

PRE-QUALIFICATION QUESTIONNAIRE

OPI 1 – OFFSITE PROJECT INTEGRATOR

Instructions

Companies who wish to express an interest in receiving tender documents should visit <https://tenders.lhc.gov.uk> and download:

- Pre-Qualification Questionnaire **OPI 1 PQQ Regulatory for each region that you intend bidding**
- Pre-Qualification Capability Questionnaire **OPI 1 PQQ Qualitative Capability**

All supporting documentation shall accompany the submission as attachments to the pre-qualification questionnaire where instructed.

The PQQ must be completed and all attachments submitted through the ePortal by the time and dated stated at <https://tenders.lhc.gov.uk>

This Pre-Qualification Questionnaire is based upon the principles of ESPD in Scotland and SQ in England and Wales.

IMPORTANT NOTE

The following procurement documentation is included in this notice for your information, but MUST NOT be completed at this stage.

- **OPI1 Specification DRAFT**
- **OPI1 F2 Price Doc Tab 1 DRAFT**
- **OPI1 F2 Price Doc Tab 2 DRAFT**
- **OPI1 F2 Price Doc Tab 3 DRAFT**
- **X FAC-1 Published**
- **X LHC FAC1 v3.2a**

LHC
2-4 Vine Street
Uxbridge
UB8 1QE
T: 01895 274 800
E: tim.oakley@lhc.gov.uk
W: www.lhc.gov.uk

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1. Introduction

LHC is a central purchasing body providing procurement services on behalf of itself, Scottish Procurement Alliance (SPA), Welsh Procurement Alliance (WPA), LHC South West to Contracting Authorities (Clients) throughout England / Scotland / Wales, as described on our Buyer Profiles (<https://www.lhc.gov.uk/24> / www.procurementalliance.scot/24) / <https://welshprocurement.cymru/24>.

LHC frameworks are also available for use by members of the Northern Housing Consortium (NHC) and have been developed with NHC's procurement team, Consortium Procurement <https://consortiumprocurement.org.uk/>

LHC sets up competitively tendered Framework Agreements in respect of building works, goods and services for use in public sector refurbishment and new build projects.

Companies appointed to the framework are required to pay LHC a percentage ("the Levy") of the total value of every invoice submitted to Clients, and to submit quotations to Clients that are inclusive of the Levy. The Levy to be applied on OPI 1 is 5% (five percent).

As a not for profit organisation, LHC returns surplus Levy income to our Clients to support social value initiatives in the local communities they serve.

2. This procurement

Despite the clear and tangible benefits from off-site manufacture for construction, the take up of off-site manufacture of Homes has been limited. Evidence suggests that the construction sector which is fragmented and lacking in trust. Designers, contractors and suppliers should all have early involvement in a project for off-site manufacture to be successful, and a change in business models is required, as well as far greater collaboration. The Infrastructure Client Group's Project 13 outlined a move from the transactional to an enterprise structure, which introduces the role "Integrator".

LHC is developing the project integrator role to harness the skills and capabilities provided by LHC's NH2 OffSite Framework, help Clients achieve their presumption for OffSite goals and get call-off projects up and running from pre-initiation to completion and handover.

As the integrated product/service/works solution envisaged does not presently exist in the open market, LHC is conducting an Innovation Partnership procurement process, where economic operators are invited to develop the solution in a number of negotiated phases and finally submit bids to be awarded the OffSite Project Integrator Framework. As such, only a set of minimum requirements can be established at this stage. The full scope and specification will be developed through the process, drawing on innovative ideas and proposals from the participating partners.

In summary the services to be delivered initially cover OffSite Contract Management of:

- Category 1 – Pre-Manufacturing – 3D primary structural systems
- Category 2 – Pre-Manufacturing – 2D primary structural systems

as defined by the MHCLG MMC cross-industry working group. During the course of the Innovation Partnership procedure and any subsequent framework period, the services may be extended to cover:

- Category 3 – Pre-Manufacturing – Non-systemised structural components
- Category 4 – Pre-Manufacturing – Additive Manufacturing
- Category 5 – Pre-Manufacturing – Non-structural assemblies and sub-assemblies
- Category 6 – Traditional building product led to site labour reduction/productivity improvements
- Category 7 – Site process led to labour reduction/productivity improvements.

