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WELSH
PROCUREMENT
ALLIANCE

**WORKING
FOR
WALES**



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If you would like any of the content of this brochure translating into Welsh please ask.

Os hoffech i unrhyw ran o'r gynnwys y pamffled hwn gyfieithu i'r Gymraeg gofynnwch os gwelwch yn dda.

WORKING FOR WALES

OUR ROLE

WPA delivers a simple core service. We bring buyers and suppliers together to build, refurbish and maintain social housing and public property more efficiently and cost effectively, and to benefit the local community. Created for local authorities, social landlords and other public sector bodies, our frameworks are procured in accordance with The Public Contracts Regulations 2015 and are free to use.

As a not-for-profit organisation, we return any surplus to our members to improve social value outcomes in accordance with our primary goal

'working together to deliver better buildings, homes and communities' and actively contribute to community benefit initiatives.

Our activity is guided by the WPA Committee which is made up of Local Authorities and Housing Associations from across Wales.

WPA is backed by LHC, established in 1966 and acknowledged as one of the most experienced and respected providers of procurement frameworks in the construction sector.

PRODUCTS AND SERVICES AVAILABLE THROUGH WPA

All WPA frameworks and DPS are suitable for use by all publicly funded bodies throughout Wales and are fully compliant with all Welsh, UK and European Public Procurement regulations.

See the product-specific procurement guides for information on the individual frameworks and DPS. These are available on our website: www.welshprocurement.cymru/frameworks/



CONTRACTOR FRAMEWORKS AND DPS



BUILDING REFURBISHMENT AND MODERNISATION

The WPA refurbishment product offer includes framework and Dynamic Purchasing System (DPS) options that give clients solutions for housing refurbishment works but which can also be used in other sectors. The workstreams covered are:

- Kitchens and bathrooms with associated repairs
- Landscaping and external works
- Electrical works
- Painting and decorating
- Multi-disciplinary works



HOUSING CONSTRUCTION

WPA's Dynamic Purchasing System (DPS) for Housing Construction for South and Mid Wales was developed following consultation with Welsh Government, Local Authorities and Housing Associations.

Our North Wales framework for new-build housing expires in April 2024 and we expect that the DPS will be extended to include the six counties of North Wales by this date.

WPA also has a MMC framework for offsite manufactured volumetric, panelised, high-rise and turnkey building systems for the use in new home build projects.



DECARBONISATION AND ENERGY EFFICIENCY MEASURES

The Decarbonisation and Energy Efficiency framework allows local authorities, social landlords and other public sector bodies to source specialist suppliers for the installation of 21 energy efficiency measures and associated works.



PUBLIC BUILDINGS CONSTRUCTION AND INFRASTRUCTURE

The WPA framework for Public Buildings Construction and Infrastructure is available to all local authorities and other public sector bodies for the construction of new buildings, extensions and the refurbishment of public buildings and infrastructure works.



MODULAR BUILDINGS

The Modular Buildings framework covers the design, supply, and installation of permanent modular buildings, refurbished modular buildings, and the hire of temporary modular buildings.



ELEMENTAL FRAMEWORKS



ROOFING SYSTEMS

The Roofing Systems framework provides procurement solutions for the design, supply, and installation of roofing systems and associated works in all types of public sector refurbishment and new build projects. The framework scope provides the following options:

- Traditional flat roofing systems
- Liquid flat roofing systems
- Profiled metal roofing systems
- Mixed roofing projects comprising a combination of the above

All are suitable for new installations and the removal of existing and replacement of roof coverings.



KITCHEN UNITS

The kitchens framework has been developed to provide an efficient, value for money procurement route for local authorities, social landlords and other public sector bodies to source specialist manufacturers for the supply of domestic and inclusive kitchens.



WINDOWS AND DOORS

WPA offers a portfolio of frameworks for the supply and installation of all types of windows and doors including:

- PVC-U Windows and Doors
- Composite External Doorsets
- Timber and Composite Fire Doors
- Communal Entrance Doors
- Aluminium Windows, Doors and Curtain Walling
- Timber and Aluminium-clad Timber Windows

The frameworks are suitable for the refurbishment of all low, medium and high rise housing schemes, schools and colleges and all other public sector buildings.



