Introducing the SPA

The Scottish Procurement Alliance (SPA) is a new approach for procurement in Scotland, created for organisations that buy products and services for the construction, refurbishment and maintenance of social housing and public buildings. It is backed by LHC, one of the leading and most respected procurement organisations in the UK.

The SPA results from discussions with LHC members in Scotland who saw the huge potential of having a centre of excellence for procurement - focused on construction and refurbishment - which exclusively addresses Scottish needs, standards and aspirations.

Its formation is timely, coinciding as it does with the new procurement regulation in Scotland which places additional requirements on organisations involved in procurement using public funds. The significant new requirements are as follows:

-- All spends of above £50,000 (for supply and services) and £2,000,000 (for works), must be compliant with the new regulation
-- The specific social value and community benefit of each spend over this threshold must be stated (a requirement from 1st June 2016)
-- Each organisation must publish a procurement strategy report on how local needs have been met (a requirement from 31st December 2016)

In this changing landscape for procurement and with its sole focus on Scotland, the SPA will be a hub of knowledge and insight for its partners, working in partnership with them to develop Scottish best practice, social value from procurement and positive outcomes for Scottish communities.

What makes the SPA different?

SPA is set to change the landscape of procurement in Scotland, bringing significant benefits to partners and the communities they serve.

Our vision is to be the recognised centre of excellence for procurement in Scotland, successful at ensuring every pound spent on the construction and refurbishment of public buildings and social housing adds to the quality of life enjoyed by the Scottish communities we serve.

Active partnerships
Every partner can contribute to the frameworks SPA creates. They can ensure the requirements and specifications meet the needs of local communities and Scottish quality, price and value standards.

Better procurement
The sharing of knowledge will drive both the precision and usability of frameworks, while at the same time enabling each partner to grow their insights into better procurement for social housing and public buildings, and develop effective strategies that meet regulatory requirements.

Generating a collective fund
By using SPA frameworks for purchasing, partners within the alliance who spend over a specified threshold will receive a rebate which they can choose to contribute to The SPA Collective Fund for investment in community projects of shared benefit. Alternatively, some or the entire rebate can be returned to the individual partner to support their own sustainable procurement strategy.

Backed by LHC
With a history that extends back half a century, LHC is one of the most experienced and respected providers of procurement frameworks in the construction sector. As a not-for-profit organisation it shares an ethos with the clients it supports with procurements services.

LHC will produce, house and manage the frameworks initiated by SPA partners, giving direct access to a tried and tested system that ensures compliance, quality and best value for partners, at the same time as enabling frameworks entirely shaped for Scottish requirements.

Free membership
Joining the SPA is free for any organisation that is fully or part publicly funded. The membership application form can be downloaded here:

WWW.SCOTTISHPROCUREMENT.SCOT/SIGNMEUP

Dates correct at time of print.
The SPA framework for Energy Efficiency and Refurbishment is available to all organisations in Scotland that are fully or part publicly funded.

This OJEU compliant framework offers:
- Supply and installation of energy efficiency and refurbishment measures
- Approved framework suppliers that are specialist, competent contractors (PAS 2030 and MCS or equivalent certified installers). All suppliers are compliant with all relevant funding streams (e.g. ECO Funding, Renewable Heat Incentive, Feed in Tariff and Devolved Administration funding)
- Workstream 1: Energy Consultants and Project Management Services including, but not limited to: Building energy policy and strategy development, energy audits and surveys, chartered surveyors reports and Green Deal Advice Reports (GDAR), project management services, building energy certificates, as well as principle design duties
- Workstream 2: The opportunity to appoint local SMEs through Individual Energy Efficiency & Renewable Measures including, but not limited to: External, cavity and internal wall insulation, traditional and individual biomass heating boiler systems, photovoltaic systems, air source heat pump systems (air to water), as well as district heating (heat interface units)
- Workstream 3: The opportunity to appoint large main contractors for All Energy Measures and Refurbishment Works including, but not limited to: Minor building works, kitchens and bathrooms, windows and doors, flooring, plumbing and waste, electrical rewires, power and lighting, internal and external finishes and decoration, walls and fences, roof repairs, footpaths, as well as landscaping

