

P2020 National Framework Response to Webinar Questions 17/01/2020 and email questions received as of 25/01/2020			Date of Publication: 31/01/2020
Please check the https://procure22.nhs.uk/p2020/ for updates on the P2020 tender process			
Nr	Source	Question	Response
1	Email 22/01/2020 9:20	We are still keen to engage in any 1:1 sessions which you mentioned in the PIN.	Suppliers who requested a 1:1 session will receive a separate communications in due course. These will be held in February 2020. Anyone who has not requested a 1:1 can still do so by 5.00pm on 6 February using the details below in question 2.
2	Email 23/01/2020 16:00	Further to the PIN, how do we arrange the 1-2-1 sessions and who will these be with?	The PIN notice contained the following with regards arranging 1 to 1 sessions: Suppliers who would like to participate in potential subsequent engagements DHSC and NHS England/Improvement might undertake after the Webinar, including 1:1's and larger multi-supplier engagements should email: p2020@dhsc.gov.uk These engagements are specifically intended to influence the strategy development for major construction schemes and projects as described in the health infrastructure plan referred to above. The DHSC is committed to supporting the government's drive to open competition and increase opportunities for small and medium enterprises (SME) suppliers. The DHSC would encourage all SMEs to participate in this market engagement exercise. Organisations who requested 1:1 sessions will receive direct communication.
3	Email 24/01/2020	Does the Department still plan to hold the 1-to-1 meetings with potential bidders?	Yes see the response to question 1.
4	Email 23/01/2020	Please can you expand on the mechanisms and clarify the criteria for the Direct Award process?	We are still working through the mechanics and will set this out in the tender documents.

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5	Webinar	The split between quality and cost is either 60/40 or 70/30. Many attending this webinar would have been involved in procurements with similar splits, but as the manner in which evaluation takes place leads to marginal difference in quality/technical scores, whereas the evaluation methodology leads to big differences in cost scoring. Hence, the procurement becomes cost driven. How will costs be evaluated and how can you give us all confidence that this will not be a cost driven procurement? Thanks	
6	Email 23/01/2020	Please can you detail the proposed scoring methodology for the commercial submission?	We are aware and share the concerns with the market on cost driven decisions and are using best practice advice from The Outsourcing Playbook to review various options.
7	Email 23/01/2020 16:00	Are you evaluating the commercial element of the tender on a lowest price = highest marks basis? Or, do you anticipate using a mean as assessing Staff rates and Fee percentages for the commercial scoring?	
8	Email 24/01/2020 11:49	What are the evaluation criteria to be used for the commercial elements? I.e. lowest or mean/median and there are multiple NEC Options	
9	Email 24/01/2020	Would you consider, normalising both the ITT quality and commercial scores to better represent the value for money agenda?	
10	Email 24/01/2020 17:00	Please advise why there will be no PSCP's interview process as we feel that this will be of great benefit to ensure the quality selected PCSP's is kept high.	

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11	Email 23/01/2020 16:00	Will DHSC use FAC1 or NEC Alliancing as the basis for framework collaboration?	No. The previous ProCure frameworks achieved collaboration without the use of multiparty alliance contracts so we see no reason to alter this for P2020.
12	Email 24/01/2020 11:56	Will a draft version of the P2020 Framework Agreement be made available in advance of the issue of tender documents?	We are using this engagement process to shape the tender documentation and as such the Framework Agreement will not be available prior to issue of the tender documents.
13	Email 24/01/2020 11:56	Will the P2020 Framework Agreement have the option to bring private funding for NHS capital schemes?	The P2020 Framework is for the delivery of projects, any financing will be sourced by Client organisations in line with government policy and the Client organisations powers and authority.
14	Email 22/01/2020 9:20	We would request consideration is given to excluding the cost of performance bonds and Retention Bonds from the Fee, because they are variable depending upon the type of project and terms required.	Bonds are not currently part of the P22 Fee and we do not envisage changing this for P2020.
15	Webinar	Can you clarify how P2020 will impact on frameworks such as Carbon Energy Fund, ReFit, Essentia relating to energy reduction on NHS estates	P2020 will be available for use by Clients for a broad range of projects including energy reductions but will be Client choice.
16	Webinar	What is the relationship between P2020 and the NHS SBS Public Sector Construction Works framework that is currently out to tender? There seems to be a big overlap with regard to construction.	We will consider the approach, particularly with regards projects below £5m, as a result of this consultation. Previous iterations of the framework have used income to reinvest in the framework such as the use of repeatable rooms and standard components to improve quality and value for money. We are keen to build on this under P2020 and have not seen this option available in any other framework.
17	Email 22/01/2020 11:41	Can you explain how you see this Framework integrating (if at all) with the NHS Shared Business Services Construction Framework, which seems to overlap in value and project type at lower level?	

