**Buckinghamshire Highways TMC**

**Q & A - Version 1**

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| **Q Nº** | **Questions and Responses** |
| **Q1** | Given the small number of people currently sitting within the Buckinghamshire client team, please can you provide details of who will be assessing the bid? Are you being supported by any specialist highways procurement consultants to assist you in the tender reviews, or are you confident that you will have sufficient internal resources to assess the bids?  |
| **A1** | As part of the new operating model the client team is being extended and this process has already begun. The client team also has support from corporate departments e.g. Procurement, Legal, HR. The team is also being supported via external legal advice and has also secured the services of an independent procurement specialist and technical advisor. As such we are confident that we have sufficient resources and capacity.  |
| **Q2** | Will details of reactive, cyclical, winter and minor works budgets to be used through the TMC be made available? |
| **A2** | We will be using a NEC4 Term Service Contract Option A, Price Contract with Price List which will have indicative quantities included. In addition, overall throughputs for each contract is also included in the presentation. |
| **Q3** | It would appear that a significant amount of damage is being caused to the Buckinghamshire highway network by the HS2 works, particularly in the northern part of the county. Is additional funding being obtained through HS2 to ensure that the highway network is maintained in a safe condition? |
| **A3** | We are in constant and regular communication with HS2 and their supply chain to ensure all works, including appropriate remedial works are carried out in accordance with our standards. |
| **Q4** | Can the council confirm how many bidders will be taken forward to ITPN stage, and then into the Negotiation stage?  |
| **A4** | This will be dependent on how many bids we receive, but we would be looking to take 4-6 bidders through to the ITPN and then reducing that to 2-3 in the negotiation stage. |
| **Q5** | Will details of all Alliance Key Performance Indicators (AKPI’s) and Contract Key Performance Indicators (CKPI’s) be provided at the initial bid stage, or will they be subject to agreement between the various alliance partners at a later stage? |
| **A5** | The CKPI's will be provided at the initial bid stage with options to discuss during the negotiations, likewise there will be indicative AKPI's that will be subject to discussion with the successful parties during the mobilisation period. |
| **Q6** | As the framework contracts will not be coming to market for a few months, if bidders wish to submit tenders for the TMC as well as one or more of the framework contracts,  will there be opportunities during the final tender stage to align bids, and ensure that Buckinghamshire Council benefit from the most economically advantageous tenders? |
| **A6** | While there is no issue with tenderers submitting bids for the TMC as well as some/all of the frameworks, the timing of the procurement exercises will not permit any alignment as no alterations can be made or considered after submission of final tender.  |
| **Q7** | Will the tender process be two or one stage and if two stage, how many bidders will you be taking through to the 2nd stage for each contract. |
| **A7** | Subject on how many bids we receive we would be looking to take 4-6 bidders through to the ITPN and then reducing that to 2-3 in the negotiation stage.  |
| **Q8** | In respect of the Highway Minor and Major Works Framework how many contractors will you be appointing to Lots 1,2 and 3 and the Major Works contract |
| **A8** | It will be dependent on submissions, but we can confirm that it will be a minimum of 2 for each LOT and also a minimum of 2 for the major works framework. |
| **Q9** | What will be the Price and Quality split? |
| **A9** | It will be a 60 quality /40 price - split |
| **Q10** | What do you envisage the average annual value/spend will be for Lot 1, 2, and 3 and the Major Works contract? |
| **A10** | Included in presentation |
| **Q11** | In respect of the Frameworks contracts if you are to going to appoint more than one contractor to Lots 1, 2, and 3, and the Major Works contract. How do you envisage TUPE transfer will take place/controlled so that effected staff are fairly transferred between each of the appointed contractors? |
| **A11** | We envisage a minimum of 2 contracts in each LOT and the same for the Major works contract. We are currently in discussion with our current suppliers and assessing who will be eligible for TUPE.  |
| **Q12** | What are the highway service challenges & opportunities of Unitary status? |
| **A12** | The new council structure results in more wards, with 3 councillors per ward, which does bring with it some challenges. However, being unitary, bringing together all services under one council means that it is much easier to coordinate plans with better collaboration and communications and more consistency of decision making. It also offers an opportunity to merge services with a view to explore efficiencies and ultimately offer better service. |
| **Q13** | Will you still look to use the MHA Framework for medium - larger projects? |
