Refurbishment, Construction, New Build and Modular Building Works Framework

Member Launch

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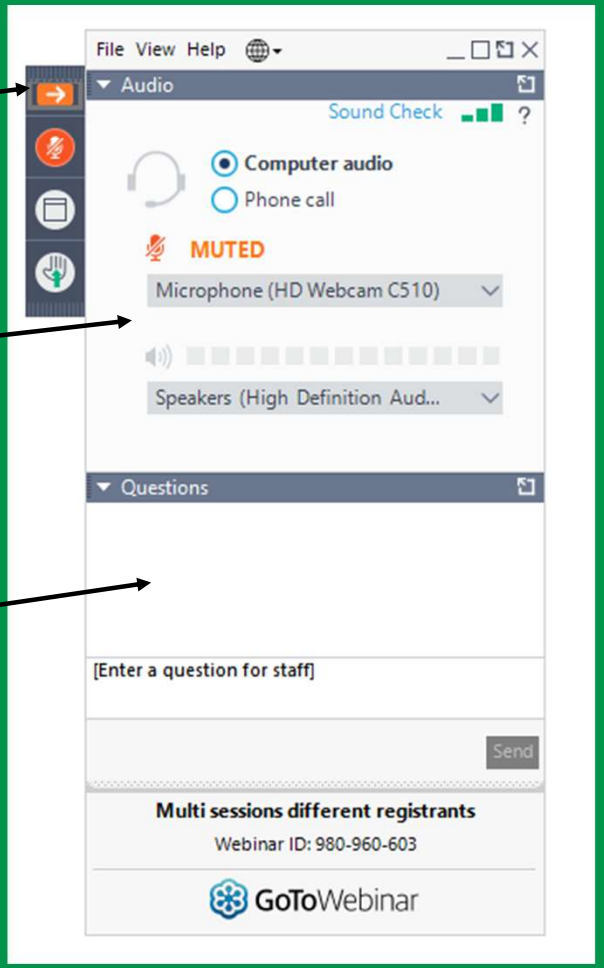


