

# CTO85 Grounds Maintenance & Tree Surgery Services Meet the Buyer Event

Wednesday 22<sup>th</sup> February 2023

WebEx Virtual Session

- Welcome
- Introductions - NIHE staff
- Thank you for attending the event
- Thank you for completing the RFI questionnaire
- Opportunity for questions/feedback at the end of the presentation.

**Disclaimer** – NIHE reserves the right to change the procurement strategy, process, timeline etc. at it's discretion before tender is advertised.

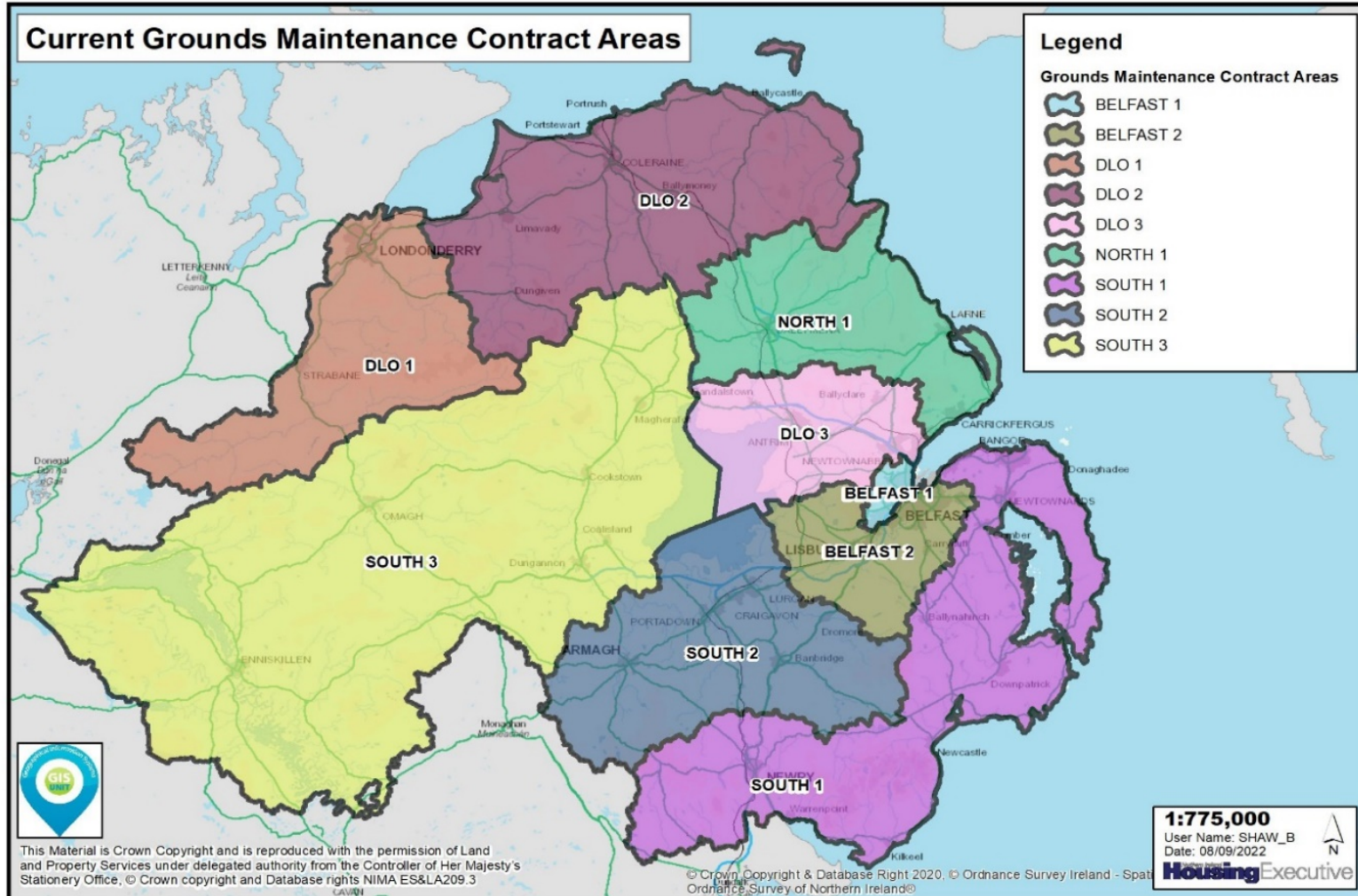
# Agenda

- Grounds Maintenance Function Overview
- Current Grounds Maintenance Contract Lot Area Map
- Scale of Operation
- Current Position
- Grounds Maintenance & Tree Surgery Services Strategy
- Differences from Previous Contract
- Lot Contract Values and Area Maps
- Scope of Work
- Contract Management KPI's
- Procurement Process
- Procurement Strategy
- Selection Criteria
- Award Criteria
- Questions

