CYNGHRAIR CAFFAEL CYMREIG | WELSH PROCUREMENT ALLIANCE

WORKING FOR WALES

WWW.WELSHPROCUREMENT.CYMRU

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If you would like any of the content of this brochure translating into Welsh please ask.

Os hoffech i unrhyw ran o'r gynnwys y pamffled hwn gyfieithu i'r Gymraeg gofynnwch os gwelwch yn dda.

COMMUNITY BENEFITS THROUGH PROCUREMENT

Over and above evaluating the Appointed Companies in relation to general corporate, social responsibilities, we also encourage our clients to include project specific community benefits in their call-off contracts.

In addition, WPA have established the **WPA Community Benefit Fund**. The fund is being utilised by our Founder Partners to reinvest funds generated by WPA activity back into their own communities.

WPA work in partnership with **Community Foundation Wales** who work alongside our Partners to get the best possible return for their communities. Not only are the projects assessed with regards to benefits achieved and monetary investment, they are also assessed on the social impact they have on the wider communities.

WORKING FOR WALES

ABOUT WELSH PROCUREMENT ALLIANCE (WPA)

The Welsh Procurement Alliance (WPA) provides OJEU compliant frameworks which can be used by local authorities, social landlords and other public sector bodies to procure works, products and services for the construction, refurbishment and maintenance of social housing, schools and public buildings.

Our vision is to be recognised throughout Wales as a centre of excellence for public sector procurement.

We operate in Wales connecting construction companies, manufacturers and service providers with the needs of our partners. We bring buyers and suppliers together, to build and maintain public property more efficiently and cost effectively, and to benefit local communities.

Our activity is guided by our Executive Committee which is made up of Local Authorities and Housing Associations from across Wales.

WPA is backed by LHC, established in 1966 and acknowledged as one of the most experienced and respected providers of procurement frameworks in the construction sector.

PRODUCTS AND SERVICES AVAILABLE THROUGH WPA

CONTRACTOR FRAMEWORKS

WHOLE HOUSE REFURBISHMENT (INCLUDING KITCHEN & BATHROOM REPLACEMENTS)

- Flintshire Council
- Wrexham Council

ENERGY EFFICIENCY MEASURES

- Caerphilly County Borough Council
- Wales & West

SCHOOLS AND COMMUNITY BUILDINGS (REFURB AND NEW-BUILD)

- Merthyr Tydfil CBC

MODULAR BUILDINGS (NON-HOUSING)

- Caerphilly County Borough Council
- Cardiff Council

HOUSING CONSTRUCTION (NEW IN 2019)

OFFSITE NEW-BUILD HOUSING

- Anglesey Council
- Linc Cymru

ELEMENTAL FRAMEWORKS

PVC-U WINDOWS AND DOORS

- Clwyd Alyn
- Flintshire Council
- Melin Homes
- Merthyr Tydfil CBC
- Merthyr Valleys Homes
- Monmouthshire HA
- Newport City Homes
- North Wales HA
- South Wales Police
- Tai Calon
- Vale of Glamorgan Council

COMPOSITE ENTRANCE DOORS AND FIRE DOORS

- Flintshire Council
- Monmouthshire HA
- Newport City Homes
- Vale of Glamorgan Council

COMMUNAL ENTRANCE DOORS

- Hafod HA
- Vale of Glamorgan Council

TIMBER WINDOWS AND DOORS

- Charter HA (Pobl Group)

ALUMINIUM WINDOWS AND DOORS

- South Wales Police
- Wrexham Council

ELEMENTAL FRAMEWORKS (CONTINUED)

FLAT ROOFING

- Flintshire Council
- Wrexham Council
- Newport City Homes
- Vale of Glamorgan Council

PITCHED ROOFING

- Hafod HA

KITCHEN UNITS

- Ateb Group
- Clwyd Alyn HA
- Flintshire Council
- Hafod HA
- Linc Cymru
- Merthyr Tydfil CBC
- Merthyr Valleys Homes
- National Trust (Wales)
- Swansea City Council
- Vale of Glamorgan Council
- Wales & West