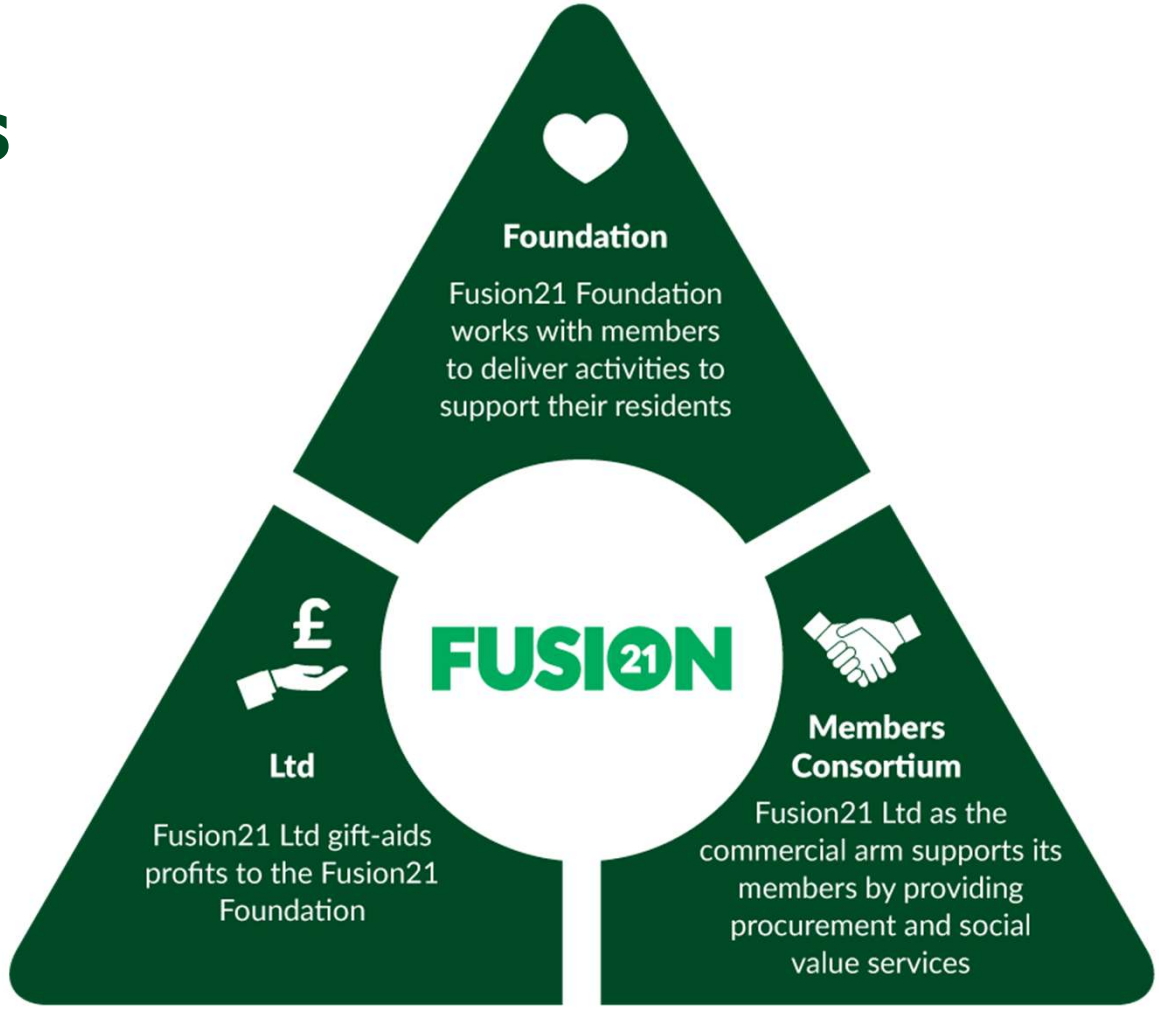
Agenda

1. Introduction to Fusion21
2. The New framework
3. Social Value
4. Q/A session

Introduction to Fusion21

- Established in 2002
- National social enterprise delivering procurement and social value
- Member led procurement consortium – comprising 1000+ public sector organisations
- Providing compliant procurement services across the built environment
- Delivering efficient and impactful services
  - Value for Money
  - Social Impact
  - Sustainability

About us


Foundation
Fusion21 Foundation works with members to deliver activities to support their residents
FUSION
Ltd
Fusion21 Ltd gift-aids profits to the Fusion21 Foundation
Members Consortium
Fusion21 Ltd as the commercial arm supports its members by providing procurement and social value services

Procurement key statistics

17
live frameworks

1100+
live projects across the whole of UK

£2.25bn
approximate spend through framework

FUSION 21

Construction Framework Framework

Paul Towers – Framework Manager

Team

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Rhys Waring – Project Manager
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Framework Information

- Framework overview - Lots
- What's new to the Framework
- Call-off options

Lot 1 – Internal & External Refurbishment

Lot	Description	Indicative Scope of Works	Sub lots	Value Bands
1	Internal & External Refurbishment	Works may be completed to the internal and external areas of any existing operational, residential, industrial or commercial assets, public building and any other property and related assets owned, rented, leased by any of the Members who may use this framework, or on property and related assets in which any of the Members may have an interest at the time or prospectively. Intended works will cover but will not be limited to: • Refurbishment • Regeneration • Stock Improvement Programmes • Fit-Out • Change of Use • Modernisation • Upgrade Works	Housing	£0-2m £2m-£5m £5m+
			Education	£0-2m £2m+
			Health	£0-2m £2m+
			Wider public sector	£0-2m £2m+

Lot 2 – Construction & New Build

Lot – 2	Construction & New Build	New build works or any type of additional building extensions/alteration Works will cover but will not be limited to: • Extension of Existing Structures • Conversion of Existing Structures • Alterations to Existing Structures • New Builds • Extra Care Schemes • Roof Top Developments • Infill Developments • Housing Regeneration Schemes which include the Provision of Additional Housing Capacity	Housing	£0-5m £5m+
			Education	£0-5m £5m+
			Health	£0-5m £5m+
			Wider public sector	£0-5m £5m+