The services shall cover not only RIBA stages 0-7 but also preliminary stages prior to RIBA Stage 0, to support OffSite building projects from initiation and development, land assembly and feasibility through to management of design, completion and in use reviews.

Bidders will be required, either directly or through sub-contractors, to offer the minimum requirements described below:

- i. INITIATION AND DEVELOPMENT
- ii. LAND ASSEMBLY SERVICES (IF REQUIRED AT CALL-OFF STAGE)
0. STRATEGIC DEFINITION (IF NOT PREVIOUSLY ADDRESSED BY THE CLIENT)
1. PREPARATION AND BRIEF
2. CONCEPT DESIGN MANAGEMENT
3. DEVELOPED DESIGN MANAGEMENT
4. TECHNICAL DESIGN MANAGEMENT
5. CONSTRUCTION STAGE MANAGEMENT
6. HANDOVER AND CLOSE OUT MANAGEMENT
7. IN USE REVIEWS

Property types will include housing, bungalows, flats, apartments, sheltered accommodation, care homes and student accommodation of all forms of tenure.

The detailed provision will be developed through the Innovation Partnership procedure, and additional identified requirements may be added.

3. This Pre-Qualification stage

In accordance with the Public Contracts Regulations 2015, applicants are required to provide the information detailed in Pre-Qualification Questionnaire **OPI 1 PQQ Regulatory**.

In order to confirm that only skilled and experienced persons and companies that are fully capable of delivering the requirements described above, applicants are required to provide the information detailed in Pre-Qualification Capability Questionnaire **OPI 1 PQQ Qualitative Capability**. This is to allow consideration and evaluation of the suitability of such Applicants with a view to short listing and selecting Tenderers for this Framework.

The Applicant or Applicant Group (in the case of an Application being made by a Consortium) must fully consider the content of this Guidance document, the **OPI 1 PQQ Regulatory** and the **OPI 1 PQQ Qualitative Capability** documents before completing and submitting the

Application. In this regard the attention of the Applicant or Applicant Group is drawn to the Instructions contained in Section 2 of this guidance document together with the notes on the online PQQ pages, which sets out details for the return of the Application and all supporting documentation.

Details for the return of the PQQ are set out in both this guidance and the online PQQ page at <https://tenders.lhc.gov.uk>, however the Applicant's attention is drawn to the following:

- 1) The completed PQQ and all supporting documentation is to be submitted electronically to LHC at <https://tenders.lhc.gov.uk> by the date indicated in the relevant contract opportunity and specified in Section IV.3.4 of the Contract Notice to which this PQQ relates or any later date for return as specifically instructed in writing by LHC.
- 2) Applicants must submit a separate **OPI 1 PQQ Qualitative Capability** for each LOT applied for
- 3) There are no limits to the number of Lots applicants may apply for, but case studies for each Lot must be submitted.
- 4) Applicants are reminded that submissions can be saved to the eTendering portal at any time. However, only the last submission will be visible to LHC and only after the date for submission.

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SECTION 1

INTRODUCTION AND LHC MISSION STATEMENT

INTRODUCTION

LHC is a consortium of Members and Registered Users, all of whom are public sector bodies as described on LHC's web based Buyer Profile (www.lhc.gov.uk/24), that sets up competitively tendered Framework Agreements in respect of various arrangements for building components and services for use in public sector refurbishment and new build projects. Eligible organisations that are entitled to use LHC services are listed below:

List of Public Bodies in England and Wales

The Framework Agreement will be open to public sector bodies in England and Wales in the specific Regional or Area Lots described in this Pre-Qualification Questionnaire as described on LHC's Buyer Profile at <http://www.lhc.gov.uk/24> and any statutory successors and organisations created, merged or absorbed as a result of re-organisation or organisational changes.

List of Public Bodies in Scotland

The Framework Agreement will be open to public sector bodies in England and Wales in Scotland as described on LHC's Buyer Profile at <http://www.lhc.gov.uk/24> and any statutory successors and organisations created, merged or absorbed as a result of re-organisation or organisational changes.