Consortium Procurement
reduce risk, save time, save money, be compliant

WPA are now working in collaboration with Consortium Procurement and the following services are provided via Consortium Procurement frameworks:

- Technology enabled care
- Furniture services
- Stair lifts and lifting equipment
- Adaptations and fixed lifting equipment
- Passenger lifts
- Property safety and security
- Furniture Services
- Commercial insurance
- Tenants contents insurance
- Electronic payment services

For a full, up-to-date list of CP services visit www.consortiumprocurement.org.uk

COMPLIANCE AND SERVICES FRAMEWORKS

CONSTRUCTION CONSULTANCY SERVICES (INCLUDING ARCHITECTS, STRUCTURAL AND CIVIL ENGINEERS, QUANTITY SURVEYORS, CLERK OF WORKS, HEALTH AND SAFETY ADVISORS PLUS A COMBINED CONSULTANCY SERVICE)

- Caerphilly County Borough Council
- Hafod HA
- Merthyr Valley Homes
- Newport City Homes
- Trivallis

LEGIONELLA CONTROL AND WATER MANAGEMENT

- Blaenau Gwent County Borough Council
- Mid and West Wales Fire and Rescue Service

VACANT PROPERTY PROTECTION

- Blaenau Gwent County Borough Council
- Caerphilly County Borough Council
- Cynon Taf HA
- Flintshire Council
- Monmouthshire HA
- Taff HA
- Tai Calon
- V2C
- Wales & West
- Wrexham Council

ASBESTOS WORKS AND SERVICES

- Pobl Group

FIRE RISK ASSESSMENT AND PASSIVE FIRE MEASURES (NEW IN 2019)

For information on all WPA products and services please refer to the website: **www.welshprocurement.cymru** where you can access and download individual Procurement Guides for each framework.

WHY BUY VIA THE WELSH PROCUREMENT ALLIANCE?

Director of the WPA, Neil Barker, outlines the key benefits of buying through the Welsh Procurement Alliance.

01

Compliance with the EU Procurement Directive and UK Procurement Rules

- WPA appoints its approved companies in line with the EU Directive and UK Procurement Rules.
- Our team of procurement experts follow a precise tender programme in strict accordance with the terms of the Directive in all phases of the tender process: from initial advertisement in the Official Journal of the European Union (OJEU) and Sell2Wales through issue of documents and evaluation of companies and on to final award.

BENEFIT

This saves our clients considerable amounts of time and expense.

03

Experienced suppliers and contractors

- A key criterion for the appointment of all WPA companies is their experience in dealing with social housing and other public sector contracts.

BENEFIT

All WPA Appointed Companies have committed teams to ensure that any inconvenience to residents and other end users is managed positively.

02

Development of Specifications

- The specifications for all product areas have been fully researched and developed before the framework tender process is undertaken.

BENEFIT

This provides significant savings to your organisation which would have to commit much resource to research, meetings, discussions, drafting and approval of various product specifications. Technical advice is available from WPA and LHC throughout the term of any arrangement.

04

Project Quality

- Throughout the term of the contract, WPA can work with your project team to monitor the performance of the Appointed Company.

BENEFIT

WPA work with you to ensure that the programme of work is delivered in line with your expectations and where there is any deviation from target performance, WPA will contact the Appointed Company directly to agree remedial action.

05

Value for Money

- Tenders are evaluated on a price/quality model.
- WPA can validate quotations from our suppliers to ensure that rates used are in line with the framework terms and conditions.

BENEFIT

WPA is recognised by its users for delivering and demonstrating Value for Money through all of its frameworks. As a WPA Partner your organisation could also benefit from an end of year rebate in the form of a distribution of WPA surpluses.

06

Financial information

- We use CreditSafe alerts and utilise Euler to monitor the financial performance of all of our Appointed Companies.
- Before each call-off project, at the Expression of Interest stage, where we have been alerted to potential financial issues, we run our own checks and will talk directly to the Appointed Company's CFO or FD to understand the issues behind the numbers.