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18	Email 24/01/2020 17:00	We are assuming the P2020 framework will be the primary route for all NHS and primary care projects. What are the risks associated to projects being diverted onto other frameworks such as SBS, SCF & PAGABO?	Clients decide their route to market and we expect P2020 to be the primary procurement route in line with NHSE/I business case guidance.
19	Email 22/01/2020 9:20	With regards to the pricing section 5, is it anticipated that a programme and activity schedule will be provided within the bid as a standard template to be used by all contractors bidding?	Yes.
20	Webinar	What does Dominic Cummings think about all this ?	Our Secretary of State is briefing Dominic Cummings on the HIP programme which includes the procurement strategy for P2020.
21	Webinar	Is there a mechanism to change suppliers/contractors mid-way through a contract e.g. maybe due to poor performance ?	The P2020 Framework Agreement will allow for suspension and termination of suppliers and we are considering the possible use of reserve suppliers to be appointed. The call-off contract between framework Client and supplier has termination provisions and Clients will decide the most appropriate means to appoint any replacement supplier in the event of termination.
22	Email 21/01/2020	Please could you send me the link so I am able to register for the above framework and prepare tender?	Arrangements to access the P2020 tender documents will be detailed in the OJEU notice once issued.

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23	Email 22/01/2020 9:20	We are aligned with the use of additional contracts to give the Trusts more flexibility. In addition to those proposed already we propose the consideration to use NEC Option F as one of the contract forms within the framework suite. The reason for this is to provide an option for a Management Contract where you may look to appoint a number of contractors to a large project and avoid the impact/risk of a Carillion-esque situation. This would also give you additional flexibility around contractor choice as there are not that many contractors who are capable of delivering large projects (£350m - £600m) and there is a risk that larger contractors can be quite selective around projects they bid for.	We are looking at a range of options, informed by discussions with the Infrastructure & Projects Authority and Cabinet Office colleagues particular to the larger value projects. Option F does transfer the pricing risk to the Client and is not an option that is commonly used in the NHS but your comments are welcome.
24	Email 22/01/2020 9:20	Would you consider the introduction of the CPV code 70000000 Real Estate Services to allow for development services opportunity for Trusts. We do not believe there is a current model for Trusts to procure through to make the most of their assets and we believe there is an attractive proposition to provide a service for Trusts.	Adding the CPV code would require this to be part of the P2020 tender criteria to ensure we attract suppliers with suitable skills. In the event of sufficient Client needs this is something we would consider separately from P2020.
25	Email 24/01/2020	Please can you advise is there are KPIs relating to offsite manufacturing and innovation under the frame work?	Not currently but we are keen that P2020 can lead on both these areas.
26	Email 24/01/2020	Is there a schedule of deliverables for PSCP supply chain leaders to ensure this is resourced correctly ?	We would envisage this to be project specific.

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27	Email 26/01/2020 07:20	Although we acknowledge this is a constructor framework, we enquire if there is any appetite for a different approach to how the building services are engaged and procured, including a 'direct works' option where projects have a disproportionately higher value of M&E compared to builders work (i.e. infrastructure and backlog maintenance). Would it be possible to meet with you to discuss the above in further detail?	See response to Question 1.
28	Webinar	What emphasis will be placed on the development of IM & GSL Champions on the client side and what resource will be provided to help clients with the creation of reliable Enterprise Asset Management solutions (data from one to another for whole life evidenced based improvements)? What access will the client have to those with a 'design change capability' in order to manage any 'changes' and VE programmes - will this be actively promoted?	The P2020 Framework will build on the success of the previous frameworks and continue to develop collaborative, consistent and streamlined processes to meet the requirements of Clients who will ultimately decide which processes will benefit their individual projects such as BIM, GSL etc.
29	Webinar	What will the BIM implementation requirements be moving into P2020?	See the response to question 28.
30	Webinar	Will the framework require the formation of a separate entity to the contractor's usual D&B trading entity for VAT reclaim reasons?	The P22 Framework tender process required bidders to ensure compliance with the P22 VAT guidance issued in the P22 ITT and standard vat guidance. We will review if a similar requirement will be required for the P2020 framework.
31	Email 22/01/2020 9:20	Is it anticipated that there will be one set of questions that cover all lots or will questions be specific to each lot (value bands and regions)?	It will be a mixture of the two. Bidders will have the opportunity to submit single bids, where they feel it is appropriate i.e. if they feel their responses apply equally to all the regions they are bidding, that are supplemented by any region specific questions.