List of Public Bodies in Greater London

The Framework Agreement will be open to public sector bodies in Greater London (but excluding Government Departments) and any statutory successors and organisations created, merged or absorbed as a result of re-organisation or organisational changes. This will include but not be limited to:

1) Local authorities in Greater London

(i.e. a local authority as defined in Regulation 3(2) of the Public Contracts Regulations 2006 ("the Regulations")),

A list of local authorities in Greater London is available at:

<http://www.direct.gov.uk/en/DI1/Directories/Localcouncils/index.htm>

Barking and Dagenham, Barnet, Bexley, Brent, Bromley, Camden, City of London, Croydon, Ealing, Enfield, Greenwich, Hackney, Hammersmith and Fulham, Haringey, Harrow, Hillingdon, Havering, Islington, Hounslow, Lambeth, Lewisham, Merton, Newham, Redbridge, Richmond upon Thames, Royal Borough of Kensington and Chelsea, Royal Borough of Kingston upon Thames, Southwark, Sutton, Tower Hamlets, Waltham Forest, Wandsworth, Westminster City Council

2) Greater London Authority Group

including but not limited to Transport for London, London Fire and Emergency Planning Association, (London Fire Brigade), Mayor's Office for Policing and Crime, Royal Parks and any subsequent body included in the GLA group.

3) Police and emergency services in Greater London

(i.e. fire authorities, fire and rescue authorities, police authorities, and the Metropolitan Police Authority/Service as defined by Regulations 3 (1) (j) (k) (n) and (m) of "the Regulations") and Ambulance Authority/Service.

4) Educational establishments in Greater London

(e.g. schools, school governing bodies; voluntary aided schools; foundation schools; any faith educational establishments including the Roman Catholic Dioceses and Anglican Dioceses, associated with the named Local Authorities including diocesan authorities; academies; free schools, city technology colleges; foundation partnerships; education authorities, publicly funded schools, universities, colleges, further education establishments; higher education establishments and other educational establishments). <http://www.study london.ac.uk/universities>

5) All Registered Providers of Social Housing in Greater London

including but not limited to Registered Providers of Social Housing (as defined in the Housing and Regeneration Act 2008), Tenant Management Organisations (TMOs) and their agents within the geographical area of Greater London including all Arms Length Management Organisations (ALMO's) or any successor body of the 33 Local Authorities within Greater London.

6) NHS establishments in Greater London

and Primary Care Trusts associated with the Local Authorities.

7) Trusts, Social Enterprises, Mutuels, and Community Interest Companies

(i.e. organisations that have been established by the public bodies within the scope of this advertisement and/or where the contracting public bodies are trustees or partners of the Trusts, Social Enterprises, Mutuels and Community Interest Companies or any similar organisation).

8) Other Public Sector Organisations

London Waste Authorities, Local Government Association and The Electoral Commission

9) House of Commons and the House of Lords

MISSION, VISION AND VALUES OF LHC

Mission: To serve the public sector by providing the best procurement solutions for the construction, rehabilitation and maintenance of public sector buildings.

Vision: To be the Centre of Excellence for public sector procurement solutions for the construction, rehabilitation and maintenance of public sector buildings.

Values: Innovation

- Modernising and continually improving LHC operations
- Measuring, monitoring and benchmarking everything we do

People

- Raising standards through attracting, recruiting and training staff

Customers

- Identifying and engaging with customers to fully understand their needs

- Developing and delivering procurement solutions to meet those needs and demonstrating their value.

APPROACH OF LHC IN SUPPORTING ITS MISSION, VISION AND VALUES

Valuing and working collaboratively with all Members and Service Providers to develop and deliver high quality services to its Members and their users, Residents and Leaseholders, LHC treats all participants equally, fairly and with respect.

LHC operates sustainable procurement principles and will work to enable its users to improve their environmental management and reduce energy usage.

LHC undertakes performance measurement of all its arrangements and monitors and reviews its operations to effect continuous improvement.

The demands will be both challenging and rewarding and so for the benefit of its Members LHC will need to identify the most suitable organisations who can demonstrate they are fully committed to working with LHC in delivering its mission, vision and values.

Companies selected through this Pre-Qualification process to receive an Invitation to Tender must be aware and acknowledge that if subsequently appointed to the framework, it will be the responsibility of all Directors, Managers, Employees and sub-contractors of the Appointed Company to deliver call-off projects awarded under the framework in full accordance with the terms, conditions and specifications described in the ITT and Offer Document, and to proactively promote best practice to all LHC customers.

