Directive 2014/24/EU

Section I: Contracting authority

I.1) Name and addresses

Official name: EN:Procure Ltd

Postal address: 1st Floor, Sovereign Court, 300 Barrow Road

Town: Sheffield

NUTS code: UK UNITED KINGDOM

Postal code: S9 1JQ

Country: United Kingdom

Contact person: Mr Stuart Brown

E-mail: tenders@efficiencynorth.org

Telephone: +44 3306061460

Internet address(es):

Main address: <https://www.efficiencynorth.org>

Address of the buyer profile: <https://www.efficiencynorth.org/procure>

I.2) Information about joint procurement

The contract is awarded by a central purchasing body

I.4) Type of the contracting authority

Other type: A consortium of organisations governed by public law

I.5) Main activity

General public services

Section II: Object

II.1) Scope of the procurement

II.1.1) Title:

Landsolve 2.0 — Framework Agreement for Land Advisers/Brokers

Reference number: DN506691

II.1.2) Main CPV code

71000000 Architectural, construction, engineering and inspection services

II.1.3) Type of contract

Services

II.1.4) Short description:

EN:Procure is seeking to procure a framework of land advisers/brokers to assist in generating capital and maximising the value of land for the benefit of the public and charitable sector and/or developing surplus land assets with the aim of delivering social infrastructure or other public policy objectives.

The broker framework will be available for use by or on behalf of public and charitable sector organisations who will identify land assets for broker services with the aim of generating capital and maximising the value of land for the benefit of the public and charitable sector and/or developing these assets for social infrastructure or other public policy objectives. The framework across both lots will be used to deliver support and advice to clients during project development phases (from RIBA Stages 1 up to 4) and may also be used to provide services during and post the construction phase including acting as the client's agent and ensuring that the project is built out in accordance with the agreed specification, programme and outcomes.

Land brokers under lot 1 will deliver these services throughout the project lifecycle, normally taking full financial risk on the project after an exclusivity arrangement has been entered into with the client. Land advisers under lot 2 will deliver services by way of lump sum fees or time charge commissions and will not take any financial risk. It is anticipated that lot 1 call-offs will involve a longer term partnership between the client and the land broker, whereas lot 2 call-offs will be shorter term engagements to provide specific pieces of advice during the project lifecycle, with a focus on the early stage viability assessments.

Land brokers and advisers will be required to make an initial assessment of opportunity arising from the public asset. This assessment would involve looking at options for assembly and development, most likely to RIBA 1 but with surveys, planning advice and soft market testing to determine commercial viability and deliverability both within the context of local and national policy expectations and also the constraints that would be imposed by the prevailing development, finance and construction markets. Further to initial viability assessments, land brokers and advisers will then carry out detailed project scoping, concept design and due diligence, detailed design and planning preparation, planning and contracts up to start on site. Land brokers and advisers may also be retained by the client to provide services during and post the construction phase including acting as the client's agent and ensuring that the project is built out in accordance with the agreed specification, programme and outcomes.

Land brokers and advisers will need to be able to demonstrate their understanding of the technical and commercial requirements of this role and also their experience in responding within the context of local and central government policy. This will include the need to demonstrate relevant stakeholder management skills; an ability to help clients identify, maximise and realise policy and commercial benefits; to advise on procurement matters and risk management; and experience in working on projects that have delivered tangible social infrastructure and social benefits. Experience in key infrastructure areas will also need to be demonstrated, for example, health, care, education or housing.

Land brokers under lot 1 will also need to demonstrate experience and track record in the timely negotiation and delivery of land sale and development agreements showing how they have previously delivered wrapped solutions to deliver public sector requirements at risk.

Legal services are not included in the scope of service for either lot under this framework. It is anticipated that the client would appoint a legal team, with the land broker or adviser broker acting as negotiator.

II.1.6) **Information about lots**

This contract is divided into lots: yes

II.1.7) **Total value of the procurement (excluding VAT)**

Lowest offer: 0.01 GBP / Highest offer: 250 000 000.00 GBP taken into consideration

II.2) **Description**

II.2.1) **Title:**

Land Brokers

Lot No: 1

II.2.2) **Additional CPV code(s)**

70110000 Development services of real estate
70120000 Buying and selling of real estate
70310000 Building rental or sale services
70320000 Land rental or sale services
71000000 Architectural, construction, engineering and inspection services
79411000 General management consultancy services
79418000 Procurement consultancy services

II.2.3) **Place of performance**

NUTS code: UK UNITED KINGDOM

II.2.4) **Description of the procurement:**

This lot will be for the construction of a variety of residential and commercial.