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32	Email 22/01/2020 9:20	Is it possible to give contractors a steer on how many project examples / case studies you will require per Lot, how recent they need to be (completed in the last five years?) and whether they can be live projects?	The ITT questions are currently being finalised.
33	Email 23/01/2020 16:00	The webinar mentions FM as a specialist advice. Do bidders need to submit rates and additional information for this as part of the framework submission, or will this be a separate service to be provided following award?	P2020 will not be used to deliver facilities management services so any requirements under P2020 would be restricted to advice only and an understanding of the FM implications of the constructed facility.
34	Email 23/01/2020 16:00	The webinar slide pack (page 19) states the following “Bidders processes, systems and procedures relevant to the NEC 4 contract will be evaluated within the Invitation to Tender and used in subsequent call-off contracts where relevant”. Can you please identify to us, which parts of the submission are included in this statement and how this is to be implemented?	See the response to question 32.
35	Email 24/01/2020	Will case studies be required, and if so how many per lot/region?	
36	Email 24/01/2020 17:00	Are PSCP’s required to have internal Facility Management resources to be successful	
37	Email 23/01/2020 16:00	Details of the annual subscription to be paid within the webinar. Is this per successful bidder in total? Or, is this per bidder per value band lot, or is this per bidder per sub-lot?	This will be determined once the lotting structure is finalised.
38	Email 24/01/2020	Will the Framework Fee be per lot/region or PSCP?	

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39	Email 24/01/2020 17:00	Please confirm how the 0.2 and 0.5% framework levy will be applied to different project values and regions?	This will be determined once the lotting structure is finalised.
40	Email 24/01/2020 17:00	Is the annual fee applied per lot or per company?	
41	Webinar	How will programmes of works be treated if this comprises several projects less than £25m but the cumulative value is above £25m - will this be lot 1 or lot 2/3	The lot structure will be finalised following the consultation exercise. Considerations such as those you have identified will be clearly articulated in the ITT.
42	Webinar	What about a Minor Works (e.g. sub-£1m) Lot?	We do not anticipate a lot solely for minor works as there are already other options and frameworks available for this.
43	Webinar	Hi, I was confused by the regional status of Lot 1. Will Lot 1 be in sub lots to reflect the regions, or will contractors for this lower value lot be expected to deliver a service on a national basis?	The intention of Lot 1 is bidders can bid for any or all of the regions listed. Bidders will be expected to deliver projects within their appointed region(s).
44	Webinar	When bidding on National Lots could a simple multiplier be used, set by yourselves that would make it fair and consistent for all bidders?	Question unclear further clarity has been sought.
45	Webinar	Will you be targeting works for SME contractors or is this framework aimed at tier 1 contractors?	As described in the webinar on 17/01/2020 one of the considerations that contributed to the lotting structure was SMEs. We are keen to get any feedback from SMEs on the lotting structure proposed.

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46	Email 17/01/2020 11:29	Thank you for the presentation. The upper limit of £25million for Lot 1 is relatively high for regional contractors but will still be attractive to the national contractors. Is there consideration to reduce the upper limit for Lot 1 and to prevent bidders from bidding for both the national and regional lots? This will further open up the framework and encourage participation by experienced but smaller regional contractors.	We will look at the proposed lot values in conjunction with all relevant feedback received. There are no plans to impose restrictions on the lots that bidders can bid for.
47	Email 22/01/2020 9:20	We would ask you consider splitting the NHS regions further than it is currently to take account of regional variances in commercials and delivery capability? For example Kent and Cornwall sit within one region and are two very different areas in regards to commercial and the contractors which can service them.	We will look at the region and lot boundaries in conjunction with all relevant feedback received.
48	Email 23/01/2020	Will the number of PSCPs awarded places on each Lot be the same (6-10) or will you expect variances dependant on the lots / sub-lots?	This will be determined once the lotting structure is finalised.
49	Email 24/01/2020 11:49	Will the submission of the ITT be required per PSCP or per Lot/Region?	See the response to question 31.
50	Email 17/01/2020 13:39	We are a firm of consulting civil and structural engineers and I wanted to know if there will be lots for our profession or will we have to partner up with contractors to provide a design and build consortium?	There is no separate lot for any professional consultant advisors you would need to partner up with a PSCP bidder.