Lot 3 – Modular Buildings

Lot - 3	Modular Buildings	Covers the design, supply, installation and commissioning of modular buildings (including pre-construction works) of modular buildings. **Note – To be considered supply partners must provide a full turnkey solution to Fusion21 members including concept design, building regulations & planning, building works (including foundation) manufacturing and installation** The Lot makes provision for design & build or hire and includes but not limited to, modular buildings including but not limited to: research laboratory space, together with seminar rooms, library, learning resource centres, classrooms, social spaces, staff offices, communal areas, receptions, porterage areas, lecture theatres, classrooms, halls of residence, student areas, campus areas and facilities including sports and leisure, catering, religious, recreation, landscaping, car parking, and site security.	Hire	N/A
			Design & Build	£0 – 5m £5m+

Framework Call Off Options

Call-Off Method	Detail
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.
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.
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.
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 1st 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 Call off and Placing of Orders

SCHEDULE 13

Direct Call-Off and Placing of Orders

1.1. 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:

1.1.1 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

1.1.2 Where the Member can evidence value for money based on a Total Cost of Ownership approach; and/or

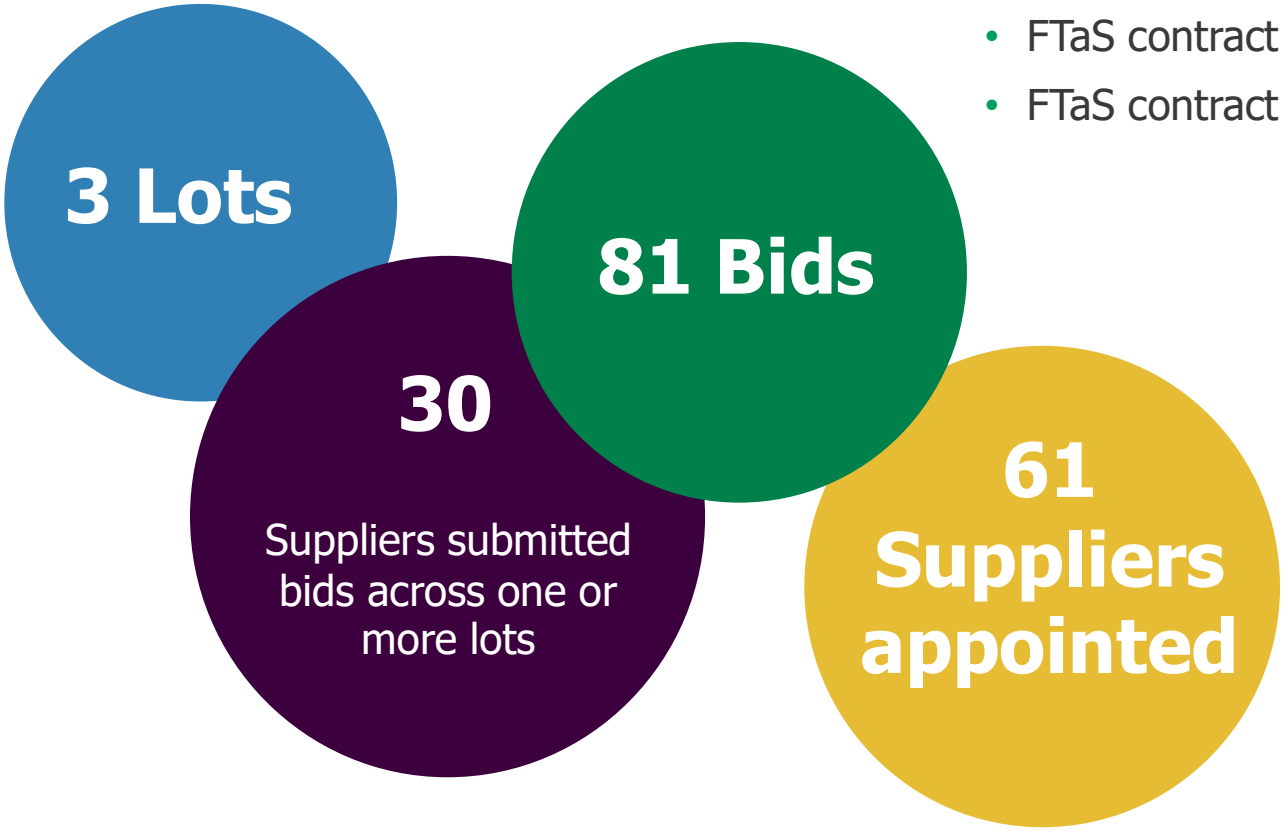
1.1.3 Where relevant to the ranking of the Supplier in the procurement exercise the subject matter of the Invitation to Tender; and/or