BENEFIT

Peace of mind regarding potential financial issues with suppliers before you enter into a contract.

07

In Wales; for Wales

- By increasing our membership and the spend via our frameworks, we can attract more suppliers from across Wales to be part of future frameworks.
- WPA actively encourage Welsh suppliers and contractors to bid to become WPA Appointed Companies.
- We can only appoint companies that apply of course, but we are passionate about encouraging the growth of the Welsh industries that we are connected to.
- WPA have established a Community Benefits Fund with surplus generated via spend through our frameworks.

BENEFIT

The more companies from Wales that become WPA Appointed Companies the more of the 'Welsh Pound' spent through our frameworks stays in Wales to help improve our communities.

WPA HELPING TO BUILD NEW HOMES

Welsh Government has set a target of building 20,000 new affordable homes by the end of the term of this parliament and WPA is aiming to help our clients to deliver the numbers of new-build homes required within that timescale.

Neil Barker, WPA Director says: *"There is clearly an appetite within the Councils and Housing Associations across Wales to build more affordable homes for the social sector. Often it isn't clear how this can be done efficiently, to the required timescales and at the right price. Factor in the need to build energy efficient homes to help with fuel poverty and you can see how tricky the whole thing can become."*

Our aim at WPA is to provide frameworks which help social landlords and the Councils across Wales by providing access to pre-tendered, fully evaluated construction companies.

Two WPA frameworks for new-build housing offer traditional build methods and also offsite 'innovative' methods.

Use WPA frameworks to:

- Reduce procurement timescales
- Demonstrate value for money
- Meet quality standards
- Ensure compliance with procurement rules

WPA technical support is available on call-off projects to help ensure projects are delivered in line with expectations.

Additional social and community benefits can be built into projects at call-off stage.

CONSIDER OFFSITE CONSTRUCTION FOR YOUR NEW DEVELOPMENTS

"Welsh Government is committed to investing in housing for social rent in Wales. Given the well-documented capacity constraints faced by traditional house builders, this public investment creates the potential to accelerate the opportunity to manufacture homes 'offsite'."

OUR VISON

is to reimagine how new social homes are built in Wales

OUR SOLUTION

is to build better social homes in Wales, more of them and more quickly

In recent years the Welsh Government has encouraged the offsite sector with IHP funding. The outcomes from these innovative developments are ensuring that social housing providers now have improved confidence in the offsite options available to them.

WPA are passionate about offsite construction. We firmly believe that the offsite housing manufacturers can play a huge role in delivering the quality of homes that are required to meet the future needs of the social housing sector in Wales.

WPA are in a unique position to encourage our clients in the Welsh public sector to look at new methods of construction for their ambitious development plans.

WPA Founder Partner, Linc Cymru, have used the WPA offsite new homes framework to procure a £7m modular build extra-care scheme at Aberdare using funds from the IHP allocated in the 2017-18 round. The contractor is F1 Modular from Newtown, Powys.

BENEFITS OF OFFSITE CONSTRUCTION:

As a sector we are beginning to understand the potential benefits of using offsite construction for new-build social housing.

There are severe labour shortages in the construction industry that are only predicted to become worse. The opportunity exists now for a new Welsh industry to be developed to meet the growing demand for new homes across the country. Moving the building process away from the physical site and into a controlled factory environment has multiple advantages.

- Improved working conditions and Health and Safety
- Easier to train workers in a factory environment
- Better quality control
- Reduced snagging and defects
- Reduced material waste
- No weather delays
- Faster construction = less time on site
- Reduced road traffic movements
- Reduced disruption around the site
- Reduced energy use on site

Offsite homes in use

- Energy efficiency built-in
- Reduced carbon emissions
- Lower energy bills for residents

The offsite industry is working hard to ensure perceptions are changed regarding:

- Historic connotations regarding the quality of post-war 'pre-fabs'
- Finance – mortgagability
- Over-standardisation required to make offsite cost effective

Talk to WPA about the offsite options available when you are looking at your next new development. Please call 02920 504787.

