

Procurement

Scottish Borders Council's Repairs and Maintenance (Trades) Framework

Key Features of Requirement

- Evaluation Weighting based on Price 70% & Quality 30%
- Pricing Schedule by Lot (18 Lots)
- Minimum Quality Score Required to be accepted onto Framework
- Electronic Tenders Submissions via National eTendering system (PCSt)
- Framework being awarded for a 2 year period with the option to be extended for 12 months and then a further and final 12 months

Electronic Tender Submissions

- The ESPD (Scotland) replaces the requirement to provide evidence or certificates up-front by allowing a self-declaration that the identified selection and exclusion criteria can be met.
- Bidders **will** be asked to provide proof of this prior to any contract awards as this is a legal requirement.
- The ESPD is a set of standard qualification questions to determine the suitability, capacity and capability of prospective contractors and is intended to remove some of the barriers to participation in public procurement, especially for SMEs.

Indicative Procurement Timetable

- w/c 24th June 2019 Contract Notice and ITT published
- 1st August 2019- Tender Return Date
- 24th September 2019 Framework Award
- 1st October 2019 Framework
 Commencement

NB: Dates may be subject to change

What help is available for bidders to understand the tender process?

 The Supplier Development Programme provides free information, support, events and workshops covering procurement and the tendering process.





Supplier Development Programme

Helping You Bid Better

Working with PCS and PCS-T

10-DR

June 2019





Welcome to the Supplier Development Programme

Presented by

Owen Paterson

Intend Business Development

www.sdpscotland.co.uk





This training session is aimed at contractors preparing to bid for Scottish Borders Council's Repairs and Maintenance Framework tender opportunity. The objective of this training session is to ensure that you're familiar and comfortable using the PCS & PCStender portals. The Council is planning to publish a Contract Notice and Invitation to Tender w/c 24th of June. PIN already published. The new Framework Agreement replaces the current Framework Agreement which started in June 2015.





Agenda

Working with PCS Setting Profile/Alerts Finding Contract Opportunities PCS Tender Expressing interest Quality/Technical/Commercial Upload/submission of bids



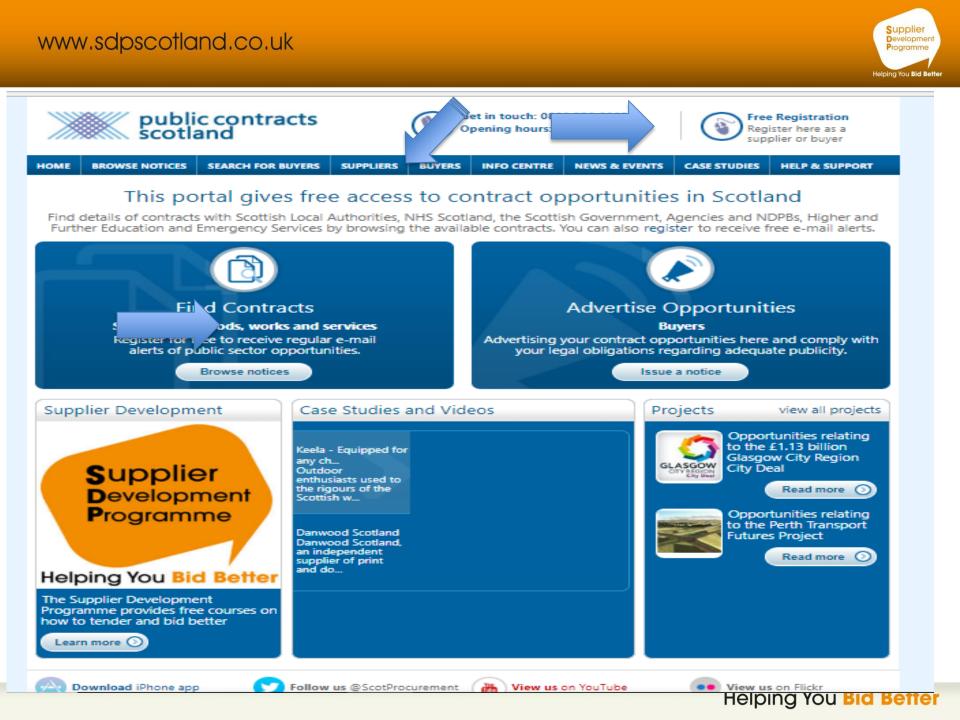
Use of Technology

- After 18 October 2018 the law changed around communication with regards to public contracts. All public sector organisations have to move to an electronic procurement solution, as communication and information exchanged in tender processes (for contracts above EU thresholds) are required to be carried out electronically, including the submission of tenders.
- Public Contracts Scotland (PCS) The national advertising portal for all contracting opportunities across the Scottish public sector (for Regulated contracts)
- <u>PCS Tender</u> Provides buying organisations with a set of webbased collaborative procurement tools including eTendering and eEvaluation.