1.1.4 The geographical location in which those Works and Services are to be performed; and/or

1.1.5 The number of Call-Off Contracts currently awarded and to which organisation; and/or

1.1.6 The performance of the Supplier under any Call-Off Contracts currently awarded to it.

Framework Specifics



- Start date 22nd May 2023
- End date 21st May 2027
- FTaS contract notice :
- FTaS contract award notice:

Working with Fusion21

- Fusion21 has no annual fees or joining fee and there is no commitment or obligation to use our services.
- Fusion21 charges its suppliers a management fee, as a percentage of the contract value for each call off. Fees are set based on the value of the project and level of service you require. We charge the fee on the entire contract value (all years) to the supplier and collect it from them directly.
- Fees range from a maximum of 4% to 1%
- Docu sign

Social Value

Clare Connolly - Social Value Manager

Social Value

What do we mean by Social Value?

Positive change that we create in the local communities in which we operate

Why deliver Social Value?

- Public Services (Social Value) Act 2012 and PPN 06/20
- Member Requirements

FUSION21

The Fusion21 Approach - Procurement with Purpose

'Social Value is at the heart of our procurement offer. Social Value is embedded in all Fusion21 Frameworks meaning social impact is delivered on all contracts.'

Framework Level	Social Value forms part of the quality section
Contract Level	Social Value requirement on every contract. Social Value outcomes are agreed between Fusion21 member and supplier
Delivery	Social Value is delivered as part of the contract
Monitoring and Reporting	Social Value monitoring forms part of standard contract management. Fusion21 Report Social Value outcomes annually

Fusion21 Social Value Credit Model

Employment	Job created	50 Credits	Person
	Job Sustained	25 Credits	
	Apprenticeship created	50 Credits	
	Apprenticeship sustained	25 Credits	
Education, Career Advice, and Mentoring	Mentoring	5 Credits	Day
	Work Place/Site Visit	5 Credits	
	Work Experience	10 Credits	Week
	Careers Advice/Presentation/Workshop	5 Credits	Day
	Receiving Employability Advice	5 Credits	
	Soft Skills Training e.g. interview techniques	5 Credits	
Wider Support to Local Community	Donation of Time	5 Credits	Person/Day
	Donation of equipment/materials	5 Credits	£500 value
	Donation of money	5 Credits	
Training	Accredited Training	10 Credits	Person
	Non-Accredited Training	5 Credits	
Local Economy	85% of contract operatives live with a 40 mile radius of the site	10 Credits	

Delivery Examples

Fusion21 Foundation

Since its inception in 2015, the Fusion21 Foundation has:

Given over

£1.2m

in grants

Committed

£2m

in social investments

FUSION21

- We put money back into communities through grants and social investments.
- We fund research and projects in partnership with our members.
- The Foundation's funding priorities are employment & skills; health & wellbeing; and financial inclusion & resilience.
- See our website for more information on projects we've funded.

Q&A

- Any questions that are complex or require too much time to answer, reassure that you will follow up on email.

Contact Details

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Thank you

fusion21.co.uk