

Contracts Advance Bid Clinic







Public Sector Frameworks



Lee Hasell & Matt Mitchell

Thursday 21st April 2022

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Introduction & Housekeeping



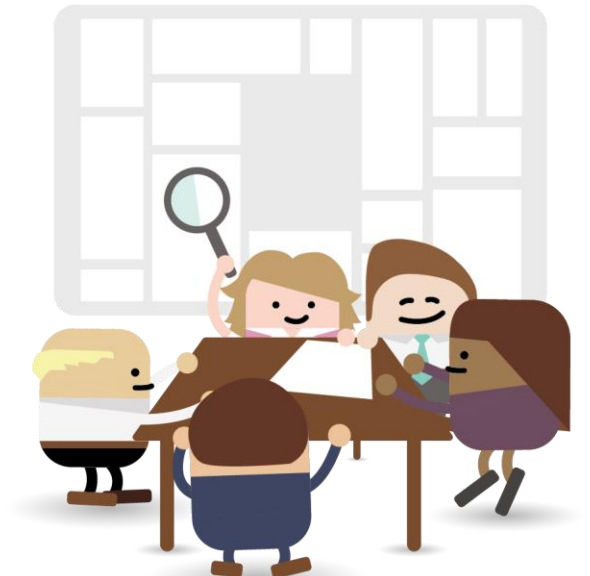
A discussion webinar



Audience participation



Our insights and experience



Lee Hasell & Matt Mitchell



Lee is our Managing Partner here at Contracts Advance. He manages our Advisory team, and as an experienced senior executive, he's gathered a wealth of knowledge and expertise over the years. Having been both CEO and Director of Business Development for a large blue-chip provider, Lee continues to play an active role within the public sector by providing advice to clients on strategy and bidding.



Matt has over 25 years of bidding experience with considerable managerial expertise in corporate and operational services. Matt has supported CA and our clients to project manage a multitude of bids in industries ranging from; defence, healthcare, print, FM and many more. Matt has previously held a number of senior roles including Director of Development and is the Lead Consultant at CA.

Who are Contracts Advance?

2008:

- (7House) Business development & advisory

2012:

- (CA) Business development software platform

Today:

- Circa 50 staff
- Over the last 3 years CA has generated over £5 bn of revenue for clients
- Circa 1,200 clients on platform
- Circa 90% client retention

2018:

- Integration of platform and Advisory - significant investment
- Find and win business development solution

What is a framework and what different types are there?



Dynamic Purchasing System (DPS)



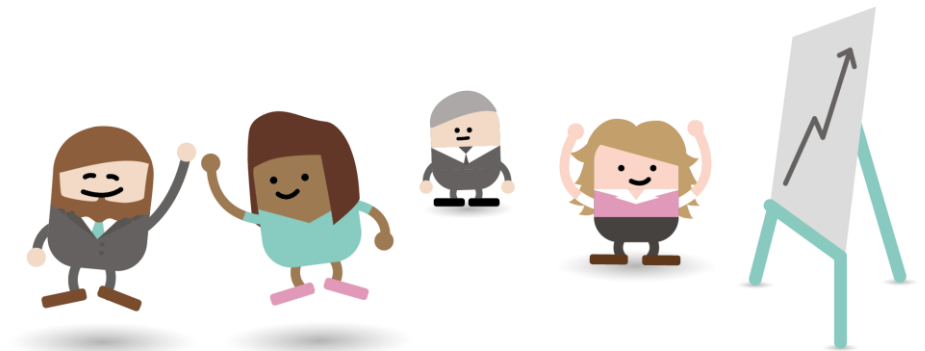
Open frameworks



Limited frameworks



Ranked frameworks



Why do you want to be on a framework?

 Is this your only route to market? Customers obliged to use the framework?

 Low cost, low risk, low competition

 Stepping stone to bid for larger opportunities

 Marketing and reputational advantages



How best to approach getting onto a framework?



Pre-bid activity: FOI (if previous), engage customer (if new)



Qualification: Can we at least meet the minimum standard?



Determine the type of works and volume through FOI/customer engagement



Same approach as a bid – don't fall into the trap of “its only a framework!”

What to do once you are on the framework?



Find out who can buy through the framework (if you don't already know!)



Start approaching buyers to build relationships and shape procurements



Ensure buyers know who you are and what your offering is



Don't get complacent and plan capacity to respond to opportunities

Crown Commercial Services (CCS) Frameworks

Planned procurements

Pillar	Agreement title	Tenders open	Expected live
Buildings	Security - Physical, Technical and Support Services Agreement ID: RM6257	May 2022	01/11/2022
Corporate Solutions	Purchase of Standard & Specialist Vehicles Agreement ID: RM6244		
Corporate Solutions	Vehicle Lease, Fleet Management & Salary Sacrifice Agreement ID: RM6268	Jul 2022	16/05/2023

Dynamic Purchasing Systems currently open

Pillar	Agreement title	Live
Technology	Spark DPS Agreement ID: RM6094	16/04/2019
Technology	Gigabit Capable Connectivity DPS Agreement ID: RM6095	21/10/2019
People	Apprenticeship Training Dynamic Marketplace DPS Agreement ID: RM6102	30/04/2019

<https://www.crowncommercial.gov.uk/agreements/upcoming>

The CA 7-stage Bid Management Process





Summary & Final Questions

<https://contractsadvance.co.uk/resources/webinars/>