What is Public Contracts Scotland?

- Public Contracts Scotland is the national advertising portal for all contracting opportunities across the Scottish public sector.
- It encourages economic growth through developing a competitive market environment in which suppliers have easy access to all essential information on business opportunities arising from the public sector.
- <u>Suppliers who fully</u> register on PCS receive a free email alert service, notifying them of opportunities as they arise
- Exposes the majority of contract opportunities to an open and transparent competitive process.





	Deadline Date: Notice Type: 03 Contract Award Notice (below OJEU threshold) or call off from a framework (any value)
13/06/2019	Supply of Postal Services - Ad-Hoc and Hybrid Mail Reference No: JUN357109 OCID: ocds-r6ebe6-0000587349 Published By: Scottish Borders Council Deadline Date: Notice Type: 03 Contract Award Notice (below OJEU threshold) or call off from a framework (any value)
12/06/2019 ⊠ Ø	Repairs & Maintenance (Trades) Framework - Training Opportunity Reference No: JUN356979 OCID: ocds-r6ebe6-0000587143 Published By: Scottish Borders Council Deadline Date: Notice Type: 01 Prior Information Notices (below OJEU threshold or call offs of any value)
12/06/2019 🗙	Social Care Agency Workers Reference No: JUN356903 OCID: ocds-r6ebe6-0000587119 Published By: Scottish Borders Council Deadline Date: Notice Type: 03 Contract Award Notice (below OJEU threshold) or call off from a framework (any value)
12/06/2019 ▼	Meats - Fresh, Prepared & Cooked (inc Fresh Fish) Reference No: JUN356873 OCID: ocds-r6ebe6-0000586070 Published By: Scottish Borders Council Deadline Date: Notice Type: 03 Contract Award Notice (below OJEU threshold) or call off from a h/show/search_view.aspx?ID=JUN356979

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🔍 Search

Latest Notices Search for Buyers Notice Reference Search Advanced Search Contracts Register

My Notices

Interest List Notice Alerts



Postbox Responses Access PCS-Tender



Company Profile Alert Profile Supplier Finder Profile ESPD (Scotland)



User Details Change Password Subscriptions Register to publish sub-contract opportunities

🚺 Help

User guides FAQs Contact Us eCertis



Add Category to Profile

Supplier Control Panel > Alert Profile > Product Categories

This page allows you to manage your supplier profile by adding the relevant product categories.

Selected Categories Browse categories Search Categories

Browse Categories

Please select/deselect one or more categories from the Product Categories below and *Click* the **Save** button to update your profile. To search for categories by keyword please use the **Search Categories** tab.

-	Building Construction Materials
+	Catering
.	Cemetery and Crematorium
*	Cleaning and Janitorial
*	Clothing
.	Consultancy
	Sports and Playground Equipment and Maintenance
+	Stationery
+	Traffic Management
+	Transport
.	Utilities
	Vehicles
+	Works - Construction, Repair and Maintenance





Notice Details

Introduction	Full Notice Text	Further Info	Contact Info	Coding
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Commodity Categories

	Commod	lity Categories
ID	Title	Parent Category
101000	Bathrooms	Building Construction Materials
391000	Buildings	Works - Construction, Repair and Maintenance
391010	Buildings - Construction	Works - Construction, Repair and Maintenance
391011	Buildings - Maintenance	Works - Construction, Repair and Maintenance
391012	Buildings - Repair	Works - Construction, Repair and Maintenance
101200	Electrical	Building Construction Materials
101300	Fencing	Building Construction Materials
101500	General Materials	Building Construction Materials
101600	Glazing	Building Construction Materials
101800	Heating and Air Conditioning	Building Construction Materials
101900	Kitchens	Building Construction Materials
109999	other Building Construction Materials	Building Construction Materials
102100	Paint and Finishing	Building Construction Materials
102300	Roofing	Building Construction Materials
192110	Security - Access Control	Facilities and Management Services
241200	Services - Horticultural	Horticultural
241210	Services - Tree Trimming	Horticultural
102500	Timber	Building Construction Materials