# Grounds Maintenance Function Overview

- Northern Ireland Housing Executive is responsible for the maintenance of ‘soft’ open areas of grass, planted areas, hedges, trees and ‘hard’ areas (incl. tarmac, concrete, pavior and cobbles).
- The NIHE Grounds Maintenance function is a Regional based Client service providing a comprehensive Grounds Maintenance service to the Housing Areas across 3 Regions (Belfast, North and South).
- The Grounds Maintenance function is currently split into 3 DLO lots and 6 Public lots. The lots vary in value, size and scope of works.

# Current Grounds Maintenance Contract Lot Area Map



# Scale of Operation

Contract	Grass Formal m <sup>2</sup>	Grass informal m <sup>2</sup>	Grass Rough m <sup>2</sup>	Grass Wildflower m <sup>2</sup>	Hard Blacktop m <sup>2</sup>	Hard Cobbles m <sup>2</sup>	Hard Concrete m <sup>2</sup>	Hard Derelict m <sup>2</sup>	Hard Paviers m <sup>2</sup>	Planting Amenity m <sup>2</sup>	Planting woodland m <sup>2</sup>	Environmental Sensitive Areas m <sup>2</sup>	Water Course (LM)	Hedges (LM)	Culvert (No)
Belfast 1	848,385	21,801	229,193	6,288	144,352	6,191	39,177	1,658	55,422	66,148	111,078	3,982	440	1,327	5
Belfast 2	1,319,672	12,970	104,000	6,271	124,378	1,388	15,267	1,436	58,826	83,450	233,522	118,483	4,750	6,467	4
North 1	841,419	48,572	285,053	0	46,529	1,239	12,974	3,405	10,507	47,565	33,770	0	0	7,286	3
South 1	1,434,092	54,359	195,878	5,158	172,764	2,834	3,071	1,588	9,972	83,184	96,088	0	53	16,730	2
South 2	1,404,246	52,839	73,236	0	85,714	3,350	1,017	541	12,560	31,899	38,909	0	367	9,204	0
South 3	1,190,752	58,521	30,497	1,574	27,219	3,186	3,755	35	22,868	75,379	98,070	0	258	28,595	1
<b>Total</b>	<b>7,038,566</b>	<b>249,062</b>	<b>917,857</b>	<b>19,291</b>	<b>600,957</b>	<b>18,188</b>	<b>75,261</b>	<b>8,663</b>	<b>170,155</b>	<b>387,625</b>	<b>611,437</b>	<b>122,465</b>	<b>5,868</b>	<b>69,610</b>	<b>15</b>
In Hectares	704	25	92	2	60	2	8	1	17	39	61	12			
In Acres	1739	62	227	5	148	4	19	2	42	96	151	30			

# Current Position

The current Public Lots on CT019 Contract will expire on 31<sup>st</sup> January 2024

- Belfast Region – Belfast North, West (Shankhill) & Dairyfarm
- Belfast Region – Belfast South & East / Lisburn & Castlereagh
- North Region – East Area
- South Region – North Down & Ards / South Down
- South Region – South Area
- South Region – South West / Mid Ulster

# Grounds Maintenance & Tree Surgery Services Strategy



To deliver a best in class Grounds Maintenance and Tree Surgery service:

- Length of Contracts: 2 Years with option to extend by up to 2 years or part thereof (2+2);
- 6 Ground Maintenance Lots
- and 5 Tree Surgery Lots