It is envisaged that the land brokers (Lot 1) will work with clients providing the following services:

- lead and project management;
- investment and commercial advice (including negotiation) to secure a fully tendered construction contract with a fixed price and the delivery of a land sale and development agreement;
- detailed design development, including full design team capability, including but not limited to architect and principal designer, cost consultant, mechanical and electrical services, structural engineering, civil/infrastructure engineering, landscape architects, acoustic, traffic, environmental, fire and BREEAM;
- stakeholder management and consultation, including local and national political stakeholders;
- planning and development advice and support, including the achievement of outline or detailed planning consent and other necessary consents (e.g. Section 77/Schedule 1 consent for the sale of school playing fields, education funding agency approval);
- detailed financial modelling and cost planning demonstrating a commercially viable scheme;
- development of the funding, procurement and delivery strategy to ensure the scheme is developed;
- provision of all necessary technical and planning surveys, including but not limited to transport/traffic, ecology, archaeology, geotechnical, utilities, asbestos, building condition, flood risk, energy assessment, arboriculture, air quality, noise and vibration;
- other ad-hoc advice, as may be required by the specifics of the project, including service delivery advice;
- in addition, land brokers may also be retained by the client to provide services during and post the construction phase including acting as the client's agent and ensuring that the project is built out in accordance with the agreed specification, programme and outcomes.

Land brokers under lot 1 will deliver these services throughout the project lifecycle, normally taking full financial risk on the project after an exclusivity arrangement has been entered into with the client.

II.2.5) **Award criteria**

Quality criterion - Name: Operations management / Weighting: 30

Quality criterion - Name: Framework marketing / Weighting: 5

Quality criterion - Name: Social value / Weighting: 5

Price - Weighting: 60

II.2.11) **Information about options**

Options: no

II.2.13) **Information about European Union funds**

The procurement is related to a project and/or programme financed by European Union funds: yes

Identification of the project:

Identification of the project: a number of contracts called off under the framework agreement may be completed using funding received via the European Union including but not limited to the European Regional Development Fund.

II.2.14) **Additional information**

The broker framework will be available for use by or on behalf of public and charitable sector organisations who will identify land assets for broker services.

It is envisaged that a framework agreement will be awarded to up to six consultants for this lot. The maximum number of bidders for this lot may increase where two or more bidders have tied scores in sixth position.

EN:Procure also reserve the right to award to any bidder whose final score is within 2 % of the sixth or equal sixth position for this lot.

II.2) **Description**

II.2.1) **Title:**

Land Advisers

Lot No: 2

II.2.2) **Additional CPV code(s)**

70110000 Development services of real estate

70120000 Buying and selling of real estate

70310000 Building rental or sale services

70320000 Land rental or sale services

71200000 Architectural and related services

71310000 Consultative engineering and construction services

71324000 Quantity surveying services

71510000 Site-investigation services

71520000 Construction supervision services

71530000 Construction consultancy services

71540000 Construction management services

79411000 General management consultancy services

79418000 Procurement consultancy services

II.2.3) **Place of performance**

NUTS code: UK UNITED KINGDOM

II.2.4) **Description of the procurement:**

It is envisaged that the land advisers (Lot 2) will work with clients providing the following services:

- appraisal of development opportunities to determine commercial viability and deliverability; including: undertaking RIBA Stage 1 initial viability checks, strategic options analyses, planning assessments, due diligence and surveys to establish feasibility of the project;
- preparation of a detailed client brief financial modelling to assess initial viability;
- preparation of the planning development brief and initial liaison with the planning authority;
- local stakeholder mapping;
- early stage soft market testing;
- initial surveys to understand key site risks;
- preparation of a technical feasibility report including planning issues and an indicative master plan;
- this lot will also allow clients to secure support from a land adviser at any point during the lifecycle of a scheme for strategic and technical advice on the development of surplus assets;
- in addition, land advisers may also be retained by the client to provide services during and post the construction phase including acting as the client's agent and ensuring that the project is built out in accordance with the agreed specification, programme and outcomes.