Contract notices were issued by LHC on behalf of the Scottish Procurement Alliance (SPA), and are specified below:
- 2015/S210-381388 Scotland
- 2015/S 215-391842 Scotland

### About this framework

### The framework in action

As well as providing compliance, quality and best value to partners, the SPA framework for Energy Efficiency and Refurbishment supports a streamlined process from the award of a contract (call-off) to completion of a project.

#### Competitive market prices
Prices in place at call-off stage maintain best value as established in the evaluation stage.

#### Quick and efficient procurement
Speedy access to SPA framework suppliers and the options of a mini-competition or direct award to enable the final selection of a supplier(s) for a project.

#### Instant access to project data
Continuous access to information throughout the procurement process through the suppliers’ on-line portal.

#### Delivery periods guarantee
Guaranteed delivery periods that ensure services and works are delivered to meet work schedules.

#### Advice on design and regulatory compliance
Guidance on interpretation and conformity to all statutory regulations and planning requirements.

#### Service levels guarantee
Guaranteed service levels from inquiry to supply, providing peace of mind that services and works will be conducted effectively.

#### High quality standards
Standards of quality maintained throughout projects through monitoring in accordance with the ISO 9001 Quality Management System.

#### Quick project starts
Enabled by pre-tendered procurement that reduces the cost and time input by publicly funded organisations.
SPA framework suppliers have passed a rigorous evaluation process in order to serve the needs of our partners.

About this tender

The tender process for this framework followed an open procedure which eliminates the pre-qualification questionnaire stage. Suppliers were given free and open access to the tender and offer documentation and answered suitability assessment questions.

Selection criteria

- Financial information
- Business and professional standing
- Health and safety policy and capability
- Equal opportunity and diversity policy and capability
- Environmental management policy and capability
- Quality management policy and capability
- Sustainability and social inclusion policy requirements
- Experience of working in public sector and partnering
- Membership of professional bodies and/or trade associations and technical associations
- Managerial and technical support, sales, marketing and supporting information
- Technical and professional ability
- Providing the full range of essential components on offer
- Conformity to the SPA specification together with the expertise and quality of delivery
The diagram below shows the process a framework supplier completes in order to service the needs of SPA partners. It also highlights the support our partners receive.

**Suitability assessment**

Suppliers have open access to the tender and offer documentation (ITT) and are asked to respond to suitability assessment questions covering:
- Company standing
- Financial standing, employment practices, environmental awareness, capacity and geographical range
- Installation capability
- Technical capability
- Quality systems management capability
- Experience of supply to the public sector
- Sustainability and social value
- Specification for products and services
- Testing and certification
- Service capability
- Pricing

A detailed evaluation report is prepared which shows for each tenderer a:
- Weighted score under each heading
- Value for money index
- Company or companies recommended for appointment

**Appointing framework suppliers**

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 SPA website

**Awarding contracts “call-offs”**

When partners are ready to choose a framework supplier for an individual project, they should start the process by talking to our procurement experts. SPA will coordinate either:
- A mini-competition involving framework suppliers that have declared an interest in the project
- A direct award made to a single company, with justifiable reasoning, without reopening competition. Our procurement experts can provide the final evaluation table to assist in the decision

**Works commence/complete**

SPA provides support and technical assistance throughout the life of a project, 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 establish an excellent partner journey. We will be happy to meet you during and after project completion to discuss how SPA, as well as the framework suppliers, could improve the level of performance.

