

SME ENGAGEMENT – MINISTRY OF JUSTICE

Name of Company	Contract Title	Brief Company Details	Contract Summary and highlights	Did publishing the procurement pipeline result in an increase in SME participation?	Did pre market engagement occur, and if so what impact did it have on the procurement strategy? Were SME's involved in the pre market engagement?	How did we make the decision on the optimal lot size? Were SME views taken into account?	Were tangible savings delivered as consequence of SME involvement/re view of lot size? If so, please state.
Framework for the supply of secure docks to HMCTS							
Voice Products, Jonathan Carey	Framework for the supply of secure docks to HMCTS	Voice Products provide Audio and Recording solutions to businesses. They convert analogue audio feeds into digital, recordings effectively become data and can be integrated into an organisation's Information Systems (IS). They acquired the joinery business of	MoJ has traditionally procured secure docks for courts through a main contractor. The decision was taken to introduce a "framework" which would offer access to a cadre of prequalified suppliers able to meet MoJ's requirements and deliver best VfM. Feedback received from suppliers at a market engagement day informed our approach to the tender, allowing us to remove potential	Yes. The transparency of the requirement did widen the interest amongst SMEs that had not been involved before with Secure Docks in Courts.	Yes pre-market engagement was held and this provided an opportunity for MoJ to detail the requirements and entry criteria as well as allowing companies to ask questions. As it was a 2 way feedback the Procurement strategy was affected in the following areas: Contract Model NEC short form preferred over PPC2000. Regional approach - National (shopfitters can go	Very much. The SMEs views on whether to source regionally and whether to compete a programme of works were key messages received and discussed and fed into the procurement strategy.	The framework is in its infancy and so no savings realised yet.

		<p>Bastion Security Installations to provide an integrated solution for the installation of Secure docks in Courts.</p>	<p>barriers to SME involvement. When evaluating bidders, we considered their approach to optimising level of SME participation. Within the competition, the SME suppliers were able to demonstrate considerable expertise in delivering bespoke courtroom furniture. Out of the four suppliers chosen for the framework, two were SMEs. This new arrangement, while still at the early stages of implementation, will provide MoJ with cost savings, greater flexibility and design innovation.</p>		<p>anywhere)</p> <p><u>Amount of time for tendering</u> Extended to 5 weeks</p> <p><u>Long lead items?</u> MoJ learned that glass from Switz / Germany</p> <p><u>Insurance levels</u> PII was better at £2.5M Other insurances were ok</p> <p><u>Min turnover?</u> £1.5M would suffice</p> <p><u>Optimum batch size?</u> Pallet sizes weren't a real issue so no need. suggestion that competing programmes gives better vfm. However bear in mind prog of workload can be seasonal</p> <p><u>Did this sector produce other associated Products?</u> Custody areas, cell doors, counters. So we shaped the contract to take account of the potential for other items.</p>		
--	--	---	---	--	---	--	--

Framework for the provision of Lifts & Lift refurbishment across the Ministry of Justice Estate							
Axis Elevators; ANSA Elevators Guideline Lift services	Framework for the provision of Lifts & Lift refurbishment across the Ministry of Justice Estate	<p>All 3 are appointed to the Framework small lift contractors with the ability to refurbish and fit new lift installations.</p> <p>Axis Elevators have a Turnover £10M with approx 70 staff; ANSA Elevators have a Turnover of £8M with approx 60 staff; Guideline Lift services have a turnover of £10M with approx 85 staff.</p>	<p>Previously, the provision of new lifts and the refurbishment of those lifts were carried out by a Main contractor, sub-contracted to a specialist Lift contractor. By setting up Specialist Lift Framework s (one in North and one in South) this has provided the MoJ with the ability to break down the requirement, avoid layered Profit and Central Office Overheads and also provides flexibility for project delivery by dealing direct with the SME.</p>	<p>Yes. The transparency of the requirement did widen the interest amongst SMEs that had not been involved before with lifts on the MoJ estate</p>	<p>Yes pre-market engagement was held and this provided an opportunity for MoJ to detail the requirements and entry criteria as well as allowing companies to ask questions. As it was a 2way feedback the Procurement strategy was affected in the following areas:</p> <p>Contract Model - Majority of SMEs had experience of JCT, PPC, MF1, NEC short form but were comfortable with 2 form approach i.e. PPC & NEC Tendering time = 6 weeks Regional Sourcing - 2 regions rather than a national were best Long lead items? – SME advise lead time 12 weeks for machinery & doors Insurance levels – Advised at PII was better at £2M Other insurances were ok Min turnover? £1M for refurb would suffice Pricing requirements - MoJ were required by SMEs to advise as much detail as poss including travel distances, loads.</p>	<p>Very much. The SMEs views on whether to source regionally and whether to compete a programme of works were key messages received and discussed and fed into the procurement strategy.</p>	<p>The framework is in its infancy and so no savings realised yet.</p>