Land advisers under lot 2 will deliver services by way of lump sum fees or time charge commissions and will not take any financial risk.

II.2.5) **Award criteria**

Quality criterion - Name: Operations management / Weighting: 30

Quality criterion - Name: Framework marketing / Weighting: 5

Quality criterion - Name: Social value / Weighting: 5

Price - Weighting: 60

II.2.11) **Information about options**

Options: no

II.2.13) **Information about European Union funds**

The procurement is related to a project and/or programme financed by European Union funds: yes

Identification of the project:

Identification of the project: a number of contracts called off under the framework agreement may be completed using funding received via the European Union including but not limited to the European Regional Development Fund.

II.2.14) **Additional information**

The broker framework will be available for use by or on behalf of public and charitable sector organisations who will identify land assets for broker services.

It is envisaged that a framework agreement will be awarded to up to six consultants for this lot. The maximum number of bidders for this lot may increase where two or more bidders have tied scores in sixth position.

EN:Procure also reserve the right to award to any bidder whose final score is within 2 % of the sixth or equal sixth position for this lot.

Section IV: Procedure

IV.1) **Description**

IV.1.1) **Type of procedure**

Open procedure

IV.1.3) **Information about a framework agreement or a dynamic purchasing system**

The procurement involves the establishment of a framework agreement

IV.1.8) **Information about the Government Procurement Agreement (GPA)**

The procurement is covered by the Government Procurement Agreement: yes

IV.2) **Administrative information**

IV.2.1) **Previous publication concerning this procedure**

Notice number in the OJ S: [2020/S 212-520571](#)

IV.2.8) **Information about termination of dynamic purchasing system**

IV.2.9) **Information about termination of call for competition in the form of a prior information notice**

Section V: Award of contract

Contract No: 1

Lot No: 1

Title:

Land Brokers

A contract/lot is awarded: yes

V.2) **Award of contract**

V.2.1) **Date of conclusion of the contract:**

18/01/2021

V.2.2) **Information about tenders**

Number of tenders received: 2

The contract has been awarded to a group of economic operators: no

V.2.3) **Name and address of the contractor**

Official name: Keyland Developments Ltd

National registration number: 2180728

Postal address: Western House, Western Way

Town: Bradford

NUTS code: UKE YORKSHIRE AND THE HUMBER

Postal code: BD6 2SZ

Country: United Kingdom

The contractor is an SME: yes

V.2.4) **Information on value of the contract/lot (excluding VAT)**

Lowest offer: 0.01 GBP / Highest offer: 150 000 000.00 GBP taken into consideration

V.2.5) **Information about subcontracting**

Section V: Award of contract

Contract No: 02

Lot No: 2

Title:

Land Advisers

A contract/lot is awarded: yes

V.2) **Award of contract**

V.2.1) **Date of conclusion of the contract:**

18/01/2021

V.2.2) **Information about tenders**

Number of tenders received: 6

The contract has been awarded to a group of economic operators: no

V.2.3) **Name and address of the contractor**

Official name: Arcadis Consulting (UK) Ltd
National registration number: 2212959
Postal address: Arcadis House, 34 York Way
Town: London
NUTS code: UKI LONDON
Postal code: N1 9AB
Country: United Kingdom
The contractor is an SME: no

V.2.4) **Information on value of the contract/lot (excluding VAT)**

Lowest offer: 0.01 GBP / Highest offer: 100 000 000.00 GBP taken into consideration

V.2.5) **Information about subcontracting**

Section V: Award of contract

Contract No: 03

Lot No: 2

Title:

Land Advisers

A contract/lot is awarded: yes

V.2) **Award of contract**

V.2.1) **Date of conclusion of the contract:**

18/01/2021

V.2.2) **Information about tenders**

Number of tenders received: 6

The contract has been awarded to a group of economic operators: no

V.2.3) **Name and address of the contractor**

Official name: Aspinall Verdi Ltd
National registration number: 6908655
Postal address: at Second Floor Matthew Murray House, 97 Water Lane
Town: Leeds
NUTS code: UKE YORKSHIRE AND THE HUMBER
Postal code: LS11 5QN
Country: United Kingdom
The contractor is an SME: yes

V.2.4) **Information on value of the contract/lot (excluding VAT)**

Lowest offer: 0.01 GBP / Highest offer: 100 000 000.00 GBP taken into consideration

