

By Email Only

Dear

RE: Request for Information – RFI4827

Thank you for your request for information which was processed in accordance with the Freedom of Information Act 2000 (FOIA).

You requested the following information:

I would be most grateful if you would provide me, under the Freedom of Information Act, details in respect to the contract below.

Delivery Partner Panel 3.: North East Yorkshire & the Humber Lot

https://gbr01.safelinks.protection.outlook.com/?url=http%3A%2F%2Fted.europa.eu%2Fudl%3Furi%3DT ED%3ANOTICE%3A349929-

2017%3ATEXT%3AEN%3AHTML&data=05%7C02%7Cinfogov%40homesengland.gov.uk%7C916622ddbe0 5495de4bd08dc9f194dc0%7Cfaa8e2690811453882e74d29009219bf%7C0%7C0%7C638560178870184557 %7CUnknown%7CTWFpbGZsb3d8eyJWIjoiMC4wLjAwMDAiLCJQIjoiV2luMzIiLCJBTil6lk1haWwiLCJXVCI6 Mn0%3D%7C60000%7C%7C%7C&sdata=ZoVoe0WQmrie38d1FiBYXC8uarrVwfWkQ5zQ7AaGX6M%3D&re served=0

The details we require are:

- What are the contractual performance KPI's for this contract?
- Suppliers who applied for inclusion on each framework/contract and were successful & not successful at the PQQ & ITT stages
- Actual spend on this contract/framework (and any sub lots), from the start of the contract to the current date
- Start date & duration of framework/contract?

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- Could you please provide a copy of the service/product specification given to all bidders for when this contract was last advertised?
- Is there an extension clause in the framework(s)/contract(s) and, if so, the duration of the extension?
- Has a decision been made yet on whether the framework(s)/contract(s) are being either extended or renewed?
- Who is the senior officer (outside of procurement) responsible for this contract?

<u>Response</u>

We can confirm that we do hold some of the requested information. We will address each of your questions in turn.

What are the contractual performance KPI's for this contract?

We can confirm that there were no set KPI's for this framework. KPI's would only be given on a project by project basis where required.

Suppliers who applied for inclusion on each framework/contract and were successful & not successful at the PQQ & ITT stages

Successful Applicants

We can confirm that the Delivery Partner Panel 3 (DPP3) was procured via an open tender and there was not a separate PQQ stage. Please see attached to this response Annex A which contains the list of the successful applicants.

Unsuccessful Applicants

Section 41 – Information provided in confidence

Under section 41(1)(b) of the FOIA Homes England is not obliged to disclose information to the public if it would constitute a breach of confidence.

Unsuccessful applicants applied to Homes England for inclusion onto the framework in confidence and with the expectation that their applications would not be publicly disclosed. To disclose the names of unsuccessful applicants would be likely to lead to the public being able to infer details of these companies' financial status and future business plans.

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Although section 41 of the FOIA is an absolute exemption and there is no requirement to conduct a full public interest test, we can confirm that we have considered the public interest in disclosure as a breach of confidence may not be actionable if there is an overriding public interest in that disclosure. In regard to the unsuccessful applicant names, we feel that there is no overriding public interest in favour of disclosure.

The full text of the legislation can be found on the following link;

https://www.legislation.gov.uk/ukpga/2000/36/section/41

Actual spend on this contract/framework (and any sub lots), from the start of the contract to the current date

We can confirm that the actual spend was £647,695,228.

Start date & duration of framework/contract?

We can confirm that DPP3 commenced on 30 July 2017 for a period of 4 years.

Could you please provide a copy of the service/product specification given to all bidders for when this contract was last advertised?

We can confirm that a copy of the service specification for this contract was provided to each supplier as part of the Invitation to Tender. Therefore, please see attached to this response, Annex B, which contains the product specifications for this framework.

Is there an extension clause in the framework(s)/contract(s) and, if so, the duration of the extension? We can confirm there was no extension was permitted on the Framework.

Has a decision been made yet on whether the framework(s)/contract(s) are being either extended or renewed?

We can confirm that DPP3 expired on 31 July 2021 and it has been replaced with the Dynamic Purchasing System (DPS) commenced on 6 September 2021.

