

## Appendix B - External market engagement feedback 27<sup>th</sup> June – 4<sup>th</sup> July 2022

Questions	What would be the most preferred option for you in terms of the potential scope; would your preference be to bid for the contract which has all elements (a-h) or would you prefer a different "mix". What would this "mix" be.	What do you consider as the biggest challenges in the current market from the supply perspective?	Are there any specific factors that would stop you from bidding?	What do you currently consider as the "best in class" contract in terms of the service delivery model, length of contract, payment arrangements, performance monitoring etc and why?	Mobilisation period	Best tender evaluation split	Climate change/ Social value
<b>Company 1</b>	<p>All preferable</p> <p>Would still tender if cleansing and project works were taken out</p> <p>Needs to be enough to be able to carry out Winter Service function as would use core operatives</p> <p>Having inspections in contract gives them more control</p>	<p>Resource and inflation</p> <p>Also lead in period for fleet</p>	<p>If it was commercially viable, they will bid</p> <p>Allocation of risk – risk vs opportunity</p>	<p>Term Partnering Contract.</p> <p>At least 7+3</p> <p>Profit based on performance</p> <p>Agile contract</p>	3-6 months.		<p>Carbon reduction plan</p> <p>Client needs to be clear on outcomes/ measures for climate and social value</p>

	<p>Would like to see schemes up to £500k included with no cap on larger schemes</p> <p>Suggest our notice is open to allow for future</p> <p>On mention of services not currently in – signals, permits etc, they can deliver but likely to be tier 2</p> <p>They have experience on working where 3<sup>rd</sup> party income included (e.g. highway licences)</p>						
<b>Company 2</b>	<p>Preferred option would be to include all elements (a-h) as shown, plus traffic management, signing. Some collaboration in asset management and involvement in permitting and licensing, and third-party insurance claims</p> <p>Would subcontract design</p> <p>The turnover for all activities allows enough driver resource for the winter service</p> <p>If any elements were taken out that would be cleansing</p>	<p>Resource and inflation</p> <p>Also lead in period for fleet</p>	<p>If it was commercially viable, they will bid</p> <p>Short contract length</p>	<p>NEC 4</p> <p>The best length of contract 7 + 3 years allows good usage of the fleet, and if extensions are awarded on performance early and as the contract progresses, this gives continuity for a new fleet for the second 5 years</p> <p>Sensible number of KPIs</p> <p>Good indexation</p> <p>Risk share</p>	<p>3-6 months. Fleet lead in pressure</p>	<p>40% price</p> <p>40% quality</p> <p>20% social value and carbon savings</p>	<p>During the first 5 years innovations in electric fleet will help transform the contract</p> <p>carbon neutral by 2030 for stages 1 &amp; 2; stage 3 by 2040</p>

<p><b>Company 3</b></p>	<p>preferred option would be to include all elements (a-h)</p> <p>Resource overall covers winter service - essential</p> <p>Mentioned that street cleansing was an anomaly</p> <p>Can't deliver enforcement but can deliver signals, possibly permitting</p>	<p>Resource and inflation</p> <p>Also lead in period for fleet</p>	<p>If it was commercially viable, they will bid</p> <p>Undesirable contract length</p>	<p>NEC 4</p> <p>The best length of contract 7 + 3 years</p> <p>Due to capital investments (fleet etc)</p> <p>Good indexation.</p>	<p>4-6 months</p> <p>Time for TUPE and IT systems.</p> <p>Fleet lead in pressure</p>	<p>30% price</p> <p>50% quality</p> <p>20% social value and carbon saving</p>	<p>Have their own carbon neutral target 2040</p>
<p><b>Company 4</b></p>	<p>The reference would be that Street Cleansing is not included within the scope because this involves a different skill set</p> <p>Resource to cover winter service essential</p> <p>Self-deliver where possible</p> <p>Design team not a core function they deliver. They could through tier 2 deliver signals, enforcement, permitting etc</p>	<p>Severe weather risk</p>	<p>Several other large tenders out for procurement in 2024</p>	<p>NEC 4</p> <p>Risk share essential</p> <p>Term 10 to 12 years with a break at 7</p>	<p>3-6 month</p>	<p>40% price</p> <p>10% Environmental</p> <p>50% quality</p>	<p>Have their own target - vehicles by 2030 and carbon neutral 2040</p>
<p><b>Company 5</b></p>	<p>All - but happy to leave out professional service element of the project delivery</p> <p>Can manage signal maintenance but would subcontract this service</p>	<p>resource/inflation</p>	<p>They would tender again as long as commercially viable. Unlimited liability</p>	<p>NEC4</p>	<p>At least 3 months - 4 to 6 months better if systems integration required</p>		<p>Ask each supplier to provide a carbon reduction plan</p>

<b>Company 6</b>	<p>Lack of appetite for street cleansing or tree inspections</p> <p>Only give support on winter maintenance presently</p> <p>Can manage traffic signals but through tier 2. Don't deliver design – have not delivered street works or permitting</p>	Resources/materials and inflation		<p>NEC 4</p> <p>8 to 10 years Good indexation</p> <p>6 to 8 weeks to tender ideal with visits to depot</p>	4-6 months 3 months minimum	-	Scope 1 & 2 – neutral already. Aiming for carbon neutral 2030
<b>Company 7</b>	<p>1<sup>st</sup> preference</p> <p>a. Highway and Bridge Inspections b. Highway and Bridge Repairs c. Drainage and gully clearance d. Winter Service</p> <p>Alternative</p> <p>a. Highway and Bridge Inspections b. Highway and Bridge Repairs c. Drainage and gully clearance d. Winter Service f. Project Delivery</p> <p>Street cleansing and tree inspections do not sit well with these services</p>	Resources/materials and inflation	Making sure it is commercially viable	<p>At least 5 years</p> <p>Early confirmation of extension</p>	4-6 months minimum	60/40 quality higher or 50/50	Carbon offsetting – understand targets of 2040 to 2050

<b>Company 8</b>	Specifically interested in project delivery, bridge inspections and design  Possible to include the highways inspections	none	What was included in the contract	NEC4	3 months		Familiar with design to climate strategies
<b>Company 9</b>	Specifically interested in street cleansing. They do also deliver grounds maintenance elsewhere	Long fleet lead in times	Contract scope	7 to 8 years for vehicle life – small sweeper generally last for 4 to 5 years  Good asset data is important for pricing	3 - 6 months		Understand need for carbon offsetting.
<b>Overall Feedback</b>	<b>Different dependent on supplier type</b>  <b>Larger management contractors would like all or most elements</b>  <b>Smaller specialists would prefer their area/s only</b>  <b>Common theme that street cleansing and tree surveys should be separate</b>  <b>Technical services could sit separately</b>	- Resources  - Inflation  - Fleet lead in times  - Material supplies	- Contract inclusions  - Commercial viability  - Risk  - Short contract length	- Engineering elements (services and works) NEC 4 contract  - 7 years minimum + extensions that allow further investment and are agreed early  - Good indexation  - Good KPIs	<b>Absolute minimum 3 months but 4 to 6 months preferable</b>	<b>30 – 40% price 10 – 20% Environmental/social value 40 - 50% quality</b>	<b>Most have their own carbon targets with deadlines sooner than RBWM</b>  <b>All understand need for emphasis and happy with climate KPIs</b>  <b>Suggested suppliers should submit a carbon reduction plan</b>