COMPLIANCE AND SERVICES FRAMEWORKS



CONSTRUCTION CONSULTANCY

Framework provides easy access to architects, project managers, employers agents, structural and civil engineers, quantity surveyors, clerks of works, health and safety advisors, EPC assessors plus a combined consultancy service.



FIRE SAFETY

WPA's fire safety offer is currently being re-tendered and by early 2024 a new framework will offer the following services:

- Fire Safety Consultancy
- Fire Risk Assessments and Fire Safety Inspections
- Installation of Passive Fire Protection
- Installation of Active Fire Protection
- Active Fire Protection Testing, Servicing and Maintenance
- Installation of Fire Suppression Systems
- Fire Suppression Systems Servicing and Maintenance
- Cladding Remedials and Replacement
- Waking Watch Services



VACANT PROPERTY PROTECTION

Our framework provides varying levels of security and also services that reduce the time public sector properties stand vacant.

- Vacant Property Security
- Clearance and Cleaning Services
- Specialist Cleaning Services
- Out-of-hours Call Centre



LEGIONELLA CONTROL AND WATER MANAGEMENT

Framework providing the following services:

- Water Hygiene Testing and Consultancy
- Water System Maintenance, Remedials and Associated Services



HEATING SERVICES AND ELECTRICAL SERVICES

Framework offering:

- Gas Heating Systems Inspection, Servicing and Remedial (Domestic)
- Gas Heating Systems Inspection, Servicing and Remedial (Commercial)
- Ventilation Systems Inspection, Servicing and Maintenance
- HVAC (Air Conditioning) Servicing and Maintenance
- Fixed Wire Testing (EICR) and Remedials
- Portable Appliance Testing



ASBESTOS SERVICES

This framework provides the following services:

- Asbestos Consultancy
- Asbestos Surveys and Testing
- Asbestos Removals and Remedial

BENEFITTING THE COMMUNITY

In close partnership with Community Foundation Wales, the Welsh Procurement Alliance Community Benefit Fund has been established to enable WPA Committee Members to apply for funding to support charitable causes, activities, groups and projects which relate to the community benefit themes of:

- Social inclusion
- Financial inclusion
- Digital participation
- Local community projects
- Employability



WHO CAN APPLY?

WPA Committee Members can apply for a grant of up to **£10,000** to support organisations/groups running projects of importance in their area.



HOW TO APPLY

All applicants must complete an application form. Please contact the Foundation on **02920 379 580** or email grants@communityfoundationwales.org.uk to be sent the link for an online form and for more information.



Over the last year in excess of £90,000 has been invested in community projects

"We are delighted that our contribution to community benefit schemes throughout Wales is continuing to increase. Not only are the projects assessed with regards to benefits achieved and monetary investment, they are also assessed on the social impact they have on the wider communities. In addition to the Community Benefit Fund WPA typically also return over £60,000 to our client partners as rebates every year."

Neil Barker, Regional Director WPA



To see details of community benefit schemes, please visit our website: www.welshprocurement.cymru

WHY BUY VIA THE WELSH PROCUREMENT ALLIANCE?

10 REASONS TO CHOOSE WPA

01 Compliance with UK Procurement Rules

BENEFIT:

This gives our clients peace of mind regarding compliance issues.

- WPA appoints its approved companies in line with UK Procurement Rules.
- Our team of procurement experts follow a precise tender programme in strict accordance with UK public sector procurement rules; from initial advertisements, through issue of documents and evaluation of companies and on to final award.

02 Fast and Efficient Procurement

BENEFIT:

This saves our clients considerable amounts of time in the procurement phase and speeds up mobilisation.

- Once WPA Appointed Companies have been approved for inclusion on a WPA framework, the process of calling-off projects and commissioning work is straightforward and flexible.
- Terms and rates have been pre-agreed and when competition is required, there is flexibility in the call-off methods available. Upon successful confirmation, projects can start as soon as required.