SPA frameworks provide compliance, quality and best value to partners, with a streamlined process for engaging with approved framework suppliers

From suitability to call-off contract
Award weighting criteria

Workstream 1: Energy Consultants and Project Management Services

10% Suitability
- Company evaluation including:
  - Sustainability and social inclusion
  - Business and professional standing
  - Health and safety policy capability
  - Equal opportunity and diversity
  - Environmental management
  - Quality management
  - Capability for geographical lots

40% Pricing
- Schedule of rates and prices
- Time charges

50% Quality
- Administrative and management services were assessed using responses given within the offer document. Activities covered by the assessment included:
  - Conformity to the SPA specification
  - Quality of delivery and expertise
  - Application and comprehensiveness of service
  - Framework management
  - Management of specific call off contracts
  - Performance management
  - Customer service
  - Project registration, planning, tracking and programming
  - Suppliers core project team
  - Client, contractor and resident liaison
  - Site management including project supervision and meetings
  - Compliance with survey and installation codes of practice
  - Final inspection and signing off procedures
  - Cost management service
  - Technical support
  - Advice on statutory regulations, support in planning and obtaining funding

Award weighting criteria are established on each individual framework and can be flexed to a buyer’s individual needs.

Workstream 2: Individual Energy Efficiency Measures

10% Suitability
- Company evaluation including:
  - Sustainability and social inclusion
  - Business and professional standing
  - Health and safety policy capability
  - Equal opportunity and diversity
  - Environmental management
  - Quality management
  - Capability for geographical lots

50% Pricing
- Prices were tendered using two methods of analysis:
  - A built up matrix of costs, to provide a total cost for the supply and installation of each option measure applied for
  - A selection of contract scenarios were priced for each measure applied for

Workstream 3: All Energy Measures including Refurbishment

10% Suitability
- Company evaluation including:
  - Sustainability and social inclusion
  - Business and professional standing
  - Health and safety policy capability
  - Equal opportunity and diversity
  - Environmental management
  - Quality management
  - Capability for geographical lots

50% Quality
- Companies were assessed for each energy efficiency and renewable energy measure applied for, including:
  - Incident management, including dealing with system failures during installation and post installation and the processes for managing, monitoring and reviewing their contractors and subcontractors during call-offs
  - Performance management including managing variations, changes in the scope of works and avoid scope creep
  - Framework and call-off projects management including evidence of how they independently validate the benefits arising from their Corporate Social Responsibility (CSR) strategy
  - Customer service (client and resident)
  - Example contract scenarios were developed for part of the pricing exercise in which the quality including accuracy of interpretation, technical options and clarity of presented information was assessed
  - Management of their supply chain and on-going quality assurance processes
  - Processes for preventing poor quality installations
  - Details of how companies source their sub-contractors and installers, including on-going training requirements
  - Details of the products supplied for each option measure applied for
Workstream 1: Energy Consultants and Project Management

This option addresses the upfront need to assess energy efficiency requirements through the provision of consultancy and project management services.

This includes:
-- The measurement, monitoring and performance of existing energy efficiency measures
-- The assessment of proposed energy efficiency and renewable energy improvement measures
-- Ensuring appropriate project management and health and safety compliance requirements and best practice is followed

This workstream can be used in isolation or to complement measures used through Workstream 2 and Workstream 3 where consultancy and project management services are required.

Services offered through this workstream include:

Building energy policy and strategy development
-- Policy support, strategy development, implementation and investment planning for energy initiatives
-- Specification of monitoring and testing regimes
-- Setting of energy targets
-- Staff training and engagement programmes
-- HECA and fuel poverty strategy and reporting
-- Low and zero carbon feasibility studies

Energy audits and surveys
Provision of level 1–3 energy audit and surveys to recommend improvement measures, that include:
-- Associated costs
-- Anticipated energy savings from an energy efficiency investment for buildings
-- Energy monitoring and defining an appropriate monitoring and targeting system
-- The analysis of energy profiles to help characterise building energy performance, including risk from overheating and independent reports on metering arrangements

Chartered surveyors reports and Green Deal Advice Reports (GDAR)
-- Building condition surveys and reports
-- Funding compliance such as ECO
-- Special measures such as hard to treat cavities

BREEAM assessments
-- Domestic and non-domestic

Funding and finance assistance
The provision of bespoke proposals to help partners access European and UK funding and finance for building refurbishment projects.
This includes the submission of funding and finance proposals for the installation, feasibility, monitoring and compliance requirements of low and zero carbon refurbishment measures and community energy projects.