Delivery Locations

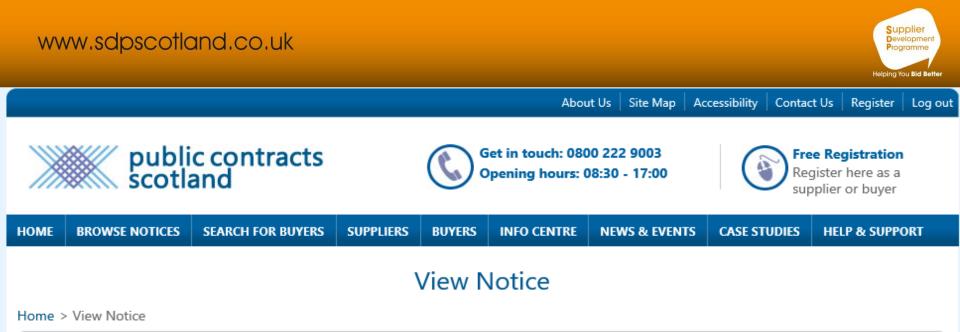
Delivery Locations

Description

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11/06/2019	Award of Provision of Delivery Integration Managers
€	Reference No: JUN356784
	OCID: ocds-r6ebe6-0000575743
	Published By: Scottish Government
	Deadline Date:
	Notice Type: Quick Quote Award
	CS-T e No: JUN356780
	OCID: ocds-r6ebe6-0000586983 Published By: University of Aberdeen
	Deadline Date: 28-Jun-19 Notice Type: 02 Contract Notice (below OJEU threshold or call offs of any value)
11/06/2019 🛣	Provision of Multipep/Automated SPOT synthesis machine Reference No: JUN356750 OCID: ocds-r6ebe6-0000586609 Published By: University of Glasgow Deadline Date: Notice Type: 03 Contract Award Notice (below OJEU threshold) or call off from a
11/06/2010	framework (any value)
11/06/2019 X	Learning and support contract for grant holders in Scotland 2019 Reference No: JUN356749 OCID: ocds-r6ebe6-0000569000 Published By: Big Lottery Fund (operating as The National Lottery Community Fund) Deadline Date: Notice Type: 03 Contract Award Notice (below OJEU threshold) or call off from a
	framework (any value)
11/06/2019 🛣	Proposed flat roofing works, Dairsie Primary School, Dairsie Reference No: JUN356744 OCID: ocds-r6ebe6-0000583509 Published By: Fife Council Deadline Date:





PCS-Tender

NOTE: The buyer is using PCS-Tender to carry out this procurement process. Please note this is a separate website and if you are not already registered, you will be required to do so.

Please visit the **PCS-Tender website**¹⁷ to express your interest in this Notice and access the tender documentation. Please search for Project Code 13799 under ITTs Open to All Suppliers and use the Search/Filter function, then the Project Code from the dropdown list. Please note that once you have expressed interest in the ITT it will move to your My ITTs area.

For further information on using PCS-Tender, please read the **Supplier Response Guide PDF**¹².

If you have already registered on Public Contracts Scotland and PCS-Tender and paired your accounts you can access PCS-Tender through your **Public Contracts Scotland Control Panel**.

Notice Details

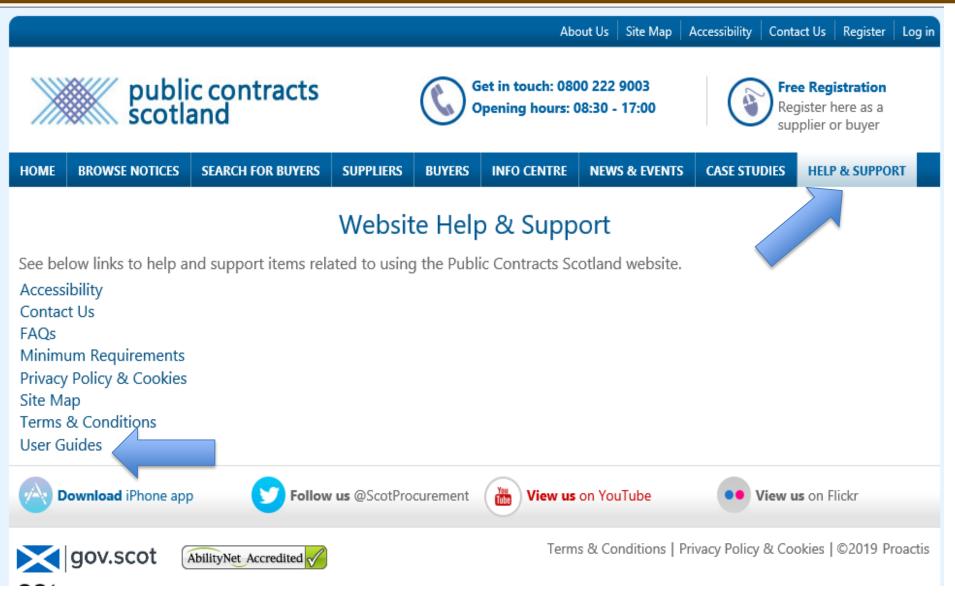
Introduction Full Notice Text Further Info Contact Info Coding