V.2.5) **Information about subcontracting**

Section V: Award of contract

Contract No: 04

Lot No: 2

Title:

Land Advisers

A contract/lot is awarded: yes

V.2) **Award of contract**

V.2.1) **Date of conclusion of the contract:**

18/01/2021

V.2.2) **Information about tenders**

Number of tenders received: 6

The contract has been awarded to a group of economic operators: no

V.2.3) **Name and address of the contractor**

Official name: BNP Paribas Real Estate Advisory and Property Management UK Ltd

National registration number: 4176965

Postal address: 5 Aldermanbury Square

Town: London

NUTS code: UKI LONDON

Postal code: EC2V 7BP

Country: United Kingdom

The contractor is an SME: no

V.2.4) **Information on value of the contract/lot (excluding VAT)**

Lowest offer: 0.01 GBP / Highest offer: 100 000 000.00 GBP taken into consideration

V.2.5) **Information about subcontracting**

Section V: Award of contract

Contract No: 05

Lot No: 2

Title:

Land Advisers

A contract/lot is awarded: yes

V.2) **Award of contract**

V.2.1) **Date of conclusion of the contract:**

18/01/2021

V.2.2) **Information about tenders**

Number of tenders received: 6

The contract has been awarded to a group of economic operators: no

V.2.3) **Name and address of the contractor**

Official name: Edward Architectural Services Ltd

National registration number: 5569566

Postal address: 2 Riverside Way, Whitehall Waterfront

Town: Leeds

NUTS code: UKE YORKSHIRE AND THE HUMBER

Postal code: LS1 4EH

Country: United Kingdom

The contractor is an SME: yes

V.2.4) **Information on value of the contract/lot (excluding VAT)**

Lowest offer: 0.01 GBP / Highest offer: 100 000 000.00 GBP taken into consideration

V.2.5) **Information about subcontracting**

Section V: Award of contract

Contract No: 06

Lot No: 2

Title:

Land Advisers

A contract/lot is awarded: yes

V.2) **Award of contract**

V.2.1) **Date of conclusion of the contract:**

18/01/2021

V.2.2) **Information about tenders**

Number of tenders received: 6

The contract has been awarded to a group of economic operators: no

V.2.3) **Name and address of the contractor**

Official name: GenR8 Developments LLP

National registration number: OC333103

Postal address: Parsonage Chambers, 3 The Parsonage

Town: Manchester

NUTS code: UKD NORTH WEST (ENGLAND)

Postal code: M3 2HW

Country: United Kingdom

The contractor is an SME: yes

V.2.4) **Information on value of the contract/lot (excluding VAT)**

Lowest offer: 0.01 GBP / Highest offer: 100 000 000.00 GBP taken into consideration

V.2.5) **Information about subcontracting**

Section VI: Complementary information

VI.3) **Additional information:**

Individual contracting authorities entitled to access the framework agreement will have the option to agree and award underlying contracts to the appointed consultants at any stage during the term of the framework agreement. The following contracting authorities will be entitled to agree and award underlying contracts under the framework agreement as and when required — any member or customer of EN:Procure from time to time, which may include:

(a) any social housing provider in the United Kingdom from time to time;

(b) any local authority in the United Kingdom from time to time; and

(c) any Community Land Trust and community interest company from time to time; and

(d) any public sector body or register charity including:

(i) educational establishments: nursery school, primary school, middle or high school, secondary school, academy, special school, Pupil Referral Unit (PRU), further education, college, university: <http://www.schoolswebdirectory.co.uk/index.php> <http://www.ucas.com/students/choosingcourses/choosinguni/instguide/> <http://www.ukschoolsdirectory.net/searchresult.php> <http://www.edubase.gov.uk/search.xhtml?clear=true>

(ii) police, fire and rescue, maritime and coastguard agency emergency services:

<http://www.police-information.co.uk/police-directory/index.php?category=6> <http://www.psni.police.uk/index.htm> <http://www.scottish.police.uk/> <http://www.nifrs.org/locations.php> <http://www.mcga.gov.uk/c4mca/mcga07-home.htm> <http://www.fireservice.co.uk/information/ukfrs>

(iii) NHS Bodies, the HSC (Northern Ireland) and ambulance services: <http://www.nhs.uk/ServiceDirectories/Pages/AcuteTrustListing.aspx> <http://www.hscni.net/index.php?link=trusts> <http://www.engage.hscni.net/partners/>