03 Working for Wales

BENEFIT:

The more companies from Wales that become WPA Appointed Companies the more of the ‘Welsh Pound’ spent through our frameworks stays in Wales to help improve our communities.

- WPA was set up in 2017 to address Welsh needs, standards and aspirations for public sector procurement. Since then, WPA has established itself in the Welsh public sector as a trusted procurement provider and continues to innovate and grow.
- By increasing our membership and the spend via our frameworks, we are attracting more suppliers from across Wales to be part of our frameworks.
- WPA actively encourage Welsh suppliers and contractors to bid to become WPA Appointed Companies.
- We can only appoint companies that apply of course, but we are passionate about encouraging the growth of the Welsh industries that we are connected to.

04 Technical Expertise and Development of Specifications

BENEFIT:

Significant savings to your organisation which would have to commit much resource to research, meetings, discussions, drafting and approval of various product specifications. Technical advice is available from WPA and LHC throughout the term of any arrangement.

- WPA are part of the LHC Group, established in 1966, and who, over five decades, have developed and shaped their service to meet the evolving needs of the public sector. Our technical expertise is built on continuous research by our team who consult with our clients on the outcomes they need and with industry experts and suppliers on the range of available solutions.
- The specifications for all product areas have been fully researched and developed before the framework tender process is undertaken.
- Our technical team participate on the UK and EU Standards Committees to ensure that specifications are continually updated to reflect all current and future regulations.

05 Experienced Suppliers and Contractors

BENEFIT:

All WPA Appointed Companies have committed teams to ensure that any inconvenience to residents and other end users is managed positively.

- A key criterion for the appointment of all WPA companies is their experience in dealing with social housing and other public sector contracts.

06 Project Quality

BENEFIT:

WPA work with you to ensure that the programme of work is delivered in line with your expectations and where there is any deviation from target performance, WPA will contact the Appointed Company directly to agree remedial action.

- On appointment of any WPA company, the WPA would be available to take an active role in developing the partnership and participate in core team meetings throughout the term of the agreement.
- Throughout the term of the contract, WPA can work with your project team to monitor the performance of the Appointed Company.

07 Added Value Services

BENEFIT:

Extends the capability of your in-house procurement team and gives peace of mind regarding potential issues with suppliers.

- WPA are able to provide procurement advice and technical support relating to your individual project requirements. We can assist you at various stages from inception to completion. Talk to our team if you would like help with any of the following:
 - Technical advice on WPA frameworks
 - Project specifications - adhering to regulations and standards
 - Planning and Building Regulations advice including self-certification schemes
 - Support through the call-off process
 - Independent evaluation of tenders as part of your client team
 - Post-tender mathematical checks to ensure price validity
 - Price validations - verifying prices against framework rates
 - Attendance at prestart meetings and subsequent project monitoring
 - Interventions should contractors not perform
- Liaise with Appointed Contractors to share best practice
- Liaise with other WPA clients to facilitate collaboration where required

08 Value for Money

BENEFIT:

WPA is recognised by its users for delivering and demonstrating Value for Money through all of its frameworks.

- Tenders are evaluated on a price/quality model where both factors are given appropriate status.
- Evaluations also include regional capability and WPA can validate quotations from our suppliers to ensure that rates used are in line with the framework terms and conditions.

09 Financial Information

BENEFIT:

Peace of mind regarding potential financial issues with suppliers before you enter into a contract.

- We use CreditSafe alerts and utilise Euler to monitor the financial performance of all of our Appointed Companies.
- Before each call-off project, at the Expression of Interest stage, where we have been alerted to potential financial issues, we run our own checks and will talk directly to the Appointed Company’s CFO or FD to understand the issues behind the numbers.

10 Community Benefit and Social Value

BENEFIT:

WPA member organisations benefit from an end-of-year distribution of WPA surpluses.