REGIONAL LOT STRUCTURE OF THIS ARRANGEMENT

It is proposed that this arrangement will be set out in Lots comprising NUTS areas as described in **OPI 1 PQQ Regulatory**

England (Not SW): **Lot E1** – North East UKC, North West UKD, Yorkshire and Humber UKE.

Lot E2 – East Midlands UKF, West Midlands UKG

Lot E3 – East UKH, South East UKJ

Lot E4 – London UKI

SW England: **Lot SW1** UKK1, UKK2, UKK3, UKK4, – Bristol UKK11, BANES, N. Somerset, S Gloucester UKK12, Gloucester City, Gloucester County, Cotswold, Cheltenham, Forest of Dean, Tewkesbury, Stroud UKK13, Swindon UKK14, Wiltshire UKK15, Bournemouth, Poole, Christchurch UKK21, East Dorset, Purbeck, North Dorset, Weymouth & Portland, West Dorset UKK22, Sedgemoor, Mendip, South Somerset, Taunton Deane, West Somerset UKK23, Cornwall EX, PL and TR Postcode, Isles of Scilly UKK30, Plymouth UKK41, Torbay UKK42, South Hams, Teignbridge, Mid Devon, East Devon, North Devon, Torridge, West Devon UKK43, Exeter UKK44

Wales: **Lot W1** UKL Wales

Scotland: **Lot S1** UKM7 East Scotland – Angus, Clackmannanshire, Dundee City, East Lothian, City of Edinburgh, Falkirk, Fife, Midlothian, Perth and Kinross, Stirling, West Lothian.

Lot S2 UKM8 South West Scotland - East Dunbartonshire, East Renfrewshire, Glasgow, Inverclyde, Renfrewshire, West Dunbartonshire, North Lanarkshire.

Lot S3 UKM5 North East Scotland – Aberdeen City, Aberdeenshire.

Lot S4 UKM6 Highlands Scotland – Argyll and Bute, Highland, Na h-Eileanan An Iar, Moray, Orkney Islands, Shetland Islands
Lot S5 UKM9 Southern Scotland - Dumfries and Galloway, East Ayrshire, North Ayrshire, South Ayrshire, South Lanarkshire, Scottish Borders.

SECTION 2

GENERAL INFORMATION, INSTRUCTIONS AND NOTES RELATING TO THE COMPLETION AND SUBMISSION OF THIS APPLICATION AND PRE-QUALIFICATION QUESTIONNAIRE

GENERAL INFORMATION

Responses to this Application and Pre-Qualification Questionnaire (PQQ) will be used in the first step of selecting and short listing organisations to Tender for each of the Lots as applicable. Selected organisations will be invited to tender, by completing an Offer Document that will include minimum requirements, prices and quality questions, designed to evaluate and award the framework over two or three successive stages to the tenderers submitting the Most Economically Advantageous Tenders (MEAT).

This is a competitive procurement procedure conducted in accordance with the Innovation Partnership Procedure. In England and Wales, the Public Contracts Regulations 2015 are applicable to the procurement. In Scotland, the Public Contracts (Scotland) 2015 are applicable to the procurement.

Completion and submission of the PQQ together with all supporting documentation by the relevant date will comprise an Expression of Interest and a request to be considered for pre-qualification and, if successful, inclusion on a shortlist of tenderers. Applicants are advised that no other type of application will be considered.

Applicants who are not subject to UK law or jurisdiction on any matters carried by this questionnaire should substitute the appropriate equivalent of their own national legislation or Codes of Practice. Copies of any UK legislation mentioned in this Questionnaire may be obtained from HMSO Publication Centre.

It should be noted that where the word 'Applicant' is used in this Pre-Qualification Questionnaire the term includes a group of applicants e.g. a consortium.

All costs and expenses for the preparation of the Application and the completion of the PQQ are to be borne in full by the Applicant.

The Applicant must treat all information supplied by LHC in connection with this procurement process as confidential and the applicant must not, without the prior written consent of LHC, at any time, make use of such information for its own purposes or disclose such information to any person except as may be required by law.

LHC reserves the right to amend, add to, omit from, revise or withdraw all or any part of this procurement during the procurement exercise.

