

Launch Webinar Grounds Maintenance

July 2022

Andrew Gray – Member Relationship Manager

Graham Duddle – Framework Manager

FUSION²¹

Minimise the dashboard here

Change your audio options here

Enter questions here

The screenshot displays the GoToWebinar interface with three callouts. The top callout points to the minimize button in the dashboard sidebar. The middle callout points to the audio settings panel, which includes options for 'Computer audio' and 'Phone call', a 'MUTED' status, and dropdown menus for 'Microphone (HD Webcam C510)' and 'Speakers (High Definition Aud...)'. The bottom callout points to the 'Questions' section, which contains a text input field with the placeholder '[Enter a question for staff]' and a 'Send' button. At the bottom of the interface, there is a section for 'Multi sessions different registrants' with the 'Webinar ID: 980-960-603' and the GoToWebinar logo.

Today's agenda

- Introduction
- Lot Structure
- Call off options
- Social Value

Fusion21's Purpose

To make a **real** impact
in the public
and social sectors



Framework Deliverables

Coverage and work streams

Offers a range of services from grass and hedge cutting, weed control, and arboricultural work to green waste disposal, hard and soft landscaping, and horticultural care, this framework will support improvement and maintenance work for outdoor spaces of any scale across England, Scotland, and Wales.



Framework Mandatory Criteria

Insurance

The minimum insurance requirements for any lot are:

- Public Liability £5 million
- Employers Liability £10 million

Suppliers for Grounds Maintenance have the following minimum accreditations:

- ISO certifications - Quality, Environmental and Health and Safety accreditations ISO 9001, ISO 14001, and ISO 45001

Tender Process

Grounds Maintenance Framework

- Contract Notice: 2022/s 000-006649
- Total Bids Received: 20
- Suppliers Successful: 13
- Framework live – 7th June 2022

Framework Appointed Suppliers

Churchill Contract Services

Commercial Services Trading Limited

Gould Landscapes Ltd

Greenfingers Landscape Ltd

Ground Control Limited

idverde Ltd (Landscape Group)

John O'Conner (Grounds Maintenance) Limited

M&Y Maintenance and Construction Ltd

Mark Walker Grounds Maintenance Ltd

Peter Crosby Landscape Limited

Ramscapes Ltd

Third Eye Installation Systems Limited

Tivoli Group Ltd

Service Levels

- **Direct Award:** Process as outlined below
- **Access Only:** Minimal input from Fusion21 + Critical Friend Review
- **Managed Procurement:** Consultant Specification + Fusion21 Procurement
- **Partnership:** Turnkey – we will do everything we can

Call off options

	Call-Off Method	Detail
1.	Direct Award	Selecting a supplier, without reopening competition, based on the terms of the Framework Agreement utilizing the costs and rates provided within the framework for the completion of specific items of work
2.	Direct Award with Negotiation	Selecting a supplier, without reopening competition, based on the terms of the Framework Agreement utilizing fixed cost elements; including overhead, profit, prelims. Through early engagement the Supplier and Member will then agree the variable costs for the project specific works / services
3.	Single Stage Further Competition	Selecting a supplier via further competition in accordance with the terms of the Framework Agreement amongst the suppliers appointed to the framework for the relevant Lot and region, through a combined quality and cost evaluation based on the contract specific requirements
4.	Two Stage Further Competition	Selecting a supplier via further competition based on the terms of the Framework Agreement and amongst the suppliers appointed to the framework for the relevant Lot and region, through a two-stage approach. A supplier will be identified at the 1 st stage based on a quality evaluation and fixed cost elements; which may include overhead, profit, prelims. Through early engagement the Member and Supplier will then agree the variable costs for the project specific works/ services through the second stage

Direct Award

Framework Agreement Schedule 13

A Member/Fusion21 may instruct provision of Services and/or the carrying out of Works without reopening competition by applying the terms of the Call-Off Contract, the Supplier's prices contained in its Pricing Schedule(s), the Brief/Specification (as may be tailored more particularly to the requirements for the Call-Off Contract to be used) to select a Supplier having regard to one or more of the following:

- The Member's requirements and business needs by reference to the Brief/Specification for the provision of Services and/or carrying out Works; and/or
- Where the Member can evidence value for money based on a Total Cost of Ownership approach; and/or
- Where relevant to the ranking of the Supplier in the procurement exercise the subject matter of the Invitation to Tender; and/or
- The geographical location in which those Works and Services are to be performed; and/or
- The number of Call-Off Contracts currently awarded and to which organisation; and/or
- The poor performance of the Supplier under any Call-Off Contracts currently awarded to it.