- As a not for profit organisation, over and above evaluating the Appointed Companies in relation to general corporate, social responsibilities prior to awarding them to our frameworks we also encourage our clients to include project specific community benefits in their call-off contracts.
- In addition, WPA have established the WPA Community Benefit Fund which is utilised by our Committee members to reinvest back into their own communities.
- WPA work in partnership with Community Foundation Wales (CFW) who work alongside our members to get the best possible return for their communities. Community benefit projects we fund are assessed with regards to benefits achieved and monetary investment plus the social impact they have on the wider communities.



A **DYNAMIC** APPROACH TO BUILDING NEW HOMES

The WPA has been working closely with Welsh Councils, Housing Associations and Social Landlords to help deliver their ambitious targets for new social housing developments across the country. Central to this is our Dynamic Purchasing System which provides efficient access to pre-tendered, fully evaluated construction companies.

Dynamic Purchasing System for Housing Construction – South Wales

The DPS was developed following consultation with Welsh Government and the Councils and Housing Associations across South and Mid Wales to provide a range of procurement options. We have appointed a number of contractors in each county to deliver projects of varying sizes.

Please ask WPA for information on the regional Lots and workstreams and the companies appointed to them. The DPS includes options for the delivery of homes using Modern Methods of Construction (MMC).

Our framework agreements and DPS operate in favour of all participants. The key benefits are:

- Reduced timescales for procurement
- Exceptional value for money
- Meet required quality and energy efficiency standards
- Ensure compliance with procurement rules



How does a DPS differ from a Framework?

Framework

- Maximum duration of 4 years
- Direct award permissible
- Fixed list of suppliers
- Typically harder for SMEs to access

DPS

- No maximum time limit
- No direct award (further competition only)
- Flexible - suppliers can join during the lifetime of the DPS
- Increased accessibility for SMEs

Framework for Housing Construction – North Wales

The North Wales framework provides access to a choice of mainly North Wales based suppliers that we are confident will collectively meet and exceed the expectations of our clients.

The framework includes the option for a client to directly award a construction project associated with a land purchase element, where the company has a direct interest in the land.

Framework for Offsite Construction of New Homes

Provides easy access to various offsite manufactured volumetric, panelised, high-rise and turnkey building systems for use in new homes build projects across Wales.



The Welsh Government has made a commitment to reach net zero carbon emissions by 2050 and the report 'Better Homes, Better Wales, Better World – decarbonising existing homes in Wales' presented by the independent review panel chaired by Chris Jofeh in July 2019 sets out how the housing sector can contribute to this aim.

Wales has some of the oldest and least thermally efficient housing stock in the UK and Europe. 32% of the Welsh housing stock was built before 1919, when there were no construction standards in terms of thermal performance. Just 10% of Welsh homes were built in the last 18 years, during which time energy performance requirements have changed dramatically.

The scale of the retrofit programme required for existing homes provides a massive challenge but also creates an opportunity for a major investment programme that would benefit communities throughout Wales.

The review suggests that homes in social ownership and homes in fuel poverty (a total of 300,000) should be brought up to the standard by 2030.

Costs are estimated at between £500m and £1bn a year for those homes, at 30,000 a year over the next 10 years.

WPA are aiming to assist with delivering decarbonisation through our Decarbonisation and Energy Efficiency frameworks. See the WPA website or contact our office for more information on how we can help your organisation with your decarbonisation plans.

The Well-being of Future Generations Act gives us the ambition, permission and legal obligation to improve our social, cultural, environmental and economic well-being.

The Well-being of Future Generations Act requires public bodies in Wales to think about the long-term impact of their decisions, to work better with people, communities and each other, and to prevent persistent problems such as poverty, health inequalities and climate change.

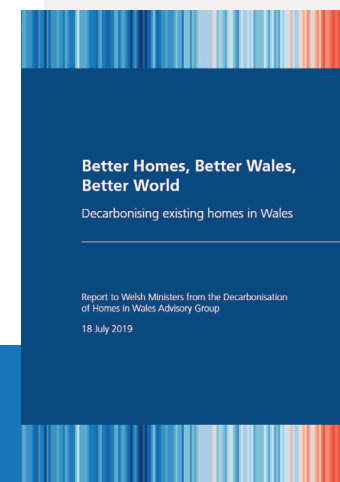
Welsh Procurement Alliance is mindful to ensure that the Future Generations Act obligations are embedded into all our activity.