In addition, the Applicant should note that the Pre-Qualification Questionnaire is merely a request to formulate an expression of interest to LHC in accordance with the selection process set out in this PQQ.

The information provided is offered in good faith and for guidance purposes only. No warranty or representation either express or implied is given as to the accuracy or completeness of the information provided and further LHC shall not be liable for any loss or damage arising as a result of any omission, mis-statement, representation (save for fraudulent misrepresentation) or omission.

LHC shall not have any liability either directly or indirectly to any interested party as a result of the use of the information provided by that party or any other person. In addition, none of the information can constitute a contract or a part of a contract.

The copyright in **OPI 1 PQQ Regulatory** and the **OPI 1 PQQ Qualitative Capability** documents lies with LHC. No part of this documentation may be reproduced, stored in a retrievable system or transmitted in any form except after receiving written permission from LHC as part of this Application.

INSTRUCTIONS FOR COMPLETION AND SUBMISSION

Applicants are to fully complete all parts of the **OPI 1 PQQ Regulatory** and the **OPI 1 PQQ Qualitative Capability** documents providing all the requested supplementary information in full by electronic attachment.

Submission of the documentation is to be made before the date stated on the eTendering portal. Any submissions made after the deadline specified, will not be marked or considered in anyway.

You are particularly asked to note that Question 1.3 of **OPI 1 PQQ Regulatory** requires full details of the person to be contacted for enquiries relating to this tender. Please ensure the name, title, e-mail and telephone number are all provided, as requested.

Responses must be answered in English and all monetary values are to be given in Pounds Sterling (GBP).

Emailed, faxed or hardcopy versions of the documentation will be rejected

A completed set of all the supplementary documentation, including all Declarations, Undertakings and Certificates will be required from the Applicant as attachments to the online response.

Applicants should answer each and every question as accurately and concisely as possible. Where a question is not relevant to the responder's organisation, this should be indicated, **with a full written explanation being provided**. LHC reserve the right to take such matters into consideration. Any decision by LHC will be given in writing to the Applicant. **All supporting information must be clearly marked with the name of the Applicant and the section or question number to which they refer.**

The Applicant must not provide any general promotional material, literature or other information which has not been requested.

LHC reserve the right to request further information should this be deemed necessary.

CONSORTIA

Where a consortium is proposed and the Application is to be made by an Applicant Group, the **OPI 1 PQQ Regulatory** and the **OPI 1 PQQ Qualitative Capability** documents and all information should be given in respect of the proposed prime Contractor / Service Provider or consortium leader. Relevant information should also be provided in respect of each and every consortium member who will play a significant role in the delivery of the ensuing framework and call-off contracts by copying, completing and submitting the Consortium Members PQQ, to enable LHC to fully consider and assess all of the proposed consortium members.

Where the proposed lead consortium member is a Special Purpose Vehicle or holding company, the information should be fully disclosed as to the extent to which it will call upon the resources and expertise of its members and how the management, administration and control of all members will

be provided. This information is to be provided in addition to the other stated requirements in the PQQ.

No amendment to or substitution of any partner or participant in a consortium selected to submit a Tender will be permitted without the prior written approval of LHC. Any replacement consortium member must satisfy LHC's minimum requirements in order for such consent to be granted.

It should be noted that where a consortium submits an offer that meets all the criteria at the award stage for this procurement, the prime Contractor / Service Provider or consortium leader shall normally be liable for the due performance of any Contract or Agreement resulting from this Framework Arrangement. For the purposes of financial protection for itself and its customers LHC reserves the right to require that each partner or participant in the consortium shall be jointly and severally liable for the due performance of any Contract or Agreement resulting from this Framework Arrangement.

COMMUNICATION

In the event that any Applicant wishes to raise any query or requires further information, such queries or requests should be made **only** by using the "Discussions" facility in each contract opportunity on <https://tenders.lhc.gov.uk>. Applicants are to note that LHC will not accept queries or requests for information other than through <https://tenders.lhc.gov.uk> discussions.

LHC will endeavour to respond to all queries raised, provided that queries and requests are raised at least ten working days before the date specified for the submission of the PQQ. Responses to any queries or requests for information will be sent **only** through <https://tenders.lhc.gov.uk> discussions to all the Applicants who have expressed an interest in the contract opportunity upon which the query has been made.