| **A13** | Yes, Buckinghamshire Council will still be active members of the MHA and may choose to use their frameworks for larger infrastructure projects. It is, however, the intention to use these new contractual arrangements in the future, and thereafter, dependant on quality and value and on a case by case basis. Clearly if these new arrangements offer best quality and value, and are able to deliver the requirements, then these would be the ones of choice. |
| **Q14** | Are you classing the Major Works Framework as a lot and therefore there will be 2 suppliers on this also? |
| **A14** | The major Works Framework is a separate framework and it will also have a minimum of 2 suppliers. |
| **Q15** | Will all designs be undertaken by the Term Consultant, any D&B for the larger projects? |
| **A15** | The default position will be to use the Term Consultant, but we reserve the right to use our other frameworks, e.g. MHA, if they offer a better quality and value option and are best placed to deliver. |
| **Q16** | Are there any limitations on the number of lots that could be awarded to one contractor/entity? |
| **A16** | No, any supplier can bid and be successful for any of the lots, frameworks, TMC or TCC, there are no restrictions. |
| **Q17** | In terms of the Term Consultant Contract, is it envisaged that this will also include transport planning/modelling services and environmental services (e.g. flood alleviation/management) beyond just design work? |
| **A17** | Yes. Some of these services sit within the Highways area, others are in other sections/directorates of the council, e.g. Flood alleviation/management. It is recommended that these teams use our consultants for their future works, dependant on quality, value and ability to deliver. |
| **Q18** | What will be your approach to Social Value and how important are use of Buckinghamshire SMEs? |
| **A18** | Social value is very important to the council. There will be a question in the SQ and in tender stage on social value, and it will form a part of the evaluation assessment. Using local SME’s as appropriate will also be a consideration. |
| **Q19** | How many suppliers do you intend to take through to tender post SQ? |
| **A19** | For the TMC, dependant on the responses received, it is anticipated to take between 4 and 6 post SQ. |
| **Q20** | Are there TUPE implications for the existing provider or will fragmentation cancel this. |
| **A20** | Yes, there are TUPE implications for the existing staff and employees of the current supplier and this will be worked through as appropriate with the successful bidders. |
| **Q21** | Given the small number of people currently sitting within the Buckinghamshire client team can you provide details of who will be assessing the bid. Are you being supported by procurement consultants to help you assess the bids, or do you have sufficient resources in-house? |
| **A21** | It is acknowledged that there was an extremely small client team, however the new model addresses this and the client team has already been expanded and will continue to grow over the period to the new contract commencing in April 2023. In addition, it has also been supplemented in various aspects of the project, via legal, procurement and technical expertise and we are confident we have sufficient resources in house to deliver a successful procurement exercise. |
| **Q22** | How will you capture social value outcomes during delivery; and how will you evaluate the credentials and commitments made by suppliers during the procurement process? |
| **A22** | Social value is very important, and there will be a question in the SQ and in tender stage, where social value will be assessed and evaluated as part of any bid.  |
| **Q23** | How important will a local office be for the Consultancy contract? |
| **A23** | There is a capability to work remotely but with a strong member lead authority we would like to see most of our colleagues based within the county to get a sense of engagement when discussing future requirements but we would be open to propositions which blend the two models. |
| **Q24** | Will the contracts be open to other Local Authorities to use? |
| **A24** | No. |
| **Q25** | Do you envisage the Term Consultancy Contract, which includes design and other professional services, also covering modelling, appraisal, evaluation and business case development? |
| **A25** | Yes, as previously stated in question 17 above. |
| **Q26** | Can a supplier be on the TMC and also on a lot(s)? |
| **A26** | Yes, as previously stated in question 16 above |
| **Q27** | Building on the above question relating to Social value, what are the key outcomes you are focusing on in relation to social value? |
| **A27** | This will be set out in the main documentation criteria.  |
| **Q28** | What is your view to consultants using global design services to drive price competitiveness e.g. designers outside of the UK? |
| **A28** | The council can see the potential benefits and this will be assessed in accordance with the evaluation criteria.  |
| **Q29** | What are the key success factors for the Alliance? |
| **A29** | We see a real strength in operating as a single entity. Parties working together often achieve much more than if they work alone, and benefits can be gained from collaborative working including, efficiencies leading to reduced cost, less duplication and reduction in waste via integration of teams and systems, and maximising innovation throughout the supply chain, as well as mitigation of risk through joint management. If all of the above can be achieved then we will meet the aspirations of our residents and political members, which will ultimately mean success. |