Title: Provision of Server Maintenance Services











Lots

- 18 separate Lots for this contract
- Electrical, Roofing, Plumbing, Arboriculture etc
- Where applicable, professional accreditations will be required (Gas Safe, Select, etc)
- Some Lots require emergency response times (1 hr) and out of hours service e.g. (Plumbing, Roofing, Alarms etc)
- Multiple contractors appointed per Lots (no guarantee as to any level of business)
- 1 lot covering "One Stop Multiple Trades Repair Service" with one contractor only appointed

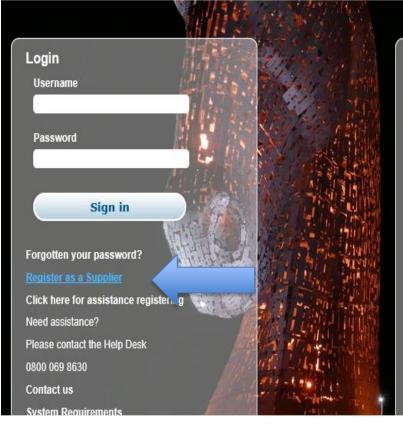


PCS - Tender

- PCS-Tender is the national eTendering service provided free of charge by the Scottish Government.
- PCS-Tender is a different site to PCS make sure you register fully and complete all the appropriate fields. There are no contracts on PCS-T that have not been advertised on PCS
- It is currently used by many public sector organisations in Scotland including Local Authorities, NHS, HE/FE and Scottish Government sector.
- PCS-Tender includes the European Single Procurement Document, designed to bring about consistency in the selection process.



PCS-Tender





PCS-Tender is the national eTendering system, and is centrally funded by the Scottish Government. The system is a secure and efficient means for buyers and suppliers to manage tender exercises online. The standard ESPD (Scotland) and ITT templates enable buyers to easily create consistent tender documentation.

Suppliers

NHS

National Services Scotland Supplier

Development

Programme

Helping You 8Id Better

Once you have registered as a supplier, you will be sent a password via email which will provide you with secure access to the site. You will then be able to express interest in any advertised tender exercises. Additionally, you will be able to complete your supplier profile, which will pre-populate tender responses providing buyers have used the standard questions.

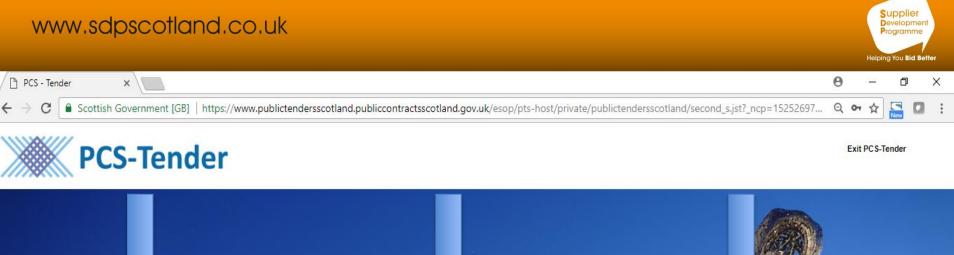
Case Studies PCS Advertising Portal The Scottish Government