NIAS.html <http://www.show.scot.nhs.uk/organisations/index.aspx> <http://www.scottishambulance.com/AboutUs/HowWeOrganised.aspx> <http://www.wales.nhs.uk/nhswalesaboutus/structure> Central

(iv) Government Departments and their agencies:

<http://www.direct.gov.uk/en/DI1/Directories/A-ZOfCentralGovernment/index.htm>

(v) registered charities: http://www.charity-commission.gov.uk/About_us/Regulation/Registering_charities_index.aspx <http://www.oscr.org.uk/> <http://www.dsdni.gov.uk/ccni.htm>

(e) any entity or joint venture company that any of the entities referred to in (a) to (d) hold an interest in from time to time;

(f) any procurement consortia.

'Social Housing Provider' for this purpose means any provider of social housing and includes, without limitation, registered providers, local authorities and Arms Length Management Organisations (ALMOs) and including any subsidiary and sponsoring department of such bodies.

A list of current social housing providers can be found by visiting www.gov.uk/government/publications/currentregisteredproviders-of-social-housing

For bidders' information a list of EN's current customers is:

ACIS Group — www.acisgroup.co.uk

Ashfield District Council — www.ashfield.gov.uk

Barnsley Metropolitan Borough Council — www.barnsley.gov.uk

Berneslai Homes — www.berneslaihomes.co.uk

Bradford Metropolitan Borough Council — www.bradford.gov.uk/bmdc

Beyond Housing — www.beyondhousing.org

Calder Valley Community Land Trust — www.caldervalleyclt.org.uk

City of Lincoln Council — www.lincoln.gov.uk

City of York Council — www.york.gov.uk

Connect Housing — www.connecthousing.org.uk

Derwent Living — www.derwentliving.com

Doncaster Council — www.doncaster.gov.uk

First Choice Homes Oldham - www.fcho.co.uk

Guinness Partnership — www.guinnesspartnership.com

Harrogate Borough Council — www.harrogate.gov.uk

Home Group — www.homegroup.org.uk

Hull City Council — www.hullcc.gov.uk

Joseph Rowntree Housing Trust — www.jrht.org.uk

Kirklees Council — www.kirklees.gov.uk

Kirklees Neighbourhood Housing — www.knh.org.uk

Leeds and Yorkshire Housing Association — www.lyha.co.uk

Leeds City Council — www.leeds.gov.uk

Leeds Jewish Housing Association — www.ljha.co.uk

Lincolnshire Housing Partnership — www.lincolnshirehp.com

Manningham Housing Association — www.manninghamhousing.co.uk

Northumberland County Council — www.northumberland.gov.uk

Ongo Homes — www.ongo.co.uk/ongo-homes

Pickering and Ferens Homes — www.pfh.org.uk

Richmondshire District Council — www.richmondshire.gov.uk

Rotherham Metropolitan District Council — www.rotherham.gov.uk

Rykneld Homes — www.rykneldhomes.org

Selby District Council — www.selby.gov.uk
Selby and District Housing Trust — www.selby.gov.uk/selby-and-district-housing-trust
Sheffield City Council — www.sheffield.gov.uk
South Yorkshire Housing Association — www.syha.co.uk
St Leger Homes — www.stlegerhomes.co.uk
Together Housing Group — www.togetherhousing.co.uk
Wokingham Borough Council — <https://www.wokingham.gov.uk/>
Wakefield District Housing — www.wdh.co.uk
Yorkshire Housing — www.yorkshirehousing.co.uk

EN:Procure reserves the right to cancel the procurement at any time and not to proceed with all or any part of the framework agreement. EN:Procure will not under any circumstance reimburse any expense incurred by bidders in preparing their tender submissions for the framework agreement.

VI.4) **Procedures for review**

VI.4.1) **Review body**

Official name: Royal Courts of Justice
Postal address: The Strand
Town: London
Postal code: WC2A 2LL
Country: United Kingdom

VI.4.2) **Body responsible for mediation procedures**

Official name: Cabinet Office
Postal address: 70 Whitehall
Town: London
Postal code: SW1A 2AS
Country: United Kingdom

VI.5) **Date of dispatch of this notice:**

22/01/2021