DECARBONISATION AND ENERGY EFFICIENCY

ENERGY EFFICIENCY MEASURES

- External wall insulation
- Cavity wall insulation
- Internal wall insulation
- Insulation materials (loft)
- Biomass boilers
- Solar PV with battery storage
- Air to water heat pumps
- District heating interface units
- Traditional boilers
- Rainscreen and cladding
- Combined heat & power (CHP) or combined cooling & heat & power (CCHP)
- Gas absorption heat pumps
- Boiler optimisation technologies
- Lighting controls
- EV charging infrastructure
- Solar thermal systems
- Building energy management systems
- Floor insulation
- Ground source heat pumps
- Commercial boilers
- Electric heaters



Left: Chris Jofeh's decarbonisation report
Below: An illustration of the annual average temperatures for the World from 1850-2018 using data from the UK Met Office:
www.showyourstripes.info/

ENERGY EFFICIENCY CONSULTANCY

CORE CONSULTANCY MEASURES



BUILDING ENERGY MANAGEMENT

Building Energy Policy & Strategy Development
Energy Surveys and Audits
Monitoring and Targeting
Independent Report on Metering Arrangements (IRMA)
Chartered Surveyors Reports
Domestic and non-domestic BREEAM Assessments (for existing buildings)
Funding and Finance



PROJECT MANAGEMENT

Project Manager
Clerk of Works
Health & Safety
Principal Designer duties
Health & Safety Advisors



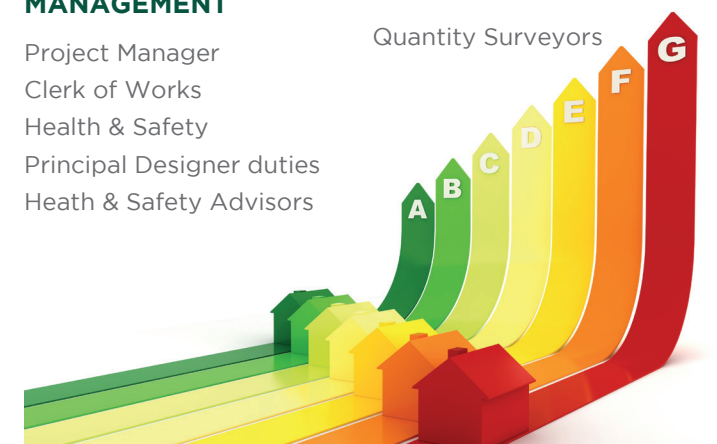
BUILDING ENERGY CERTIFICATES

Dispalpy Energy Certificates (DEC) and Advisory Report (AR)
Energy Performance Certificates (EPC) Domestic
Energy Performance Certificates (EPC) non-Domestic



ASSET MANAGEMENT, PROJECT SPECIFICATION

Energy Stock Condition Surveys and Reports
Product Specification and Procurement
Quantity Surveyors



WPA delivers instant access to compliantly tendered and quality evaluated, products, services and contractors.

Framework tender and award

WPA, and the technical specialists at LHC, carry out research into the products and services we identify as being required by our public sector clients.

From this feasibility stage we draw up performance specifications and the tender documents.