Who is the senior officer (outside of procurement) responsible for this contract?

We are able to inform you that we do hold the information that you have requested. However, we rely on Section 40(2) of the FOIA to withhold the information from disclosure.

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Section 40 – Personal information

We are withholding information on the grounds that it constitutes third party personal data and therefore engages section 40(2) of the FOIA.

To disclose personal data, such as names, contact details, addresses and email addresses could lead to the identification of third parties and would breach one or more of the data protection principles.

Section 40 is an absolute exemption which means that we do not need to consider the public interest in disclosure. Once it is established that the information is personal data of a third party and release would breach one or more of the data protection principles, then the exemption is engaged.

The full text in the legislation can be found on the following link;

https://www.legislation.gov.uk/ukpga/2000/36/section/40

Advice and Assistance

We have a duty to provide advice and assistance in accordance with Section 16 of the FOIA. As such we can advise that the DPS manager is responsible for the DPS however Project Managers are responsible for their individual opportunities advertised through the DPS. Correspondence can be directed via <u>deliverypartnerprocurement@homesengland.gov.uk</u>.

Right to Appeal

If you are not happy with the information that has been provided or the way in which your request has been handled, you may request an internal review. You can request an internal review by writing to Homes England via the details below, quoting the reference number at the top of this letter.

Email: infogov@homesengland.gov.uk

Information Governance Team Homes England Windsor House 6th Floor 42-50 Victoria Street London

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SW1H OTL United Kingdom

Your request for review must be made in writing, explain why you wish to appeal, and be received within 40 working days of the date of this response. Failure to meet this criteria may lead to your request being refused.

Upon receipt, your request for review will be passed to an independent party not involved in your original request. We aim to issue a response within 20 working days.

You may also complain to the Information Commissioner's Office (ICO) however, the Information Commissioner does usually expect the internal review procedure to be exhausted in the first instance.

The Information Commissioner's details can be found via the following link:

https://ico.org.uk/

Please note that the contents of your request and this response are also subject to the Freedom of Information Act 2000. Homes England may be required to disclose your request and our response accordingly.

Yours sincerely,

The Information Governance Team For Homes England

6th Floor Windsor House 42 - 50 Victoria Street, Westminster London, SW1H 0TL

Bardsley Construction Barratt Developments Plc
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Beaument Morgan Developments
Beaumont Morgan Developments
Bellway Homes
Carillion Igloo
Clarion Housing Group
Countryside Properties Limited
Esh Construction Ltd
Galliford Try Plc
Gentoo
Gleeson Regeneration Ltd
Home Group Limited
Interserve
Keepmoat Homes Ltd
Kier Limited
Laing O Rourke
Legal & General Homes (Communities)
Limited
Lovell Partnerships Ltd
Mears New Homes
Places for People Group Ltd
Redrow Homes
Robert Woodhead Limited
Robertson Group
Sanctuary Housing Association
Strata Homes
Strategic Team Group
Taylor Wimpey
Termrim Construction Limited
The Casey Group Ltd
Thirteen Group
Tolent Construction Limited
United Living (South) Limited
Urban Splash Developments Limited
Wates Residential
Westleigh Partnerships Limited
Willmott Partnership Homes Limited
Yorkshire Housing

Delivery Partner Panel 3 - How the Panel will Operate

1.0 Introduction

The HCA is procuring a Developer Framework Agreement which will be known as Delivery Partner Panel 3 (DPP3). DPP3 will be divided into 5 geographical Lots and will support the Government's desire to speed the development of housing.

DPP3 will be used to enable the efficient procurement of housing-led development on land owned by public sector bodies. Housing-led development is development that is predominantly residential but may include other subsidiary uses, for example, commercial, retail, leisure or educational development.

We intend to appoint Panel Members who are capable of undertaking all stages of the development process, including the raising of finance, obtaining planning permission, design and physical construction of homes, sales and marketing of homes, on-going management and payment of land value. There are also likely to be opportunities for Panel Members to bid for schemes that require them to act as a house building contractor. Many local Authorities and Registered Providers have procured housing contractors through DPP and we expect this to continue. The HCA is also developing the Governments Accelerated Construction programme (formally known as Direct Commissioning) in which Developers will be required to build 'at pace' and to facilitate this sales risk will be shared between HCA and the appointed Developer.