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51	Email 21/01/2020 13:46	Hi, As not undertaken the webinar you ran and being a supplier which is not currently registered with the NHS as part of your historical supply chain, could you advise as to the best way to begin our application for supplier status so that we can review the forthcoming lots for suitability.	The formal tender process for the P2020 framework will commence shortly and will be to select Framework Partners (Principal Supply Chain Partners - PSCP). If you are not bidding to be a PSCP you can work as part of the PSCP supply chain and will need to contact potential bidders directly. suppliers work for PSCPs as follows: <ul style="list-style-type: none"> · Primary Supply Chain Member (PSCM): these are roles that will be listed in the tender documents and which PSCPs will have to submit details of relevant organisations they intend to use for these roles and, · Supply Chain Members (SCM): these roles will not be listed in the tender documents and as such the PSCP will not be required to submit names of individual organisations for these roles.
52	Email 22/01/2020 8:52	Do contractors have to name their design consultant supply chain as part of the process?	This is currently being finalised.
53	Email 23/01/2020	Can you please confirm if bidders are to provide rates for PSCM's? If so which disciplines are to be provided?	
54	Email 24/01/2020	At ITT Stage will we need to submit PSCM staff rates and how many per Lot\Region?	
55	Email 24/01/2020	Will we need to submit PSCMs details and their accreditation i.e. on Constructionline? Would this be per PSCM or Lot/Region?	

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56	Email 24/01/2020 11:46	The webinar seemed to be focused around the procurement of Principal Supply Chain Partners (PSCP's). We assume that as a design consultant we would need to bid to be a Principal Supply Chain Members (PSCM) Designer for the Framework? Please can you confirm the process of how we bid to become a PSCM Designer?	See the response to question 51.
57	Webinar	I understand the maximum hourly bid rates. Will hourly rates again be related to actual individuals rates (salary, overhead, etc)? This has caused many issues in P22 (including release of sensitive salary data to wide staff within organisations).	This will be reviewed in conjunction with the potential use of regional rates.
58	Email 23/01/2020 16:00	Are you intending that framework rates will be at a location factor of 1 against that Sub-Lot and then adjusted by location factor (up and down) based on industry indices?	
59	Email 23/01/2020 16:00	PSCP and PSCM rates are able to be reduced. Does this mean that we will need to submit our highest rates for each regional split? (As with the current P22 framework)	
60	Webinar	will the slides be made available to download after the presentation?	All those who registered for the Webinar should have received this link to the slides: https://procure22.nhs.uk/p2020/
61	Webinar	Please can you provide a slide pack of today's presentation? Thank you.	See the response to question 60.
62	Webinar	Will you be sending out all the slides out via email to everyone as I would like a copy of them all please?	

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63	Email 23/01/2020 16:00	Will the NHS be mandated to use P2020 for capital projects?	See the response to question 18. It is not currently mandated but organisations must provide a sound reason for using an alternate framework.
64	Webinar	How will the spend be prioritised across the NHS Estate?	In line with national policies and guidance and local prioritisation.
65	Email 22/01/2020 9:20	The lotting structure seems very sensible and we can see which lots sit comfortably with our business strategy. However to give us greater clarity on how we might structure our framework delivery approach could you confirm how you see (roughly) the potential £20bn turnover would be split between each Lot?	It is not possible currently to provide this split.
66	Email 24/01/2020	Please advise a typical yearly spend per lot and region	
67	Webinar	How will the DHSC P2020 team be structured i.e. will there be four IAs (one per region)?	Adequate resource will be provided to manage and support the NHS call off arrangements. This could mean more than one single resource is available. This will be constantly reviewed.
68	Email 23/01/2020 16:00	How is it envisaged the P2020 Partnership Group will be structured across lots/sub-lots to maintain PSCP collaboration and key features/objectives?	We hope to preserve the collaboration and will structure this accordingly.
69	Webinar	The proposed combined SQ and ITT period (6 weeks) runs over the Easter Holiday period - has this been considered in setting the timescale?	We acknowledge this issue and are in the process of reviewing the timetable identified in the Webinar.

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70	Email 22/01/2020 9:20	Is it possible to allow additional time in the bidding period to accommodate the Easter holidays for which holidays may already have been booked and committed to by people with families within the bidding teams?	We acknowledge this issue and are in the process of reviewing the timetable identified in the Webinar.
71	Email 24/01/2020 11:49	Would you consider reviewing the bid timeline? The Open Procurement route condenses the activities into one period compared with the two six week tranches for the P22 procurement, and the current timeline runs through the holiday period of Easter.	
72	Email 24/01/2020 17:00	There is currently a 5-week tendering period could be a significant challenge for contractors who have not previously been on the P21/ 22 frameworks. Would it be possible to have an early view of draft the questions specific to the P2020 framework?	