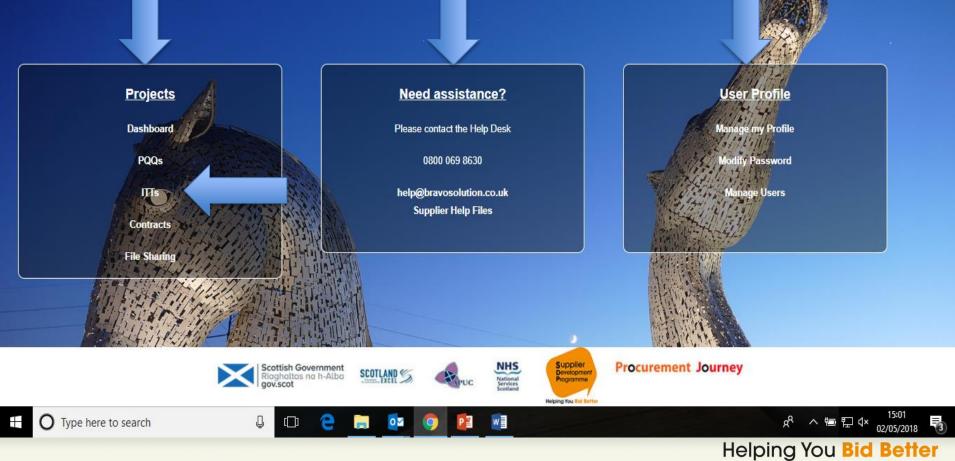
Procurement Journey



Helping You Bid Better

Supplier Journey







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		ITT Code	ITT Title	Project Code:	ITT Status	Time limit for Expressing	Facilitating Body
	1	itt_30031	01710 Radiation Advisory Services	project_13629	페 Running	11/06/2019 16:00	PCS-Tender
	2	itt_29927	Furniture & Equipment Relocation & Storage	project_13546	페 Running	13/06/2019 12:00	PCS-Tender
<u></u>	3	itt_30192	Lewis and Harris School and Public Bus Services 2019-26	project_13670	m Running	14/06/2019 12:00	PCS-Tender
	4	itt_30028	PS-19-73 - Demolition of Garage Lock-ups at Barshare Road, Cumnock (PRJ0012637)	project_13628	페 Running	14/06/2019 12:00	PCS-Tender
	5	itt_29993	PS-19-72 - Demolition of 3 Sets of Flats at Mason Avenue, New Cumnock (PRJ0012217)	project_13610	페 Running	14/06/2019 12:00	PCS-Tender
	6	itt_29859	SUPPLY, DELIVERY AND INSTALLATION OF AN IMMERSIVE ENVIRONMENT SIMULATOR WITH INTEGRATED SOFTWARE	project_13525	m Running	14/06/2019 12:00	PCS-Tender
	7	itt_29289	SLC Hamilton Towers Phase Six Development	project_13293	페 Running	14/06/2019 12:00	PCS-Tender
	8	itt_28429	Urban Traffic Control System	project_12876	💼 Running	14/06/2019 12:00	PCS-Tender

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Express interest in all Relevant Lots

24	ITT_30247	PS-19-77 - Demolition 1-13 Belivue Gardens, Klimarnock (PRJ0012546)	project_13695	Running	21/06/2019 12:00	PCS-Tender
25	itt_29982	ENV0330 Container Way Traffic Signal Design, Installation and other associated works	project_13601	Running	21/06/2019 12:00	PCS-Tender
26	itt_29944	ITT for Electrical Testing & Inspection	project_13574	m Running	21/06/2019 12:00	PCS-Tender
27	itt_29848	High Level Gutter Cleaning	project_13489	m Running	21/06/2019 12:00	PCS-Tender
28	itt_29688	Provision of Printing, Binding, Enveloping & Mailing Service	project_13467	m Running	21/06/2019 12:00	PCS-Tender
29	itt_30095	Lot 6 South West Central	project_13640	m Running	21/06/2019 14:00	PCS-Tender
30	itt_30094	Lot 5 South East Central	project_13640	m Running	21/06/2019 14:00	PCS-Tender
31	itt_30093	Lot 4 West Central	project_13640	Running	21/06/2019 14:00	PCS-Tender
32	itt_30091	Lot 3 East Central	project_13640	m Running	21/06/2019 14:00	PCS-Tender
33	itt_30090	Lot 1 North	project_13640	m Running	21/06/2019 14:00	PCS-Tender
34	itt_29810	01653 PEI, SG and C&R Uniforms for SPS	project_13510	Running	23/06/2019 14:00	PCS-Tender
35	itt_30001	NP 154/19 Breathing Circuits	project_13599	m Running	24/06/2019 00:00	PCS-Tender
36	itt_30302	Inspection and maintenance of roof edge protection and associated equipment -UoA	project_13726	m Running	24/06/2019 12:00	PCS-Tender
37	itt_30251	Scottish Canals - Pontoon Framework	project_13699	m Running	24/06/2019 12:00	PCS-Tender