					<p>Optimum batch size? competing programmes would help industry & gives better vfm. Options - Industry advised that option for Traction is best as its normally used. Hydraulic not used for new. But recommend keeping option as there could still be some in the older estate. IPR - SMEs particularly said that in order to avoid being tied to manufacturer product not specifying 3rd party equipment would provide best vfm. Retentions - Industry advised that retentions are rarely used in Lift Assoc</p>		
Framework for the provision of Minor Works across the Ministry of Justice Estate							
A & F Pilbeam Construction Ltd Ark Build plc Bramber Construction Ltd Brightwater Products & Services Ltd	Ministry of Justice (MoJ) Minor Works Framework Contract	British SME Classifications as follows: 5 x Micro (Turnover under £1.8m) 14 x Small (Turnover 1.8m - £9m)	MoJ has traditionally procured a large percentage of Minor Works through SME's, the decision was taken to introduce a "framework", which would qualify Construction companies as able	No pipeline was published, the Framework was procured prior to the requirement to do so was introduced.	Pre-market engagement was not undertaken prior to the Procurement Strategy being approved, however Market Engagement Events were held with Bidders at ITT stage. Feedback from Bidders in relation to the tender and contract procedures were received, and acted upon	No limit was placed on the number of bidders awarded to each Lot so that the maximum supply base in terms of SME's could be	No tangible savings directly related to SME involvement per se, however, the Framework consistently delivers reductions of 15-20% on Pre-Tender Estimates, in FY 2012-13

<p>Coniston Ltd Cuttle Construction Ltd David R White Building Services Ltd E V Bullen & Son Ltd Fairhurst Ward Abbotts Ltd Garside & Laycock Ltd Hall Construction Group Ltd John Weaver (Contractors) Ltd Knox & Wells Ltd Manchester & Cheshire Construction Ltd Pentaco</p>		<p>9 x Medium (Turnover £9m- £24m)</p>	<p>to meet MoJ's requirements thereby reducing the administrative burden on suppliers and delivering best VFM.</p> <p>Evaluation questions were designed with 'signposts' so that Bidders could easily identify what MoJ Procurement required from responses in order to give an 'Acceptable' score and achieve a place on the Framework.</p> <p>Market Engagement Days were held in locations across the country, these focused on enabling bidders to obtain information about the MoJ and tender procedures, any improvements to the</p>		<p>where possible.</p> <p>Example: The direct award call off process is built around the National Schedule of Rates, which are published every August. The expectation was that Contractors would purchase these rates each August and work from the latest copy. Bidders expressed concerns at the cost of purchasing new rates each year, so the Contract was amended to use 09/10 rates throughout its duration. Suppliers now have the option to amend their discount against these rates each November.</p>	<p>achieved.</p> <p>As a result, 64% of Framework Contractors are SME's.</p>	<p>55% of Contracts were awarded to SME's based upon value for money provided compared to Non-SME's.</p>
--	--	--	---	--	--	--	--

<p>Construction Ltd Pexhurst Services Ltd Princebuild Ltd R & M Williams Ltd Ravenstone (Central) Ltd Robert Bruce Construction Ltd Roger Eaves Building Ltd Shaylor Construction Ltd Sitec Interiors Ltd Smallman & Son Ltd Tate Security Technology Ltd Taylor</p>			<p>procedures that could be made to reduce administrative burden and communicating exactly what was required of bidders in submitting responses to tender questions.</p> <p>Within the competition many SME bidders demonstrated considerable expertise in meeting the MoJ requirement for Minor Works, currently 64% of Framework Contractors are SME's.</p>				
---	--	--	---	--	--	--	--

Pearson Construction Ltd Vinstrata Builders (London) Ltd W B Griffiths & Sons Ltd							
Online form to take payments in a secure way							
JADU Ltd	Employment Tribunals Fees Solution	British company with 65 employees. This is the first contract awarded to JADU by MOJ.	The MoJ requirement consisted of an online form to take payments in a secure way, using IL3 data management policies. System had to be ITHC (IT Health Check) accredited, including a full workflow and management system for fee groups and transactions . Delivered a solution within the budget and on time; Contract award through the G-Cloud route which was simple and efficient	N/A as not published	Yes, opened up potential sources of supply. Gave better understanding of requirement to potential suppliers and identified key players in market. A large number of SME's were involved in market engagement	Procurement started as a multiple lot. The requirement was broken down to encourage participation in the procurement .T he contract was awarded as one lot as such offered better VFM .	Yes, £500K was saved

			and the MoJ was able to deliver the solution within a short space of time. Introduced a modern and effective mechanism for managing the ET Fees process; The Solution can be iterated to meet the "Digital by Default" standard.				
FITS Application Maintenance and support services for the whole of MoJ.							
TBA	FITS AMS	TBA	FITS Application Maintenance and support services for the whole of MoJ.	Yes	Yes. The FITS Application Support and Maintenance Services tower has held pre-procurement market engagement events in the last couple of months. Separate events were held on the same day; for large companies and for SMEs.	Yes. The feedback from the SME community was unanimous: that they wished to act as subcontractors in respect of these services. At both communities' request, a follow-up supplier	TBA - the competitions are under way. Over 40 firms have expressed an interest.

						networking event was hosted by the tower team to enable the SMEs to access and network with the larger services providers.	
Supply of core end user computing services to the MoJ							
TBA	FITS EUCS Core	TBA	Supply of core end user computing services to the MoJ	Yes	Yes. The FITS End User Computing Service tower held, in conjunction with Cabinet Office colleagues, two market engagement events during the summer of 2013. The first was in partnership with Intellect and included invitees from the Intellect SME interest group. The second was in conjunction with Tech City and included invitations posted via social media to the companies in the Tech	Yes. These events were both well received and generated post-event feedback which was taken into account in the competition strategy for the components of the EUCS tower. SMEs are participating	TBA - procurement still under way

					City network.	both as subcontractors in bids for the core EUCS service and as potential service providers for disaggregated components of the tower.	
--	--	--	--	--	---------------	--	--