Framework Benefits

- Pre-approved/vetted, experienced, fully accredited suppliers
- Comprehensive range of works and services to enable smooth running of any facility
- Flexible approaches to Sourcing & Procurement & Pricing
- Experienced and fully accredited suppliers
- Procured in line with Public Contracts Regulations 2015 and Public Contracts Regulations (Scotland) 2015
- Direct Award and Further Competition call off mechanisms available
- Social Value is built into the Framework and can be monitored and reported against for all call offs
- Ongoing supplier monitoring- Suites of KPI's available

Social Value



FUSION²¹

To make a **real** impact

Social Value

Why deliver Social Value?

- Public Services (Social Value) Act 2012
- Best Value Statutory Guidance
- Member Requirements

The Fusion21 Approach

- Embedded in all frameworks
- Delivered on all contracts
- Dedicated Social Value team



Social Value Requirements

- Social Value is embedded at every stage of the procurement process
- Minimum 10 Social Value Credits for every £100k of works/services. On larger projects we would expect suppliers to deliver employment and apprenticeship outcomes
- Tailored to the specific Social Value needs of the Member and agreed at the start of each project. Captured using a template provided by Fusion21 (Social Value Delivery Plan)
- Monitoring and Reporting to evidence how you have secured economic, social or environmental gains within the communities

Social Value Credits

Theme	Output	Value / Unit of Measure	Credits
Career advice and mentoring	Mentoring at school	Time - 1 day	5
Career advice and mentoring	Careers advice / presentation / workshop	Time - 1 day	5
Career advice and mentoring	Workplace visit	Time - 1 day	5
Education	Work Experience	1 person - 30 hours per week	10
Education	Entering further education	1 person - 30 hours per week	10
Employment	Job created - full time	1 person	50
Employment	Job created - part time	1 person	Proportionate
Employment	Job sustained - full time	1 person	25
Employment	Job sustained - part time	1 person	Proportionate
Employment	Apprenticeship created	1 person	50
Employment	Apprenticeship sustained	1 person	25
Local Economy	Number of contractor operatives from within 40 miles of the project site	85% within 40 miles of project site	5
Training	Accredited training	1 person	10
Training	Non-accredited training	1 person	5
Wider Social Value Support to Local Community	Donation (money)	£500	5
Wider Social Value Support to Local Community	Value of materials / equipment donation	£500	5
Wider Social Value Support to Local Community	Donation of time	1 day	5
Support and capacity building (individual/family)	Receiving employability advice	1 day	5
Support and capacity building (individual/family)	Soft skills training	1 day	5

Social Value Delivery

- 'In Change there is opportunity'
- Relationships are key
- Agreeing on delivery options is key
- Fusion21 dedicated SV manager
- Sarah.Maguire@fusion21.co.uk

Next Steps

Membership Benefits

- Membership Free: No joining fee, and no annual fee
- Fusion21: Social Enterprise – Fusion21 Foundation
- Compliant Frameworks: ISO9001 accredited procurement processes that comply with EU Procurement Directives (OJEU), public contract regulations and public sector procurement rules.
- Social Value: Every pound invested in using our frameworks makes a positive contribution towards community regeneration initiatives that benefit local economies
- Procurement Expertise: CIPS qualified and experienced specialist
- Flexible approaches: To sourcing & procurement to meet your requirements
- Member Forums: Access to Member Forums & Webinars

Next Steps

Any questions please contact:

Graham Duddle

Interim Framework Manager (Workplace and FM)

T:07513727086

Graham.duddle@fusion21.co.uk

Andrew Gray

Member Relationships Manager

T:07889534784

Andrew.gray@fusion21.co.uk

Thank you