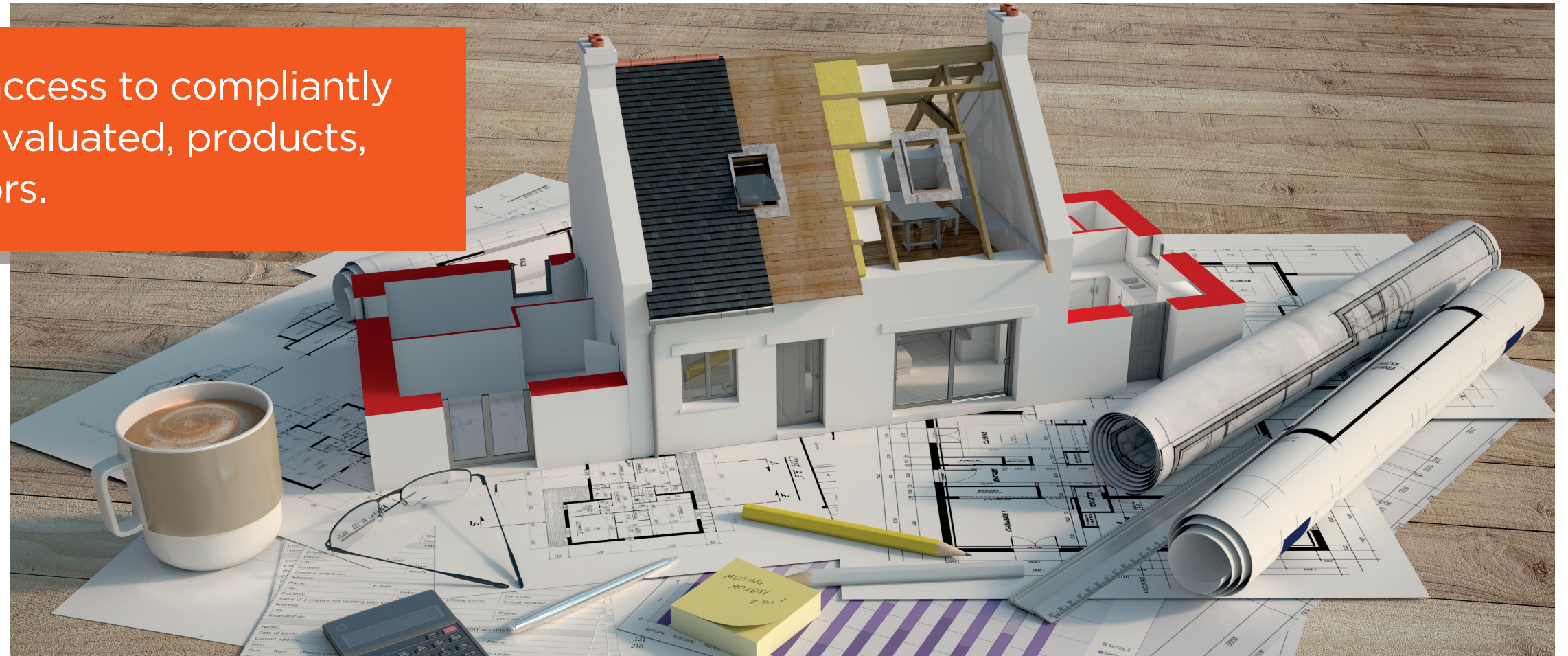
- PINs and Contract Notices are published on Find a Tender (previously in OJEU) and on the Sell2Wales website.

Companies have open access to the tender and offer documentation (ITT) and are asked to respond to assessment questions covering:

- Company standing
- Financial standing
- Employment practices
- Environmental awareness
- Sustainability and social value
- Capacity and geographical range
- Technical and service capability
- Quality systems management capability
- Testing and certification
- Experience of supply to the public sector
- Specifications for products and services
- Pricing

A detailed evaluation report is prepared which shows the following for each tenderer:

- Weighted score under each heading
- Value for money index



The Appointed Companies

Companies are appointed based on their scores in the tender evaluation report.

Our aim is to give our clients a choice of approved framework suppliers to work with.

Numbers vary per framework in line with anticipated demand and subject to the number of qualifying suppliers that can adhere to our strict criteria.