NOTE RELATING TO LATE SUBMISSION

Fully completed Pre-Qualification Questionnaires and all supporting documentation must be submitted by the time and date stated. Questionnaires received after this time and date will be disregarded.

DISCLOSURE OF CHANGES IN THE ORGANISATION OF THE APPLICANT / TENDERER OR IN RESPECT OF INFORMATION PROVIDED

Applicants are to note that any significant changes in the organisation or ownership / control of the Applicant or any information submitted are to be immediately notified to LHC. If such changes or additional information are not disclosed and provided to LHC, this may well subsequently jeopardise the Applicant becoming a party to the Framework Agreement at the award stage of this procurement. These stated provisions relate in all circumstances to both the Applicant and where a consortium is making the Application, to all members.

LHC reserves the right to seek from the Tenderer further information at any point up to the completion of the Framework to satisfy themselves that the Applicants continue to qualify. In this regard LHC may, as part of their Pre-Award Monitoring procedures, require those who have been selected to tender and have then submitted a bona fide Tender, to complete a Due Diligence Questionnaire. Failure to provide such information may lead to an Applicant or Tenderer being disqualified from further consideration.

LHC fully reserves the right to disqualify any Applicant upon the following grounds:

- if the Applicant or Tenderer no longer qualifies;
- if LHC becomes aware that the Tenderer did not qualify at the time their tender was submitted

at any point before becoming a party to a Framework Agreement as described in the OJEU Notice

INVITATION TO TENDER / OFFER DOCUMENT STAGE

As a result of this pre-qualification stage selected companies will be invited to take part in the offer stage, which will include a response to a technical/performance specification and a priced offer (ITT and Offer Document).

Offers will be evaluated by the Sponsoring Officer to find those that are the most economically advantageous to LHC users, on the basis of the best combination of product or service range, product or service specification and performance, product design and prices as appropriate, details of which will be included in the Offer Document. Appointment to the Framework Arrangement will be made from all those submitting a priced offer.

The final award decision will be subsequently communicated to all companies who submitted an offer, and to the Official Journal of the European Union. A “standstill period”, which is currently 10 days, will elapse before the arrangement is concluded.

TIMETABLE

This timetable is indicative, and LHC reserves the right to vary these dates at any time.

Action	Period	Date
Issue of this PQQ		12th July 2019
Prequalification period	30 days + BHs	
Deadline for receipt of Questionnaires		16th Aug 2019
Evaluation of Questionnaires and selection	14 days	
Issue of 1st Stage ITT		6th Sep 2019
Period for preparation of 1 st stage offers	30 days	
Deadline for receipt of 1st Stage ITT		10th Oct 2019
Evaluation of 1 st stage offers	14 days	
Issue of 2nd Stage ITT (if applicable)		TBC
Period for preparation of 2 nd stage offers (if applicable)	14 days	
Deadline for receipt of 2nd Stage ITT		TBC
Evaluation of 2 nd stage offers (if applicable)	14 days	
Issue of FINAL Stage ITT		5th Nov 2019
Period for preparation of Final stage offers	14 days	
Deadline for receipt of FINAL Stage ITT		18th Nov 2019
Evaluation of Final stage offers	14 days	
Notification of intended award		13th Dec 2019
Standstill period	10 days	
Award and commencement of framework		31st Dec 2019
First period (subject to regulatory scrutiny)	6 years	3rd Jan 2019 to 31st Dec 2025
Possible extension 1 (subject to regulatory)	2 years	1st Jan 2025 to 31st Dec 2027
Possible extension 2 (subject to regulatory)	2 years	1st Jan 2027 to 31st Dec 2029
Possible extension 3 (subject to regulatory)	2 years	1st Jan 2029 to 31st Dec 2031

SECTION 3

CONSIDERATION, ASSESSMENT AND EVALUATION OF APPLICATIONS AND PRE-QUALIFICATION QUESTIONNAIRE AND SELECTION PROCESS

GENERAL

All Pre-Qualification Questionnaires (PQQs) submitted by the due date and time, will be assessed and scored in accordance with the selection criteria set out in the relevant elements of this Guidance document, the **OPI 1 PQQ Regulatory** and the **OPI 1 PQQ Qualitative Capability** documents and the Appendices to this Guidance.