Building energy certificates
-- Display Energy Certificates (DEC)
-- Advisory Report (AR)
-- Energy Performance Certificates (EPC)
-- Domestic and Energy Performance Certificates (EPC)
-- Non-Domestic

Stock condition surveys and reports
-- Property condition surveys
-- Energy audits
-- Health and safety risk assessments

Product specification and procurement
-- Preparing and developing tender and technical documentation
-- Draft proposals
-- Preparing scheme design with costings
-- Programmes for completion of projects and specification of works
-- Ensuring buildability
-- Compliance with building regulations
-- Funding and finance requirements
-- Planning

Quantity surveyors
The provision of quantity surveying and value engineering services including:
-- Approving pricing and rating variations
-- Pre-contract involvement
-- Assistance with claims
-- Dispute resolution

Project management services
The provision of a consultant to manage projects on behalf of partners. This will ensure the delivery of the project on time, budget and to the required quality standards.

Clerk of works provision
-- Make regular visits to sites
-- Ensure that work is carried out properly to the partners’ standards, specification and schedule
-- Ensure health and safety rules are being followed including ensuring Risk Assessment and Method Statements (RAMS) are being adhered to and recorded

Principle design duties
-- Undertake the duties of the Construction and Design Management (CDM) Regulations 2015 as principal designer in line with Regulations 11 & 12 for notifiable and non-notifiable work
-- Act as advisor for all non-notifiable CDM projects where the client may be appointed as the principle designer
-- Including both pre-contract services (up to end of RIBA stage 3) and post-contract services (RIBA stages 4-6)

Health and safety advisors
To ensure duties under the Health and Safety at Work Act are reasonably and practicably handed over to a competent principle contractor. This includes assistance at the tender and work stages, (including post completion, commissioning and handover) and supervision of the appointed principle contractor to ensure:
-- Compliance with the Health and Safety at Work Act and CDM Regulations 2015
-- Advising of health and safety requirements
-- Inspection of sites and works to ensure that the level of health and safety to the partners’ employees, tenants and the general public are maintained
-- Minimise operational losses, occupational health problems, accidents and injuries
Workstream 2: Individual Energy Efficiency and Renewable Measures

This option provides the opportunity for partners to appoint local SME specialist approved installers, who can offer the complete design, supply, installation and commissioning and where appropriate, maintain and repair, of at least one or more energy efficiency or renewable energy measures.

Companies appointed to the framework are competent contractors (PAS 2030 and MCS or equivalent certified installers and approved system manufacturers/suppliers) who are capable of providing partners with full project management services.

This will be typically for small to medium scale energy efficiency projects.

Companies are also capable of providing the full range of enabling and ancillary measures, (such as scaffolding), and can offer a full suite of appropriate guarantees and warranties.

Services offered through this workstream include:

**Insulation measures**

The range of energy efficiency and renewable energy systems comply with all relevant funding streams and are suitable for traditional and non-traditional properties. Performance requirements meet building regulations including appropriate regional variations and are eligible for relevant funding.

**External wall insulation**

A choice of insulation types, including direct fix and rail, are offered with a range of finishes.

**Cavity wall insulation**

A choice of insulation types are available for easy and hard to treat extraction applications.

**Internal wall insulation**

Four insulation methods are available:

-- Blown behind existing wall linings
-- Applied on existing wall linings
-- Directly applied to masonry or plaster (including sprayed e.g. cellulose fibre) and held in place by framing with studwork or rail type

**Insulation materials**

For both virgin and top up insulation requirements and associated measures:

Insulation methods include:

-- Floor work
-- Pipe work
-- Lofts and hatches
-- Hot and cold water tanks
-- Duct work
-- Draught proofing

**Heating and Renewable Measures**

**Systems**

- Microgeneration Certificate Scheme (MCS) and Renewable Energy Consumer Code (RECC) equivalent approved and, where relevant, eligible for funding, including the domestic and non-domestic Renewable Heat Incentive.