- All suppliers are notified of the results and the unsuccessful tenderers can choose to have a debrief to help improve future offers
- Contract Award Notices are published on Find a Tender (previously in OJEU) and on the Sell2Wales website

Awarding 'call-off' contracts

When members and clients are ready to choose a framework supplier for an individual project, they should start the process by talking to our team. We can help with specifications prior to the start of a call-off procedure and encourage dialogue with framework suppliers. Then WPA will coordinate either:

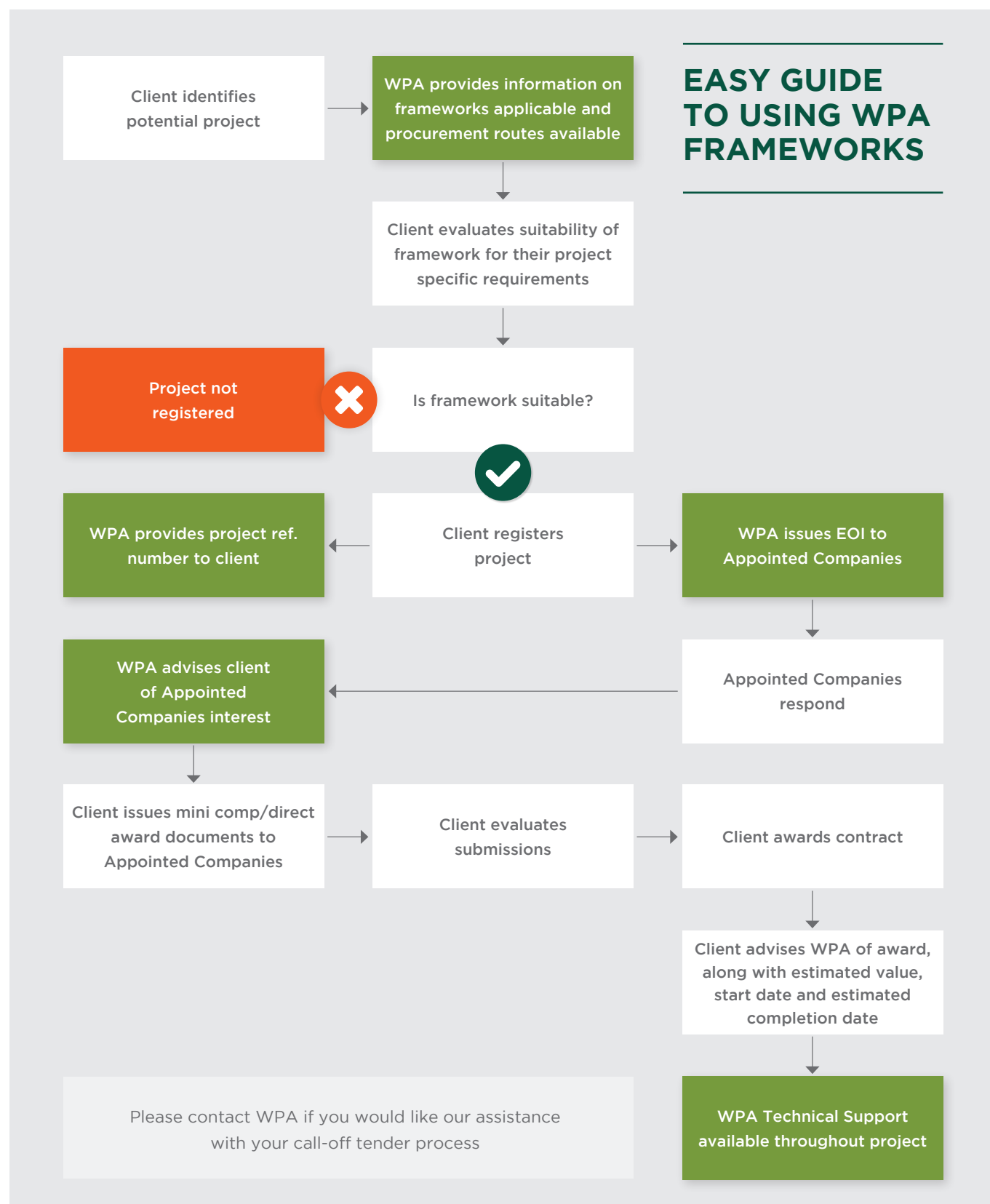
- A mini competition involving the eligible appointed companies that have declared an interest in the project, or
- A direct award made to a single company, with justifiable reasoning, without reopening competition. (WPA can provide the relevant framework evaluation report to assist with this decision.)