Supplier www.sdpscotland.co.uk Development Programme Helping You Bid Better ITT: itt_22799 - Supply & × Θ _ đ Х С Scottish Government [GB] https://www.publictendersscotland.publiccontractsscotland.gov.uk/esop/toolkit/negotiation/rfq/detailRfqSettings.do?_ncp=1525270028270.1149-1 Q ☆ 15:07 WET - Western Europe Time DST 💮 Eddie Regan 🕜 Help -([|]) HELPDESK **PCS-Tender** Phone: 0800 069 8630 E-mail: help@bravosolution.co.uk ITT: itt 22799 - Supply & Installation of Metal Fencing Running Project: project_10483 - Supply & Installation of Metal Fencing Closing Date: 08/05/2018 12:00:00 Printable View inc Tender Weightings Express Interest X Decide Later **Response Status Response Status** Response Not Submitted To Buyer Overview ITT Code ITT Title itt_22799 Supply & Installation of Metal Fencing ITT Description Type of Supplier Access ITT Open to All Suppliers Event Currency Test ITT GBP No Buyer Name Facilitating Body Marion Shaw PCS-Tender anting Authority x^R ∧ 늘 닫 √× 02/05/2018 oz 📀 P w Ţ []] е 3 Type here to search O Helping You Bid Better

			Helping You Bid Be	otter
10:52 WET - Western Europe Time DST			🜔 Owen Paterson 🕜 Help – 🕑) ^
PCS-Tender			HELPDESK Phone: 0800 069 8630 Contact us	0
 ITT: itt_28808 - Accident & Operational Project: project_13078 - Accident & Operational Damage Repairs Closing Date: 27/06/2019 12:00:00 	Message from webpage X Please click OK to Express Interest in this ITT. The ITT will move to your "My ITTs" area, and you will have the option to view all ITT Details, download Buyer Attachments, send and receive Messages with the Buyer, and submit your Response. Don't let this page create more messages OK Cancel		m Running	
	Express Interest	X Decide Later	Printable View inc Tender Weightings	
Response Status Response Status Response Not Submitted To Buyer Overview				
ITT Code	ITT Title			

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54 WET - Western Europe Time DST

PCS-Tender		HELPDESK Phone: 0800 069 8630 Contact us
 ► Back to List ITT: itt_28808 - Accident & Operational Da Project:project_13078- Accident & Operational Damage Repairs Closing Date: 27/06/2019 12:00:00 Response Last Submitted On: Not Submitted Yet 	Message from webpage X • You have now Expressed Interest and invited yourself to participate in this ITT. This enables you to download any Buyer Attachments, send and receive Messages with the Buyer, and respond to the ITT. Please select "My Response" then click "Create Response" in order to start your response and then submit your completed response to the Buyer. IMPORTANT: Please ensure that you submit your response to the Buyer before the stated Closing Date & Time.	••• III Running
Warning: You have unread Buyer Attachments (13). Click he ITT Details Messages (Unread 1) Settings Buyer Attachments (13) My Response	ОК	

Response Status

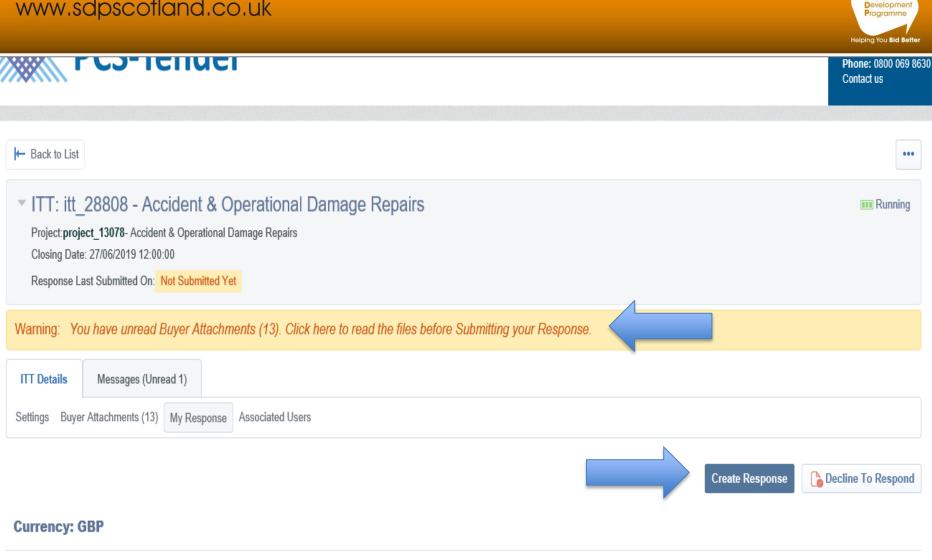
Response Status Response Not Submitted To Buyer 🕐 Help –