LHC will initially consider the Applicant in relation to Compliance with Regulations 57 of the Public Contracts Regulations 2015 set out in **OPI 1 PQQ Regulatory**. If an Applicant passes this stage then the Applicant must then pass the stated requirements set out in the **OPI 1 PQQ Regulatory** in relation to Financial information.

All Applicants that pass such stated standards and requirements will then have their Applications evaluated and scored by LHC on their responses to the Questions set out in the remainder of **OPI 1 PQQ Regulatory** and **OPI 1 PQQ Qualitative Capability** in accordance with the information set out in those documents.

EVALUATION OF ECONOMIC AND FINANCIAL STANDING

The mechanism for evaluation of economic and financial standing is set out in Appendix 1.

If the applicant fails this evaluation, LHC will formally notify Applicants of their ineligibility and the rejection of their Applications.

EVALUATION OF OPI1 – PQQ - REGULATORY

Regulatory information will be assessed as pass/fail on the basis of the Selection Criteria listed on the Selection Criteria tab of OPI1 – PQQ – Regulatory. Failure to satisfactorily confirm any of the required information may result in exclusion.

If the applicant fails this evaluation, LHC will formally notify Applicants of their ineligibility and the rejection of their Applications.

EVALUATION OF OPI1 – PQQ – QUALITATIVE CAPABILITY

Qualitative capability will be assessed as described on OPI1 – PQQ – Qualitative Capability. Failure to satisfactorily confirm any of the required information may result in exclusion.

The qualitative questions are for you to demonstrate your company's capability of delivering the services envisaged in the proposed framework, by reference to case studies of previous examples of the management of OffSite residential projects. The answers will be evaluated using LHC's 5 point scoring matrix.

If the applicant fails this evaluation, LHC will formally notify Applicants of their ineligibility and the rejection of their Applications.

SELECTION AND SHORT LISTING

It is envisaged that between 4 (four) and 10 (ten) Applicants will be Invited to Tender for each Framework Lot by LHC as the Contracting Authority. The Applicants selected will be those who have achieved the highest scores following the assessment of the submissions.

APPENDIX 1

Evaluation of Economic and Financial Standing

LHC will review reports from Equifax, Dunn & Bradstreet, Creditsafe or a similar credit risk agency against the financial accounts submitted by the Applicant and the information provided in response to questions in Core Question Module C2. In the event the information / report raises doubts as to the financial stability of the Applicant, LHC will seek further clarification from the Applicant. In the event the Applicant is unable to satisfy LHC on the issues raised then a FAIL will be recorded and the PQQ will not be further considered.

Where the Applicant has stated that a Parent Company Guarantee would be provided by the Parent or Holding Company of the Applicant or the prime / lead contractor in a Consortium, then LHC reserves the right to carry out a Credit Risk Assessment on that Parent or Holding Company which could result in either a Pass or Fail.

LHC reserves the right to undertake its own fully detailed assessment of the accounts and other financial information provided by the Applicant or where appropriate the Parent/Holding Company to ascertain to its own satisfaction the financial and economic standing and robustness of the organisation of the Applicant and also, where applicable, the Parent/Holding Company.

The assessment will be undertaken utilising a UK standard format based on information extracted from the Profit and Loss and Balance Sheets of the Applicant's accounts covering:

- Turnover
- Pre-tax profit
- Fixed assets
- Stocks and services in progress
- Current liabilities
- Total current assets
- Net current assets or liabilities
- Inter-company liabilities (if applicable)
- Inflows and outflows of cash
- Information from the Applicant's Bankers

LHC further reserves the right to seek additional financial information from Applicants and to take this into consideration in the financial assessment process and also to obtain independent assessments on the financial information provided by the Applicant, or where applicable the Parent/Holding Company, and take this into consideration in the financial assessment.

The assessments carried out will produce a 'PASS' or 'FAIL'. In the event that the assessment results in a 'FAIL' the tender will not be considered further. When the assessment results in a 'PASS' the tender will be progressed for further assessment of their submission.

Financial assessments that may be carried out are:

- Current Ratio : Current Assets / Current Liabilities
- Gross Profit Margin
- Net Profit Margin
- Debt to Equity : Long term debt / Shareholders funds %
- Net Assets