

Case Study

The Project

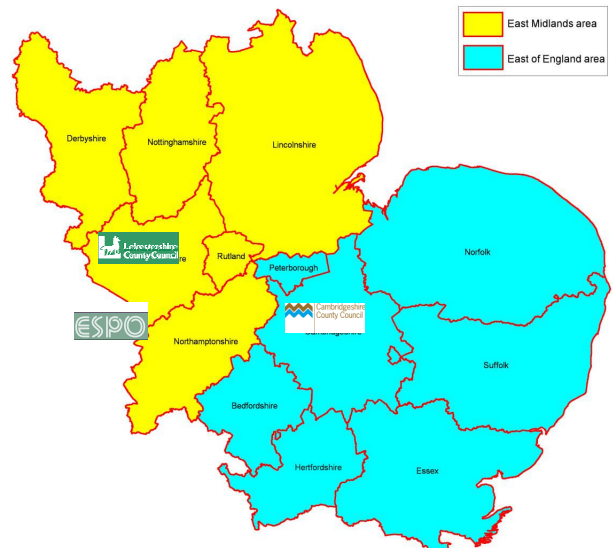
Estates Management Consultancy
Framework Contract

The Authority

Cambridgeshire County Council, in
partnership with Leicestershire County
Council through the Eastern Shires
Purchasing Organisation.

Key Practice Areas

To create a framework contract for the
procurement of value for money estate
management consultancy services
appropriate for use by the public sector



The Challenge

To renew the framework contract for Estate Management Consultancy Services to start on 1st January 2011 and improve and consolidate framework lists.

The Key Steps

- To apply the lessons learnt from the previous framework contract for work in the following range of services;
 - Valuation Services
 - Commercial and Agricultural Agency
 - Lease Management
 - Property/Estate Management
 - Strategic Asset Management including Development Consultancy
 - Planning Consultancy
 - Compulsory Purchase and Compensation
- Widen the coverage of the framework to the East of England and East Midlands regions in particular, while also enabling ESPO (Eastern Shires Purchasing Organisation) to offer the framework nationally.

Structure

The seven service areas are further divided into Rural and Urban, if appropriate, to produce a long list of 13 areas of work. Of the 72 companies that requested tender documents 40 submitted bids across these 13 areas submitting 367 separate tender bids for evaluation.

Following joint training sessions on the evaluation process both authorities undertook their own list evaluations, once completed these scores were then jointly moderated to ensure consistency of marking across the two lists. As some consultants selected to apply to go only on one list the two lists are slightly different but both offer a mix of local, regional and national expertise. Of the 40 consultants who bid 25 were successful in gaining a place on the lists. (see table below)

Company Name	Valuation		Agency		Lease Management				Strategic				Other	
	1a	1b	2a	2b	3a	3b	3c	3d	4a	4b	4c	4d	5a	5b
Barker Group Matthews														
Bichards LLP														
Brydon Knowles														
Carler Jones														
Colliers International														
CPH Barford (Co) Ltd														
DMS														
Fisher German LLP														
Garlett Eye LLP														
GVA Grimley Limited														
King Blaine LLP														
King Wood (John Martin)														
Lambert Smith Hampton														
Nathaniel Lichfield and Partners														
NPS Property Consultants Ltd														
Progressus														
Robinson and Hall LLP														
Rowle Ltd														
Saunders & Parker LLP														
Tatnell														
Adams Planning														
Deloitte LLP (Driver Jones)														
DTZ														
Fox Bonnett														
James England Limited														
Mather James														
Pogor Tym & Partners														
Turley Associates														

Residential sales have been left out of this framework arrangement as Better value for money can be obtained by marketing through the most appropriate local agent.

The Outcome
Learning Points

- Aggregation of frameworks to a single tender document to reduce bureaucracy for both authorities and all consultants
- Aggregation of work to obtain purchasing power from economies of scale, offer better value for money, and saving time by reducing bureaucracy.
- Fast track mini-tender process enables prompt return of pricing
- Stable pricing for hourly rates as rates fixed for 4 years
- Benefits of joint training to standardise the evaluation and moderation process
- Average hourly rates quoted down by 16% on historic rates.
- Market intelligence shared with the authorities by consultants through market briefings, email alerts and newsletters.
- Benchmarking data obtained from analysis of framework mini-tender bids.

For further information please contact:

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