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🌔 Owen Paterson

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10:56 WET - V	Nestern Europe Time	e D\$T				🌔 Owen P	aterson 🕜 Help – 🕛
	PC S	S-Tender					HELPDESK Phone: 0800 069 8630 Contact us
	My ITTs ITTs C	Open to All Suppliers					•••
189 Y	Filter By: All ITTs	Enter Filter (type to start search)	~				
	ITT Code	ITT Title	Project Code:	ITT Status	ITT Closing Date/Time	Facilitating Body	Response Status
	1 itt_28808	Accident & Operational Damage Repairs	project_13078	IIII Running	27/06/2019 12:00	PCS-Tender	Response Not Submitted To Buyer
<u></u>	2 itt_30092	Lot 2 Central	project_13640	IIII Running	21/06/2019 14:00	PCS-Tender	Declined To Respond
	3 itt_30089	C001743 A new educational approach to prepare nurses to work in adult integrated community nursing teams in Scotland	project_13640	III Running	21/06/2019 14:00	PCS-Tender	Declined To Respond
	4 itt_29935	Fife Council - Lone & Remote Working Solution	project_13570	IIII Running	17/06/2019 12:00	PCS-Tender	Response To Be Submitted To Buyer
	5 itt_30148	SAS/2019/362 - Civil & Structural Engineering Consultancy Services	project_13656	Closed: To Be Evaluated	07/06/2019 12∙00	PCS-Tender	Response To Be Submitted To Buyer
					He	lping Yo	u Bid Better

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÷ View Response Index Only

1. Qualification Response (Questions: 234) $\overline{\mathbf{v}}$

Supplier

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← Back to List		•••
 ITT: itt_28808 - Accident & Operational Dame Closing Date: 27/06/2019 12:00:00 Response Last Submitted On: Not Submitted Yet Warning: You have unread Buyer Attachment 	Message from webpage - You have now started to create your response. Next, click the "Edit Response" buttons to access the Questionnaire and complete your response.	
ITT Details Messages (Unread 1)	Finally, you must click the "Submit Response" button to submit your completed response to the buyer.	in order
Settings Buyer Attachments (13) My Response A	ssociated Users	ОК
		Submit Response
My Response Summary		
1. Qualification Response	Missing mandatory responses (21)	
2. Technical Response	Missing mandatory responses (8)	
	All quoted items completed Total Pr	rice (excluding optional sections) 0



Mandatory and Optional Questions

- Questions with a RED Asterix MUST be completed or system will not let you submit
- VALIDATE shows any questions outstanding

1.2.2	BIDDER GUIDANCE	Bidders must navigate to the 'Attachment' area to download and view documents relating to this procurement exercise.		
	Question	Description		Response
1.2.3	Supplier Response Guides	st Please confirm that you have read and understood the supplier response guid	de	~
1.2.4	Confirmation - Date	* Please enter the date in which you have confirmed the above.		dd/MM/yyyy
1.3 European Single Procurement Document (ESPD) - Section of Procurement Specific Questions				
	Note	Noto Notaile		
1. Qualifica	ation Response (Quest	ions: 234)	Save and Exit Response	ave Changes X Cancel
1.1 Buyers Guidance - Section of Procurement Specific Questions				
Helping You Bid Be				ou <mark>Bid Better</mark>



Qualifications Envelope – PASS/FAIL

- This is a range of questions on the bidder the company/the main representative
- Background/experience
- Any reasons for possible exclusion from the process (in receivership etc)
- Are you bidding as a Consortium or using sub-contractors
- Financial/Insurances/Qualifications/Accreditations e.g. (SSIP)
- Environmental



Technical – Scored Section

- Range of questions relating to the specific Lot
 - o Quality
 - Continuous improvement
 - Business continuity
- Where relevant
 - \circ Meeting response times
 - Providing emergency service
- Lot 18 Additional questions re
 - $_{\odot}$ How going to provide multi trades
 - Managing relationships
 - Provision of community Benefits