| **Q30** | What is the approximate value split between design and transport planning services within the consultancy contract? |
| **A30** | We can’t give exact figures due to the nature of the throughput as a portion of the design elements coming from other design areas/departments within the council. In addition, this is dependent on a number of other factors including, programmes, budgets and bids, so can vary year by year.  |
| **Q31** | What is your view to the Provision of Traffic Management Services on the Buckinghamshire Highways contract? Will you be looking to do a tender for this or will this form part of the package for the Highways Supply chain and for them to provide on the contract? |
| **A31** | We would expect our suppliers to provide Traffic Management for their own works. |
| **Q32** | In addition to Social Value, what are the Council's decarbonisation ambitions? |
| **A32** | Council have a published climate change strategy that is currently awaiting to be formally adopted to reach carbon neutrality earlier than 2050. We would be very eager to look at any proposals to look at ways to reach this any sooner. |
| **Q33** | Does the estimated Term Consultancy annual contract value (£3m p.a.) include design and consultancy services related to major projects or is this solely design and consultancy to support operation, maintenance and renewals of the network? |
| **A33** | Yes, it includes design and consultancy service. |
| **Q34** | Would the Authority consider a 70/30 quality price split for the consultancy contract to drive a higher quality service? |
| **A34** | We assessed various %’s throughout the process and we and our Cabinet Members believe that 60 quality/40 price is the correct percentages for these contracts and for Buckinghamshire Council. |
| **Q35** | Following on from the response welcoming use of global design services - how do you plan to assess a commercial and Social Value submission that uses global design services to offer competitive rates/pricing against the deliverability of a suppliers social value response/commitments made in the tender using such a global approach to resourcing projects/services? |
| **A35** | The assessment criteria will be made clear in the tender documentation.  |
| **Q36** | Will ECI be integrated into the consultancy contract and Framework Lots? |
| **A36** | Yes, we acknowledge and believe that ECI brings advantages to a project. |
| **Q37** | Will the draft ITT docs be issued with the SQ? |
| **A37** | Yes. |
| **Q38** | What NEC Payment Options will be used for the Frameworks? |
| **A38** | Thus has not been agreed yet, but more information will be available nearer the time of release which is scheduled for spring 2022. |
| **Q39** | Noting your intention to procure via the competitive procedure with negotiation, do you have any views yet on likely areas for negotiation? |
| **A39** | The Council has identified and will publish in the tender documentation a number of high level areas on which we intend to negotiate. It will be a very focused negotiation, to clarify and build on these aspects for both parties. |
| **Q40** | What will be incorporated into the scope in respect of BIM and digital construction? |
| **A40** | Included in the selection questionnaire and also within the tender proposals, we will be looking for BIM. While it is more important in the major works framework and less important in the TMC, we believe that there is scope for increasing the use and value that BIM and other technologies can bring to the more maintenance related activities. |
| **Q41** | What are the key behaviours you value in a supplier? |
| **A41** | Flexibility, responsiveness, openness, can-do attitude, excellent communication, proud, ambitious, collaborative, trustworthy. |
| **Q42** | How high priority is transport technology advancements such as autonomous and electric vehicles? |
| **A42** | Electric vehicles in particular, as well as other developing technologies, are a massive focus for the council, we are part of the ADEPT live labs and trials are taking place and we hope Buckinghamshire will be at the forefront for trials in the future. We would be interested in discussing with contractors about fleet and how this will help us reach our climate change agenda. |
| **Q43** | Regarding the TMC, will the start of the ITPN phase include a pricing submission? |
| **A43** | Yes, when we ask for initial tenders, we will be asking for a pricing submission that will be evaluated.  |
| **Q44** | What is the last date for thoughts/ideas for you to consider? |
| **A44** | Up until we go to market with our documents. Communication will continue throughout the process. We will be taking questions on our E-sourcing system, the Buckinghamshire Business Portal where we will publish the answers on a weekly or sooner basis. Please ensure you register on the portal.Clearly in the future we would want to hear thoughts and ideas from out selected partners on an ongoing basis. |
| **Q45** | Will you be running another session in the spring for the Major/ Minor Framework lots? |
| **A45** | It is our intention to set up another session to look at the frameworks closer to its release date in 2022.  |