Project and programme support from WPA

WPA provides support and technical assistance throughout the duration of a project or programme of works, as required:

- To ensure high quality standards are maintained
- Service levels are fulfilled
- Delivery periods are met

We actively pursue feedback on our projects in order to monitor the outcomes and strive to continually improve everything we do. We will be happy to meet you during the life of a project and after project completion to discuss how WPA, as well as the framework suppliers, could improve the level of performance.



WPA procurement frameworks can be used by all publicly funded organisations in Wales. All contract notices are issued by LHC on behalf of the Welsh Procurement Alliance (WPA)

WPA frameworks can be used by:

- Welsh Unitary authorities
- Registered social landlords

in addition the following organisations that operate in the public sector are also eligible to use our services:

- Education authorities
- Publicly funded schools
- Universities
- Colleges
- Further education establishments
- NHS
- Emergency services
- Central Government departments and their agencies as listed



WPA COMMITTEE

The WPA committee was established in 2017 and comprises of 9 client representatives. The committee helps to guide the priorities and strategy of the WPA. It also takes an active role in developing the WPA Community Benefit Fund in association with Community Foundation Wales.

FLEXIBLE FRAMEWORKS



Our flexible frameworks are designed with Partners interests in mind:

- Addressing local, financial, quality and sustainability objectives
- Options on technical specifications

A BENEFICIAL PROCESS



- WPA partners will save many hours every year by using our frameworks
- Our partners gain back valuable time to focus on the needs of their communities

FINANCIAL REBATE



- WPA partners are eligible to receive a share of any surplus generated in a financial year
- WPA partners receive a pro-rata share based on their total spend during the qualifying period





OUR REMARKABLE TEAM



WPA SOCIAL LINKS



In collaboration with the technical and procurement team at LHC, the WPA is developing frameworks specifically for the public sector in Wales. Our agenda is driven by the WPA Committee representing our Welsh clients.

Focused on achieving goals set by the Well-being of Future Generations (Wales) Act 2015, the WPA offers innovative solutions for the procurement of new-build and refurbishment contracts throughout Wales. We seek to work with the best contractors and suppliers and are encouraging Welsh companies to apply for places on the frameworks.

The WPA has also established a Community Benefits fund for its partners with income generated by procurement in Wales.



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WPA SOCIAL VALUE STATEMENT



LHC and its regional organisations are not for profit providers of procurement and delivery solutions to all public sector organisations.

Surpluses are reinvested into the communities in which we operate to achieve improved social value outcomes in accordance with our primary goal –

‘Working together to deliver better buildings, homes and communities’.

We work together with our members, clients, suppliers, and communities to ensure social value is delivered in many ways:

01

To develop organisational policies to promote improved social, economic and environmental outcomes.

02

To look at the ways and means by which social value can be achieved on all projects delivered through our frameworks, bearing in mind that each project and context can be very different.

03

To define a standard set of outcomes on all projects to ensure that additional value is generated for the communities.

04

To identify priority areas for local community benefit programmes funded by our surpluses.

WPA operate in Wales connecting construction companies, manufacturers and service providers with the needs of our clients. We bring buyers and suppliers together, to build and maintain public property more efficiently and cost effectively, and to benefit local communities.

Our activity is guided by our Executive Committee which is made up of Local Authorities and Housing Associations from across Wales.

As a not-for-profit organisation, surplus generated by our activity is returned to communities either via rebates to clients or via our WPA Community Benefit Fund, managed in partnership with Community Foundation Wales. Each year, around £100,000 is being invested in community projects. Projects are assessed with regards to benefits achieved, monetary investment and the social impact they have on the wider communities.





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In association with:
LHC
Trusted procurement for
better buildings and homes

The WPA is continually investing in its infrastructure and forging new partnerships with professional suppliers and contractors throughout Wales. Our Framework Agreements are also developing to meet the needs of our discerning membership and ultimately the needs of the Welsh communities we serve.

For the very latest information on the WPA, please visit our website www.welshprocurement.cymru



Welsh Procurement Alliance (WPA)

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