The Welsh Government has made a commitment to reach net zero carbon emissions by 2050. The report, 'Better Homes, Better Wales, Better World – decarbonising existing homes in Wales' presented by the independent review panel, chaired by Chris Jofeh, in July 2019, sets out how the housing sector can contribute to this aim.

Left: Chris Jofeh's decarbonisation report

Below: An illustration of the annual average temperatures for the World from 1850-2018 using data from the UK Met Office: **www.showyourstripes.info/**

SHOW YOUR STRIPES

Wales has some of the oldest and least thermally efficient housing stock in the UK and Europe. 32% of the Welsh housing stock was built before 1919, when there were no construction standards in terms of thermal performance. Just 10% of Welsh homes were built in the last 18 years, during which time energy performance requirements have changed dramatically. 80% of Welsh homes can be categorised into 14 housing types with over half being categorised by just 4 housing types, all built before 1965.

The scale of the retrofit programme required for existing homes provides a massive challenge but also creates an opportunity for a major investment programme that would benefit communities throughout Wales.

The review suggests that homes in social ownership and homes in fuel poverty (a total of 300,000) should be brought up to the standard by 2030. Costs are estimated at between £500m and £1bn a year for those homes, at 30,000 a year over the next 10 years.

WPA are aiming to assist with delivering decarbonisation through new energy efficiency frameworks. See the WPA websaite or contact our office for more information on how we can help your organisation with your decarbonisation plans.

The Well-being of Future Generations Act gives us the ambition, permission and legal obligation to improve our social, cultural, environmental and economic well-being.

The Well-being of Future Generations Act requires public bodies in Wales to think about the long-term impact of their decisions, to work better with people, communities and each other, and to prevent persistent problems such as poverty, health inequalities and climate change.

Welsh Procurement Alliance is mindful to ensure that the Future Generations Act obligations are embedded into all our activity.

WPA delivers instant access to EU compliant, tendered and quality evaluated, products, services and contractors.

Framework tender and award

WPA, and the technical specialists at LHC, carry out research into the products and services we identify as being required by our public sector partners and clients.

From this feasibility stage we draw up performance specifications and the tender documents.

- PINs and Contract Notices are published in the Official Journal of the European Union (OJEU) and on the Sell2Wales website

Companies have open access to the tender and offer documentation (ITT) and are asked to respond to assessment questions covering:

- Company standing
- Financial standing
- Employment practices
- Environmental awareness
- Sustainability and social value
- Capacity and geographical range
- Technical and service capability
- Quality systems management capability
- Testing and certification
- Experience of supply to the public sector
- Specifications for products and services
- Pricing

A detailed evaluation report is prepared which shows the following for each tenderer:

- Weighted score under each heading
- Value for money index

The Appointed Companies

Companies are appointed based on their scores in the tender evaluation report.

Our aim is to give our partners a choice of approved framework suppliers to work with.

Numbers vary per framework in line with anticipated demand and subject to the number of qualifying suppliers that can adhere to our strict criteria.

- All suppliers are notified of the results and the unsuccessful tenderers can choose to have a debrief to help improve future offers
- Contract Award Notices are published in the Official Journal of the European Union (OJEU) and on the Sell2Wales website

Awarding 'call-off' contracts

When partners and clients are ready to choose a framework supplier for an individual project, they should start the process by talking to our procurement team. We can help with specifications prior to the start of a call-off procedure and encourage dialogue with framework suppliers. Then WPA will coordinate either:

- A mini-competition involving the eligible appointed companies that have declared an interest in the project, or
- A direct award made to a single company, with justifiable reasoning, without reopening competition. (WPA can provide the evaluation report to assist with this decision.)

Project and programme support from WPA

WPA provides support and technical assistance throughout the duration of a project or programme of works, as required:

- To ensure high quality standards are maintained
- Service levels are fulfilled
- Delivery periods are met

We actively pursue feedback on our projects in order to monitor the outcomes and strive to continually improve everything we do. We will be happy to meet you during the life of a project and after project completion to discuss how WPA, as well as the framework suppliers, could improve the level of performance.