DPP3 is not intended for the procurement of commercial sites or commercially-led sites. DPP3 will cover all areas of England with the exception of London, as HCA does not operate in London.

DPP3 is intended to enable the procurement of different types of residential development, for example open market housing of various types, starter homes, other affordable homes, homes for rent and Extracare development. It is intended to enable the procurement of homes in different ways for example the provision of custom build homes, homes built using off site manufacture, custom build and provision of serviced self-build plots.

It is intended that public sector bodies are able to work with panel members in a range of different ways, for example to dispose of land to a developer who will take full responsibility for the financing, development, sales and marketing process, or to employ a panel member on a contracting basis where the public sector body finances the development and retains ownership of the homes. It is also expected that schemes will be brought forward that merge these two approaches. It is intended that the panel will be used to split risk and reward between a public sector body and panel member in a range of different ways.

Due to the wide range of development opportunities that we expect to be made available through the panel we wish to attract a wide range of types of panel members from large house builders and residential contractors to smaller regional developers, in particular we would like to encourage those with off-site manufacturing capacity to help speed delivery. However all bidders will need to be able to demonstrate that they are capable of and competent at managing the whole development process and developing homes. DPP3 - How the Panel will Operate

2.0 The Homes and Communities Agency

The Homes and Communities Agency is the single, national housing and regeneration delivery agency for England, and is the regulator of social housing providers. Our vision is to:

- Create opportunity for people to live in homes they can afford in places they want to live, by enabling local authorities and communities to deliver the ambition they have for their own areas
- Undertake robust economic regulation that maintains lender confidence and protects he taxpayer.

For more information visit: www.gov.uk/homesandcommunitiesagency

3.0 Delivery Partner Panel 3 (DPP3)

DPP3 will build on the work already done through the HCA's existing DPP2. The main aim of both is to make the procurement of a developer or contractor as quick and efficient as possible through processes that work for private sector panel members and public sector panel users.

In order to be selected as a member of the panel, companies will need to demonstrate either:

- that they have a sound and tangible track record of delivering housing (in particular on public sector land) and that they are actively doing so in the areas for which they are applying, or
- that they have directly transferable experience and resources and the ability to operate in the areas for which they are applying.

The tender process has been designed to identify capable and active house builders with a viable and active interest in each of the geographical Lots covered by the panel. We have taken this approach to ensure we appoint developers who are currently, or are capable of, delivering in these specific areas, who understand the local conditions, have existing relationships with local partners and who can work within the current economic conditions. It is important that panel members appointed are active members and actively bid for opportunities through DPP3.

We are keen to encourage smaller regional developer SME's to bid and so bidders will not necessarily be expected to have delivered high volumes of homes.

Applicants appointed to DPP3 will be expected to cover all areas of activity required to develop housing, including, but not limited to, the raising of development finance, obtaining planning permission, supply chain management, design and construction of houses design and construction of buildings and infrastructure to support housing, sales and marketing of homes, aftercare and maintenance. The full Scope of Works is available at Schedule 2 of the Framework Contract

The panel will also be made available to a wide range of public sector bodies that may wish to undertake housing or housing-led development on land they own.

4.0 The HCA's Existing Delivery Partner Panel

DPP3 will follow on from the HCA's existing Delivery Partner Panel (DPP2), which runs from April 2013 – March 2017 and is currently being used by the HCA and Public sector partners to procure approximately 24,000 homes on c.145 sites.

Further information on the current DPP2 is available on our website.

5.0 Proposal

DPP3 will be made available as a national resource and will be used in all areas of England except London by the HCA and other public sector bodies to speed up the procurement of developers and contractors to deliver housing.

It is anticipated that the panel may be used to procure up to £8 billion of housing and associated development; we estimate this could be split across the Geographic Lots as detailed below. However, please note estimated values provided are based on the spread of usage of the current DPP2, but usage of DPP3 may vary due to:

- different range of public sector users
- changes affecting the market or government policy

The panel will be divided into 5 geographical Lots. The number of Suppliers anticipated to be appointed to each Lot is also detailed below. Please note that this is dependent on receiving sufficient compliant bids.