**Individual biomass heating boiler systems**

Suitable for domestic dwellings using manually and automatically stoked wood pellets, wood chips and log solid fuels, with a nominal heat output of up to 500kW, that generate hot water and central heating.

**Photovoltaic systems**

Roof mounted and free standing grid connected MCS or equivalent approved systems.

The choice of system types include thin film, mono and poly-crystalline types and declared net capacities up to 50kWP, offering a range of different performance requirements.

For roof integrated photovoltaic and solar thermal systems, refer our framework guide for Pitched Roofing (PR3).

**Air source heat pump systems (air to water)**

Suitable for domestic and non-domestic applications, offering a range of different performance requirements.

**District heating (heat interface units)**

This includes connections for indirect heating and instantaneous domestic hot water use for domestic dwellings, including connection to or an upgrade to an existing or new district heating system.

**Traditional boilers**

This includes any fuel type for domestic dwellings.

**Heating systems**

- Replacement components
- Full wet systems
- Hot water systems
Workstream 3: All Energy Efficiency Measures including Refurbishment Works

This option provides the opportunity for partners to appoint main contractors for larger scale refurbishments and retrofit projects.

These approved framework suppliers offer the full spectrum of energy efficiency and renewable energy systems, with the addition of refurbishment and project management services.

**Project Management**
-- Managing subcontractors and multi-discipline trades
-- Site management and clerk of works services
-- Quantity surveying

**Energy efficiency measures**
See Workstream 2.

**Refurbishment works**
-- Minor building work
-- Kitchen and bathroom replacements
-- Window and door replacements
-- Building repairs and alterations
-- Internal finishes
-- Internal and external decoration
-- Soffit and facia repair and replacement
-- Plumbing and drainage
-- Electrical rewires, power and lighting
-- Flat and pitched roof repair and replacement
-- Concrete repairs
-- External walls and bin cupboards
-- Footpaths
-- Fencing
-- Landscape gardening

This option provides the opportunity for partners to appoint main contractors for larger scale refurbishments and retrofit projects.

Workstream 3: All Energy Efficiency Measures including Refurbishment Works
SPA approved framework suppliers

**Workstream 1: Energy Consultants and Project Management Services**
- Gep Environmental Ltd
- Everwarm Ltd

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**Workstream 2: Individual Energy Efficiency & Renewable Measures**

All framework companies listed on page 19 can provide individual energy efficiency and renewable measures in Scotland, and are appointed for areas:

- **A**: External Wall Insulation
- **B**: Cavity Wall Insulation
- **C**: Internal Wall Insulation
- **D**: Insulation Materials
- **E**: Biomass Boilers
- **F**: Solar Photovoltaics (PV)
- **G**: Air Source Heat Pumps
- **H**: Heat Interface Units (District Heating)
- **I**: Traditional Boilers (Oil & Gas)

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**Workstream 3: All Energy Measures and Refurbishment Works**
- Keepmoat Regeneration
- Sustainable Building Services
- Keepmoat Regeneration
- Keepmoat Regeneration

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**Regional lots**
- **M1**: Southern Scotland
- **M2**: Northern Scotland

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**15 companies have been appointed to service the needs of our partners across Scotland, of which 60% are SMEs.**

CLIVE FEENEY
Head of SPA Operations
Framework for Energy Efficiency and Refurbishment

Workstream 1: Energy Consultants and Project Management services

Workstream 2: Individual Energy Efficiency & Renewable Measures

Workstream 3: All Energy Efficiency & Renewable Measures

Workstream 1 and 3 is valid until 29th February 2020
Workstream 2 is valid until 30th April 2020

T 0131 306 0176
WWW.SCOTTISHPROCUREMENT.SCOT