EASY GUIDE TO USING WPA FRAMEWORKS

EXECUTIVE COMMITTEE

> WPA provide a forum for collaboration for public sector spending on constrution, rehabilitation and maintenance of public buildings
>
> **NICK ABBOTT** | WPA Chair.

PARTNER PROFILING

WPA procurement frameworks can be used by all publicly funded organisations in Wales. All contract notices are issued by LHC on behalf of the Welsh Procurement Alliance (WPA)

WPA frameworks can be used by:

- Welsh Unitary authorities
- Registered social landlords

in addition the following organisations that operate in the public sector are also eligible to use our services:

- Education authorities
- Publicly funded schools
- Universities
- Colleges
- Further education establishments
- NHS
- Emergency services
- Central Government departments and their agencies as listed

Some WPA frameworks are designed for specific sectors so only those organisations within the specified sector can use them

FLEXIBLE FRAMEWORKS

Our flexible frameworks are designed with Partners interests in mind:

- Addressing local, financial, quality and sustainability objectives
- Compliant with EU and UK procurement rules
- Options on technical specifications

A BENEFICIAL PROCESS

- WPA partners will save many hours every year by using our frameworks
- Our partners gain back valuable time to focus on the needs of their communities

FINANCIAL REBATE

- WPA partners are eligible to receive a share of any surplus generated in a financial year
- WPA partners receive a pro-rata share based on their total spend during the qualifying period

CONTACT

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NEIL BARKER
Director

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Neil has worked in Wales since joining LHC in 2005, after various roles within the construction industry. His role as Director of the WPA is the culmination of many years working to bring Welsh suppliers and public sector bodies together. He is determined to make the WPA a major success. In his spare time, Neil is an accomplished musician and a keen cyclist.

ANDREW HAMAR
Client Support Manager

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After studying at University in the United States and playing professional tennis, Andrew has enjoyed returning to his Welsh roots. As Client Support Manager, Andrew supports a multitude of organisations throughout Wales, helping them to achieve their procurement objectives. It's quite a varied role that can range from organising asbestos removal to large-scale windows replacements contracts.

MALI HILL
Client Research Officer

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Mali is a customer service professional with over 17 years progressive management experience in the retail sector. Born in Aberystwyth and with Welsh as her first language, Mali is very proud to be part of the team and is delighted to see the WPA become well established. She enjoys watching old films and often organises weekend adventures.

IBRAR MIAN
Technical Support Manager

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Ibrar was previously a client of the WPA when working for a housing association. He feels a real sense of momentum in Wales around finding innovative methods of tackling carbon reduction and new housing construction challenges. He is expecting to play a big role in the new WPA framework for the Offsite Construction of New Homes and the faster delivery of more energy efficient homes.

Teamwork and a commitment to succeed is at the heart of everything we do.

In collaboration with the technical and procurement team at LHC, the WPA is developing frameworks specifically for the public sector in Wales. Our agenda is driven by the WPA Executive Committee representing our Welsh clients.

Focused on achieving goals set by the Well-being of Future Generations (Wales) Act 2015, the WPA offers innovative solutions for the procurement of new-build and refurbishment contracts throughout Wales. We seek to work with the best contractors and suppliers and are encouraging Welsh companies to apply for places on the frameworks.

The WPA has also established a Community Benefits fund for its partners with income generated by procurement in Wales.

WPA SOCIAL LINKS

WPA (Welsh Procurement Alliance)

Welsh Procurement @WelshProcure

#InWalesForWales

CYNGHRAIR CAFFAEL CYMREIG | WELSH PROCUREMENT ALLIANCE

In association with:

LHC

Trusted procurement for better buildings and homes

The WPA is continually investing in its infrastructure and forging new partnerships with professional suppliers and contractors throughout Wales. Our Framework Agreements are also developing to meet the needs of our discerning membership and ultimately the needs of the Welsh communities we serve. For the very latest information on the WPA, please visit our website **www.welshprocurement.cymru**

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