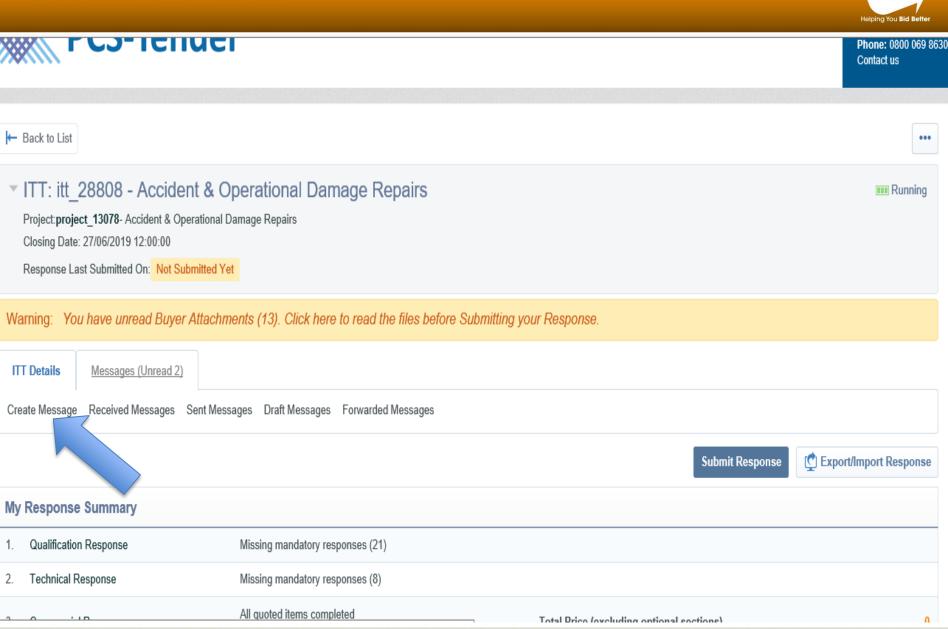
Commercial

- All Lots will ask for details of
 - o Hourly Labour Rate in £'s,
 - o Materials Mark up as a %,
 - Mileage travel rate
 - If providing "Emergency" and "Out of Hours Services" the call out rates for these 2 elements.
- Charging by
 - $_{\rm O}$ The Hour
 - $_{\odot}$ Every 15 mins, 30 mins etc.



Asking Questions

- You can ask questions of the buyer via the PCS-Tender portal
- All questions are anonymised, however the question and answer will be visible to everyone participating in the exercise
- It is highly unlikely that you will be able to ask a personal direct question of the buyer
- Don't be frightened to ask questions it won't be viewed negatively
- Don't make assumptions about anything **ask and get clarity**



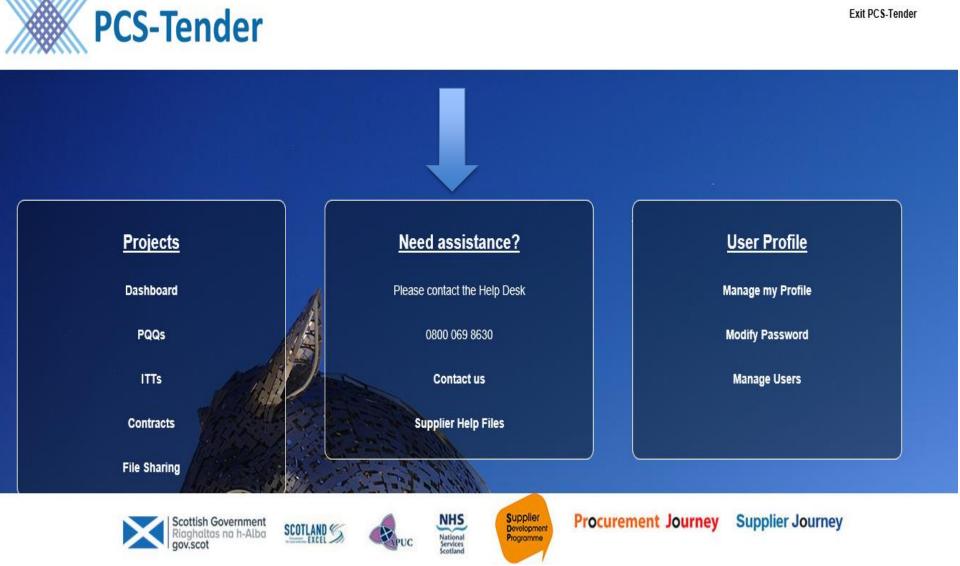
Helping You Bid Better

Supplier

Development Programme



Exit PCS-Tender





Technical Support

- Both PCS and PCS-Tender have Technical Support pages, including FAQs, should you have any problems
- PCS <u>http://www.publiccontractsscotland.gov.uk/info/InfoCentre.aspx?ID</u> =1363
- PCS-Tender –

https://www.publictendersscotland.publiccontractsscotland.gov.uk/ esop/pts-host/public/pts/web/supplier_help_files.html



When eTendering, remember...

- **Read** all the Buyer Attachments
- **Hit SAVE** when completing on –line
- It can help to print a copy of the opportunity and work offline/especially technical questions
- When uploading your response and supporting information, check, check and check again that everything has been included,
- Don't leave it to the last minute to submit your response
 - Failure to submit on time will see you excluded





Thank You for Attending

Any questions

(Please complete the evaluation forms)