Predicted usage of DPP3, based on split of usage of DPP2						
Lot Name	Anticipated number of Suppliers appointed Lot	Estimated value of work per Lot based on usage of DPP2				
North West Lot	35	£1,100,000,000				
North East Yorkshire & The Humber Lot	35	£1,600,000,000				
Midlands Lot	35	£2,600,000,000				
South & South West Lot	35	£1,350,000,000				
East & South East Lot	35	£1,350,000,000				

Note – Estimated value is based on gross development value (GDV) for development schemes and construction cost for construction schemes.

DPP3 - How the Panel will Operate

6.0 DPP3 Lots Plan



The 5 geographical Lots will cover the areas shown below.

7.0 Use of the DPP3 by the HCA

DPP3 will be a key tool for the delivery of the HCA housing-led development and will include schemes procured by the HCA across the range of its land holdings and programmes. HCA's <u>Land Disposal Plan</u> provides information on the sites we expect to bring to market in the forthcoming year.

However, there will be circumstances where we envisage use of DPP3 will not be appropriate for HCA, these are as follows:

- For very large sites, where the scale or complexity of the project justifies open market competition; this may be the case for sites of over 500 homes.
- For sites below 50 units or a GDV of £15m HCA will, wherever possible, dispose of these via unconditional freehold sale as this is viewed as the most efficient route and DPP members will be able to bid via this route. However where procurement processes are required we would still propose to use DPP3, but we will make an assessment on a site by site basis.

• For other sites that do not need to comply with procurement legislation and can be treated as a freehold disposal, we may choose not to use DPP3. However, we will make an assessment on a site by site basis.

8.0 Use of the Panel by other Public Sector Bodies

The panel will be made available to other public sector bodies as part of the HCA's enabling role. The organisations named as potential users of the panel are identified at Schedule 14 of the framework contract. Partners wishing to use DPP3 will firstly need to sign up to an Access Agreement with the HCA. The HCA will then provide that partner with access to the DPP3 e-Tendering system that contains full information on how to use the panel. The HCA will also provide additional help, guidance and information to partners where this is required and where resources allow.

The Framework Agreement will cover all partners in their use of the panel, but partners will be responsible for putting in place separate Project Stage contracts with any appointed Panel Members.

Partners using DPP3 will be responsible for all works they procure through the panel; the HCA will have no liability for works procured by partners. The HCA will not make use of the panel compulsory for partners; it is made available purely if partners wish to use it.

We do not intend to place restrictions on the sizes of sites that a partner can procure through DPP3. During the operation of DPP1 and DPP2 we have seen Partners procure development sites of greatly varying size and we intend to enable partners to make their own decisions regarding when it is appropriate for them to use DPP3 and when it is not.

9.0 Duration of the Panel

The panel will run for a period of 4 years. There will be no option to extend beyond this period.

The HCA expects the panel to commence in the second quarter of 2017. DPP2 expires in March 2017.

It is likely that many of the projects procured through the panel will have long build-out durations and it is anticipated that some of these will take up to 10 years to complete.

10.0 Procurement of Works through DPP3

Development works procured through the panel for specific sites will be subject to Project Specific Tender or mini competition. The mini competition process is detailed at Schedule 6 of the DPP3 Framework Agreement (see separate document Appendix 2) and is summarised below.

DPP3 Mini Competitions will commence with an Expression of Interest (EOI). This is a simple document issued by HCA or by another public sector body, through the e-Tendering system. The EOI provides sufficient information on the site to enable panel members to decide whether they wish to tender. We are aware that panel members will have different interests, capacity and modes of operation and so if the site does not suit their current business plans and they do not intend to tender they should decline the EOI. We are aware

that preparing a tender submission for a site is costly and resource intensive process and we will seek to ensure that, unless there is specific reason, no more than 6 panel members are invited to submit a full tender for a specific site. Where there is a high level of interest at EOI stage we will undertake pre-selection through a Sifting Brief in order to identify a tender list of no more than 5 panel members.

