

United Kingdom-Sheffield: Architectural, construction, engineering and inspection services
OJ S 212/2020 30/10/2020
Contract notice
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/frameworks>

I.2. Information about joint procurement

The contract is awarded by a central purchasing body

I.3. Communication

The procurement documents are available for unrestricted and full direct access, free of charge, at: <https://procontract.due-north.com/register>

Additional information can be obtained from the abovementioned address

Tenders or requests to participate must be submitted electronically via: <https://procontract.due-north.com/register>

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

ENProcure 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.1.5.

Estimated total value

Value excluding VAT: 250 000 000,00 GBP

II.1.6. Information about lots

This contract is divided into lots: yes

Tenders may be submitted for all lots

Maximum number of lots that may be awarded to one tenderer: 2

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

Criteria below

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.2.6. Estimated value

Value excluding VAT: 150 000 000,00 GBP

II.2.7. Duration of the contract, framework agreement or dynamic purchasing system

Duration in months: 96

This contract is subject to renewal: no

II.2.10. Information about variants

Variants will be accepted: no

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: 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 6 consultants for this lot. The maximum number of bidders for this lot may increase where 2 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, 71000000 Architectural, construction, engineering and inspection 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

Criteria below

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.2.6. Estimated value

Value excluding VAT: 100 000 000,00 GBP

II.2.7. Duration of the contract, framework agreement or dynamic purchasing system

Duration in months: 96

This contract is subject to renewal: no

II.2.10. Information about variants

Variants will be accepted: no

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.

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Section III: Legal, economic, financial and technical information

III.1. Conditions for participation

III.1.1. Suitability to pursue the professional activity, including requirements relating to enrolment on professional or trade registers

List and brief description of conditions:

Please refer to the invitation to tender documents.

III.1.2. Economic and financial standing

Selection criteria as stated in the procurement documents

III.1.3. Technical and professional ability

Selection criteria as stated in the procurement documents

III.2. Conditions related to the contract

III.2.2. Contract performance conditions

Please refer to the invitation to tender documents.

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

Framework agreement with several operators Envisaged maximum number of participants to the framework agreement: 12 In the case of framework agreements, provide justification for any duration exceeding 4 years:

The framework agreement will be in place for a term of 48 months with an option to extend for a further 48 months, however contracts called off under the framework agreement may continue beyond the term of the framework agreement. Justification is made on the grounds that the length of underlying contracts awarded under this framework may typically exceed a term of four years. EN:Procure therefore wishes to ensure that the appointed Consultants are afforded ample opportunity to compete for and secure underlying contracts under this framework agreement during its term so that they may recover their initial investment in participating in the procurement. EN:Procure believes that a framework term of potentially 8 years will help to ensure this

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.2.2. Time limit for receipt of tenders or requests to participate

Date: 01/12/2020 Local time: 16:00

IV.2.3. Estimated date of dispatch of invitations to tender or to participate to selected candidates

IV.2.4. Languages in which tenders or requests to participate may be submitted

English

IV.2.6. Minimum time frame during which the tenderer must maintain the tender

Duration in months: 6 (from the date stated for receipt of tender)

IV.2.7. Conditions for opening of tenders

Date: 01/12/2020 Local time: 16:05

Section VI: Complementary information

VI.1. Information about recurrence

This is a recurrent procurement: no

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.4.4. Service from which information about the review procedure may be obtained

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

27/10/2020