

Affordable Housing Providers Framework Procurement

APPENDIX A

Summary Key Heads of Terms

1. **Framework Term** - 4 years plus an option to extend the framework by 2 years

2. **Framework Value** (NB all figures estimated and excl. VAT)

Lot 1:	Enfield	£119,900,000	pan- London o/a	£1,010,900,000
Lot 2	Enfield	£26,850,000	pan- London o/a	£757,150,000
Lot 3	Enfield	£1,500,000	pan- London o/a	£1,500,000
Estimated total max. potential framework value:				£1,769,550,000

3. **The Lots & Award numbers** (bidders may be awarded onto one or more Lots).

Lot 1

Development and Works (Agreement for Lease; Development Agreement or Forward Fund Sales Agreement), with 3 provider framework contracts awards.

Lot 2

Development Services and Sales & Marketing, with 5 provider framework contract awards.

Lot 3

Estate Management (for ENFIELD out of Borough Estates) with 1 provider framework contract award.

4. **The Providers**

The procurement for the providers under this framework has been developed to -

- Ensure regulated standards are met,
- Provide quality and value
- Monitoring (incl. of estate management standards),
- Ensure partnering under ENFIELD's Charter for Delivering Better Housing Outcomes.

Lot 1:

Comprises duly qualified Registered Providers, or Registered Providers leading a consortium so:

- They can access unique development funding as investment partners with the GLA.
- They have to be compliant with regulatory standards, rent setting policy, are subject to nominations and are required to uphold standards of service set by the register and having close alignment to the public sector.
- Their annually audited governance, administration and financial standing is evaluated and graded to the register's standards.

Lot 2 & Lot 3:

Comprises all duly qualified providers.

5. **Financial criteria at SQ stage** (applied turnover thresholds)

Lot 1	£45m
Lot 2	£2.5m
Lot 3	£2.5m

The threshold value maybe raised at Call Off to suit specific contracts

6. **Evaluation & Assessment** (Price / Social Value / Quality)

The ITT stage was split on a 50% quality, 10% social value and 40% cost ratio.
In the quality assessment:

Social Value (SV)

Within the ITT Questions for each Lot SV is weighted at 10% with detail terms carried forward to the Call-Offs enabling them, where they are formulated as TOMS, to be apportioned, or the exact Social Value requirements will be set out in the call-off documents on a project-by-project basis and bespoke to the requirements of each contract based on its nature, value and duration.

7. Key Performance Indicators.

KPIs – Various KPIs are referenced and embedded in the framework suite including within the specifications and Appendices. In the ITT questions KPI's were referenced and providers responded on their own performance and understanding.

For each Lot and individual project called off this framework, additional project specific KPI's can be provided and the KPI's that have been provided can be amended or swapped out, as may be most appropriate.

8. Insurance

- **All Lots:** a minimum level is provided for under the framework and the levels may be raised at Call Off to suite specific contracts but are capped and have limited liability.
- **Lot 1:**

Employer' (compulsory) Liability insurance	£10m
Public Liability	£25m
Professional Indemnity	£10m
Product Liability	£10m.
- **Lot 2:**

Employer' (compulsory) Liability insurance	£10m
Public Liability	£5m
Professional Indemnity	£3m
Product Liability	£10m
- **Lot 3:**

Employer' (compulsory) Liability insurance	£10m
Public Liability	£5m
Professional Indemnity	£3m
Product Liability	£10m

9. Framework Specifications

The following framework specifications have been provided for use in this framework:

- **All Lots:** General Requirements Specification'.
- **Lot 1:** Development and Works Specification
*(NB. to which the **Lot 3** Estate Management Specification also applies where ever estate management is to be provided under the call off contract)*
- **Lot 2:** Development Services and Sales Specification
- **Lot 3:** Estate Management Specification.
*(NB. Which also applies to **Lot 1** Development and Works Specification where applicable)*

For each Lot and individual project called off this framework, additional project specific specifications are to be provided as may be appropriate, for each framework call off.

10. Call Offs

Works and Services may be called-off under the Framework via Direct Award (Direct Selection) or through the running of a Mini-Competition. The processes for both options are set out within the Framework Agreement.

The Council or an Authorised User may invite, in writing, a Framework Provider to enter into a Call-Off Contract without any further competition between the Framework Providers ("Direct Selection") where:

Lot 1:

- The Call-Off Contract relates to Lot 1 and the gross development value of the project is estimated by the Council or the Authorised User to be £30million or less; and
- The Council or the Authorised User is able to determine which Framework Provider will provide it with the most economically advantageous offer for the proposed Call-Off Contract by reference to the Framework Providers' tender submissions for the Framework Agreement and having regard to the particular requirements of the Call-Off Contract in question.

Lot 2:

- The Call-Off Contract relates to services to be awarded under Lot 2 and:
- The Council or the Authorised User is able to determine which Framework Provider will provide it with the most economically advantageous offer for the proposed Call-Off Contract by reference to the Framework Providers' tender submissions for the Framework Agreement and having regard to the particular requirements of the Call-Off Contract in question;
- In relation to awards by the Council only, where the estimated value of the Call-Off Contract is less than £500,000.

Lot 3:

- The Call-Off Contract relates to services to be awarded under Lot 3, which has only one framework provider and:
- The Council or the Authorised User is able to determine whether the Framework Provider will provide it with the most economically advantageous offer for the proposed Call-Off Contract by reference to the Framework Providers' tender submissions for the Framework Agreement and having regard to the particular requirements of the Call-Off Contract in question;
- In relation to awards by the Council only, where the estimated value of the Call-Off Contract is less than £500,000.

11. Direct Award Criteria

Without any further competition between the Framework Contractors, the Council or an Authorised User may award a Call Off Contract directly to a Framework Contractor ("Direct Selection") further to section 10 above, in any of the following circumstances:

- To the number 1 ranked Framework Contractor on the Framework Lot in question. Should the number 1 ranked Framework Contractor not wish to accept the award of the Call Off Contract, the Authority or Authorised User may award the Call Off Contract by Direct Selection to the number 2 ranked Framework Contractor on the Framework Lot in question, and so on;
- To a Framework Contractor where the Framework Contractor has introduced the site to which the Call Off Contract relates to the Authority or the Authorised User;
- To a Framework Contractor where the Framework Contractor has already carried out works or services at risk for the Authority or the Authorised User in relation to the site to which the Call Off Contract relates;
- To a Framework Contractor where the Call Off Contract has substantial similarities to a previous project in which the Framework Contractor was involved (whether such project was the subject of a Call Off Contract awarded under this Framework Agreement or not);
- To a Framework Contractor where for reasons of urgency it is not reasonably practicable to award the Call Off Contract by way of a Mini-Competition.

These criteria are in addition to those set out in Clause 4.2 of the Framework Agreement.