Development works procured through the panel will be subject to a separate project specific, or drawdown contract, that will be put in place at the conclusion of the Mini Competition. Once in place, the project contract will be the primary contract by which the HCA or other public sector body will manage the development of the site. The form of project specific contract to be used for individual sites will be one of the following:

- HCA's Building Lease
- Development Agreement
- DB2016 Design and Build Contract 2016
- NEC3

11.0 Evaluation Criteria

Evaluation criteria used at Panel Invitation to Tender (ITT) are based on 70% Non-Price and 30% Price.

But in general HCA will adopt an approach of 70% price and 30% non-price for sites procured through DPP3. The reason for this being that at panel tender stage is we wish to evaluate the ability and track record of suppliers in delivering residential led development. Therefore those that win a place on the panel have proved their capability to deliver and land price generated can be assessed at mini competition stage.

Partners use the Panel for a wider range of project types and the evaluation criteria they use at project Specific tender stage will be varied to suit the nature of the individual construction or development projects procured through the panel.

The headline evaluation criteria that will be used will be as follows:

Evaluation	Weighting used at Panel Tender Stage	Mini - competition weighting range. HCA.	Mini -competition weighting range. Partners
Non-Price			
Planning Technical Resources and Expertise Programme Financial and Customer Due Diligence	70%	30%	30%-50%
Price Land Value (for developer schemes) Or Construction cost (for Contractor schemes)	30%	70%	50%-70%
Total score	100%	100%	100%

The exact weightings of the evaluation criteria and sub-criteria to be used will be detailed within each Project Specific Invitation to Tender.

12.0 Carry Forward of Financial Rates

The figures provided for profit margins in response to this ITT will be included in the individual Framework Agreements signed by panel members and will be carried forward as the maximum rates that can be applied on projects procured through the framework. In certain circumstances panel members will be able to increase profit margin by up to 5% for development projects and 3% for construction projects. For construction projects tendered build costs per sg/m will be carried forward for reference.

Although financial evaluation at Project Specific Tender stage will focus on the land value generated rather than on the constituent parts of a development appraisal i.e. build costs, and profit. Build costs, and profit margins provided will, be interrogated, as they normally would be at Project Specific Tender Stage and these should not exceed the allowed panel rates.

For construction projects build cost tendered will be carried forward for reference.

See Section Form B4 of this ITT and Schedule 6 of the Framework Agreement.

13.0 Mini Competition e-procurement system

The HCA will use a simple web-based e-procurement system to manage all mini competitions procured through DPP3. We plan to use the same system that has been used very successfully to manage the process on DPP2. All opportunities offered to Panel Members from the HCA or other Public Sector Bodies, will be offered via this system, which will support the efficient sharing of information, asking and answering of questions and submission of expressions of interest, Sifting Brief and tender responses. Panel members must not accept mini competition opportunities unless they are offered through the DPP3 e-procurement system. Schedule 6 of the DPP3 Framework Agreement (see separate document Appendix 2) details this.

The system is very simple to use but help and training will be offered to new companies joining DPP for the first time. The e-Tendering system is supported by Pro Contract who provides e-Tendering tools to a wide range of public sector bodies.

14.0 Scope of Works

Delivery Partner Panel 3 will be used to procure housing-led development. This will include all activities necessary to construct housing and associated infrastructure, marketing and sales and transfer of freehold to eventual owners, including, but not limited to:

- Raising of development finance
- Means to share development risk and reward
- Planning promotion including masterplanning
- Obtaining planning permission
- Supply chain management
- Design and construction of homes
- Provision of starter homes and other forms of affordable housing (in association with a Registered Provider, Local Authority or alternative provider)
- Design and construction of infrastructure to support housing
- Sales and marketing of homes
- Aftercare and maintenance
- Management of completed units/developments
- Soft market testing

Specifically:

- Development and disposal of sites for residential use
- Development and disposal of mixed-use, housing-led sites. Mixed-use elements to include community facilities, retail or commercial development, open space ancillary to and in support of housing
- Construction of housing and other associated buildings to include community facilities, retail or commercial development ancillary to and in support of housing
- Direct commissioning of homes
- Refurbishment / retrofit of existing houses, residential buildings, empty homes and associated buildings
- Refurbishment, restoration, conversion of heritage or other buildings for residential led use
- Demolition, site remediation and enabling works to prepare sites for residential or mixed-use development
- Construction of infrastructure to support residential and mixed-use development
- Development of Extra Care accommodation, Independent Living accommodation, other accommodation for vulnerable people and private rented housing
- Development of Student accommodation
- Off-site manufacture of homes, modular construction, system build

- Maintenance and site management
- Construction or development of buildings to provide social infrastructure to support residential or residential-led development
- Provision of custom build homes
- Provision of serviced self-build plots
- Provision of serviced development parcels within a larger development site

15.0 Consortia and Sub-contracting

Appointed Panel Members must lead all Mini Competition bids for work procured through the panel and will be responsible for the delivery of all works procured through the panel.

