**Market Engagement Questions/Questionnaire**

London Borough of Hackney (LBH) are working in partnership with our suppliers and potential suppliers during the COVID‑19 pandemic.

We are working hard towards minimising any pressures on supply chains to ensure that suppliers at risk are better able to cope with the current crisis and ensure service continuity and delivery during and after the outbreak, this includes the Tendering Processes.

LBH are therefore taking particular care over the coming months to keep our existing and forthcoming contracts under review to ensure that these remain practical.

During the tender process LBH wants to include factors like current and evolving supplier capacity and capability as we move from our response to the pandemic and into recovery.

To this end LBH are conducting a pre-tender market engagement process will be anonymous at this stage and will not give respondents any tender advantage, but it will help to shape the procurement documentation for the benefit of all Tenderers.

***Please complete all sections, as it will help us identify any areas we need to focus on.***

**Company’s Main Activity:-**……………………………………………………………………

**Identify which Contract Procurements your Company is mainly interested in:-**

……………………………………………………………………………………………………

Please can you give honest responses to the questions and statements presented below:-

**Questions: -**

1. Are these procurements offered and listed in this Prior Information Notice of interest to your organisation and why?

|  |
| --- |
| Response: |

Please indicate if this is your **Core Business** or **New Market Business**

*(circle your response)*

1. LBH are evolving a Business Alliancing/Partnering approach to the delivery of its Housing contracts.

We are looking to develop successful, long term, strategic business relationships with a view to maximise outcomes through non-confrontational and innovative thinking. Is this approach more attractive to your organisation than a more traditional approach to contracting?

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Indicate | | | | |
| No, Strongly  Disagree | No, Disagree | Neutral /  Undecided | Yes, Agree | Yes, Strongly  Agree |
| 1 | 2 | 3 | 4 | 5 |

Please can you give your reasons why?

|  |
| --- |
| Response: |

1. Social Value is at the heart of everything LBH wants to achieve in the delivery of all services and contracts to the community in Hackney as a whole.

How experienced is your organisation in delivering Social Value and Community Benefits on the contracts you undertake?

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Indicate | | | | |
| No Experience | Little Experience | Some/Limited Experience | Experienced | Very Experienced |
| 1 | 2 | 3 | 4 | 5 |

Can you give some examples of Social Value or Community Activities your organisation has been involved with?

|  |
| --- |
| Examples:  1.  2.  3.  4.  5. |

1. Have you applied digital technology solutions to the way you work during the CV-19 pandemic **YES / NO**

If so, what kind of technologies have you introduced?

|  |
| --- |
| Response: |

1. Has your organisation (and / or Supplychain) suffered any effects on Productivity of operatives and staff in the wake of the pandemic and into recovery?

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Indicate | | | | |
| Large Effects | Some Effects | Neutral / No Effect | Slight Increase | Notable Increase |
| 1 | 2 | 3 | 4 | 5 |

1. Do you consider that your organisation suffered any effects on Staff or Labour Retention in the wake of this Pandemic?

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Indicate | | | | |
| No Discernible Effects | No Real Effects | Not Known | Yes, Minor Effects | Yes, Fairly Major Effects |
| 1 | 2 | 3 | 4 | 5 |

1. Do you feel that your organisation experienced any adverse effects on your financial stability and your reported accounts as a result of the pandemic?

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Indicate | | | | |
| No Discernible Effects | No Real Effects | Not Known | Yes, Minor Effects | Yes, Fairly Major Effects |
| 1 | 2 | 3 | 4 | 5 |

1. Can you suggest how LBH could ascertain and properly evaluate the financial stability or organisations at tender and pre-contract stage, so as not to disadvantage companies in the wake of the pandemic?

|  |
| --- |
| Response: |

1. To what extent do you consider that your organisation is competitive in the current market, whilst remaining viable and profitable?

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Indicate | | | | |
| Very Uncertain Market to be Competitive and Profitable | Difficult to Remain Competitive all the time | Not Known /  Undecided | Agree, Remains Competitive | Strongly  Agree, Remains Highly Competitive |
| 1 | 2 | 3 | 4 | 5 |

1. Do you consider that the approaching BREXIT is likely to have an effect on the works contracts you deliver going forward in the short to medium term, and to what extent?

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Indicate | | | | |
| Definitely No Real Effects | Possibly No Effects | Neutral /  Undecided | Yes, Possible Effects | Yes, Definite Effects |
| 1 | 2 | 3 | 4 | 5 |

1. Do you consider that your Supplychain has come under undue pressures and lasting effects from the pandemic, with the ability to deliver On Time and On Cost?

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Indicate | | | | |
| Strongly  Disagree | Disagree | Neutral /  Undecided | Agree | Strongly  Agree |
| 1 | 2 | 3 | 4 | 5 |

1. How do you think London Borough of Hackney (or other public sector clients) could support your organisation as we all attempt recovery after this pandemic?

|  |
| --- |
| Response: |

Any other comments or observations you would like to make regarding these Tender Opportunities to help inform the Client Strategy?

|  |
| --- |
| Response: |