However, Panel Members will be expected to propose other sub-contractors at Mini Competition stage for a specific Mini Competition opportunity. Panel Members are expected to put together the most efficient and effective supply-chain to deliver each project procured through the DPP3.

16.0 Framework Agreement

All Bidders who are appointed as panel members will sign up to a Framework Agreement with the HCA. The full Framework Agreement is included as a separate document - Appendix 2.

Bidders should read the Framework Agreement carefully as the HCA will not accept any material amendments to this agreement and Bidders will not be able to participate as full panel members until they have signed the Framework Agreement. This Framework Agreement will also cover usage of DPP3 by other Public Sector Bodies.

Further information concerning the operation and management of the panel can be found in the Schedules of the Framework Agreement (see separate document Appendix 2).

The Framework Agreement will be subject to English law and the exclusive jurisdiction of the English Courts.

17.0 Affiliated Entity

Within DPP3 we will enable panel members to contract at project stage in the name of an approved Affiliated Entity, thereby allowing panel members to deliver individual developments through their subsidiaries where this is appropriate. The Panel Member will be required to sign the Framework Agreement, on behalf of itself and Affiliated Entities.

Affiliated Entity must be approved by the HCA, or other procuring public sector body, before they can sign the project specific draw down contract. The Panel Member who remains liable under the Framework Agreement will need to provide performance and parent company guarantees and will also retain overall responsibility for delivery.

18.0 Joint Venture Companies

At Project Specific Tender Stage the HCA or Other Body may request the Bidders to form a Joint Venture between successful bidder and contracting authority, here the procuring Body would hold an equitable share in any Approved Affiliated Entity.

DPP3 - How the Panel will Operate

Details of any required Joint Venture would be stated in the project Specific Tender Documents.

The Project Draw Down contract would then be entered into by the Joint Venture Company in which the shareholders are the winning bidder and the contracting authority.

19.0 Project Specific Contract

Works procured through the panel will be subject to separate Project Specific Contracts and these are referred to in Schedule 4 of the Framework Agreement (see separate document Appendix 2). The HCA will, in general, use its Building Lease to develop sites procured through the panel. The Development Agreement, DB2016 Design and Build Contract 2016 and NEC3 are provided primarily as Project Specific Contracts for use by other Public Sector Bodies procuring through the panel.

20.0 Management of the Panel

The HCA will manage the panel and will arrange meetings with individual panel members on an annual basis or more frequently if required.

Feedback from Panel Members on the processes of the panel may be feed back into the template documents supplied to users and updates on performance will be sought from HCA Users and Other Public Sector bodies to ensure panel members are active on the panel.

If the Panel Member does not bid for an opportunity for a period of 18 months then the HCA reserves the right to suspend that Panel Members place on the Panel.

Steps will be taken to understand why the Panel Member has not bid for any opportunity.

Contact will be initially by phone and then meetings may be arranged if both parties feel this will be beneficial to better understand the reasons.

4.2 Lot Details

The panel will be divided into 5 geographical Lots. We anticipate 35 Tenderers will be appointed to each Lot. Please note we will not appoint more than 35 Panel members to each Lot. The anticipated spend through each regional Lot is also detailed below.

DPP3 Lots	Anticipated number of companies to be appointed	Estimated value of work per Lot based on usage of DPP2
North East Yorkshire & the Humber	35	£1.6bn
North West	35	£1.1bn
Midlands	35	£2.6bn
East & South East	35	£1.35bn
South & South West	35	£1.35bn

Note – Estimated value is based on gross development value (GDV) for development schemes and construction cost for construction schemes.