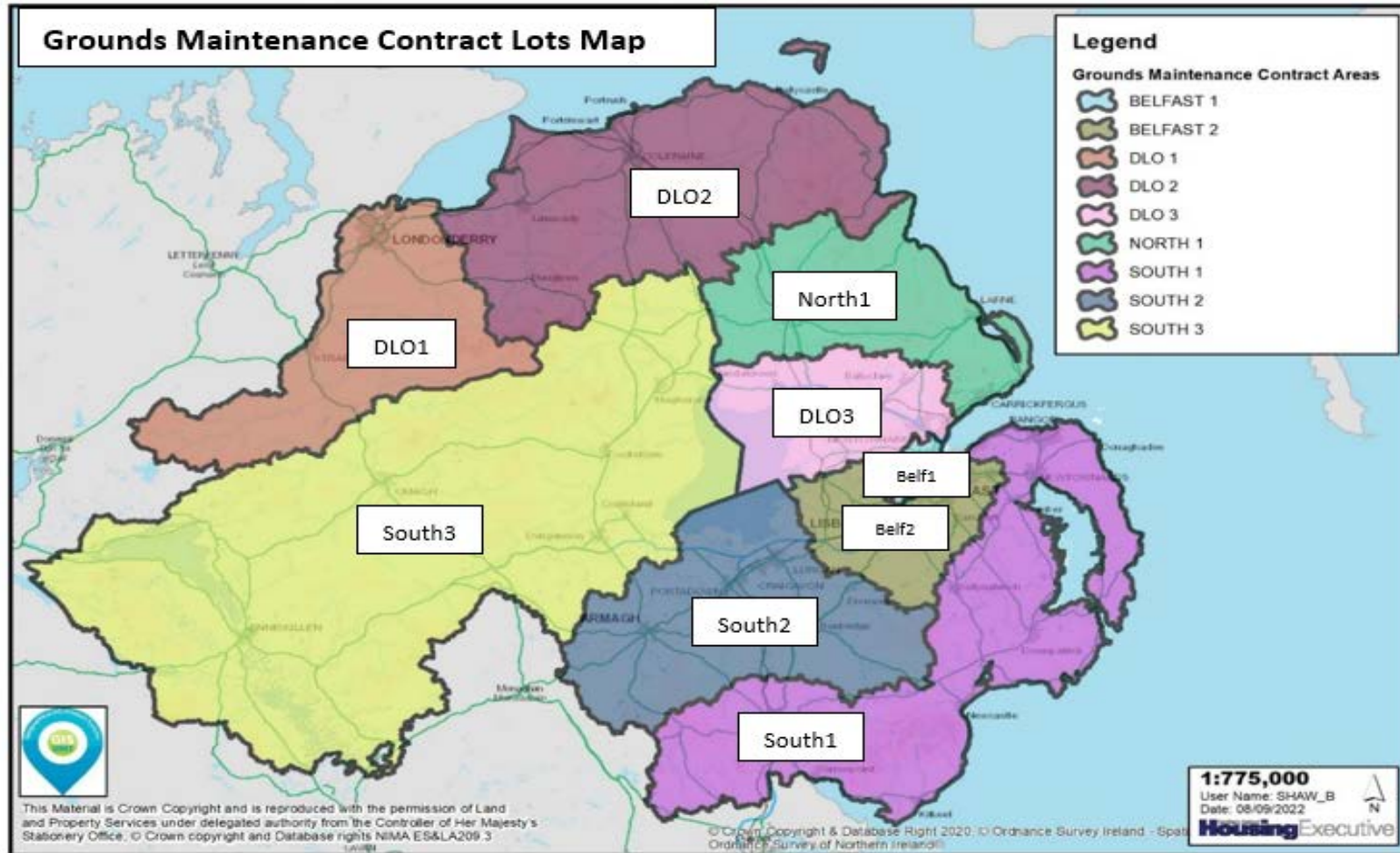
# Difference from Previous Contract

- Contract Lots split into:-
  - 6 x Grounds Maintenance Lots
  - 5 x Tree Surgery Lots
- Revised KPIs;
- Revised Social Values;
- Upgrade from NEC3 to NEC4;
- Specifications updated;
- Introduction of M3 NHF standards;
- Adopting Nature Positive Solutions.

# Lot Contract Value

- Calculated using the approximate Current Annual Value of the services within scope of the contract as the base year (2021/22 FY);
- 15% uplift from base year to year 1 to reflect current market rate;
- 5% uplift for inflation for Year 2;
- then 3% uplift for inflation for Year 3 and Year 4;
- 15% uplift added for contingency;
- The successful Economic Operator will be required to provide the Service(s) to the Contracting Authority and even then, there is no guarantee of any particular volume of work. The precise requirements for the Service(s) may vary under the Contract and hence the value of the Contract may also vary.

# Proposed Grounds Maintenance Contract Lot Area Map



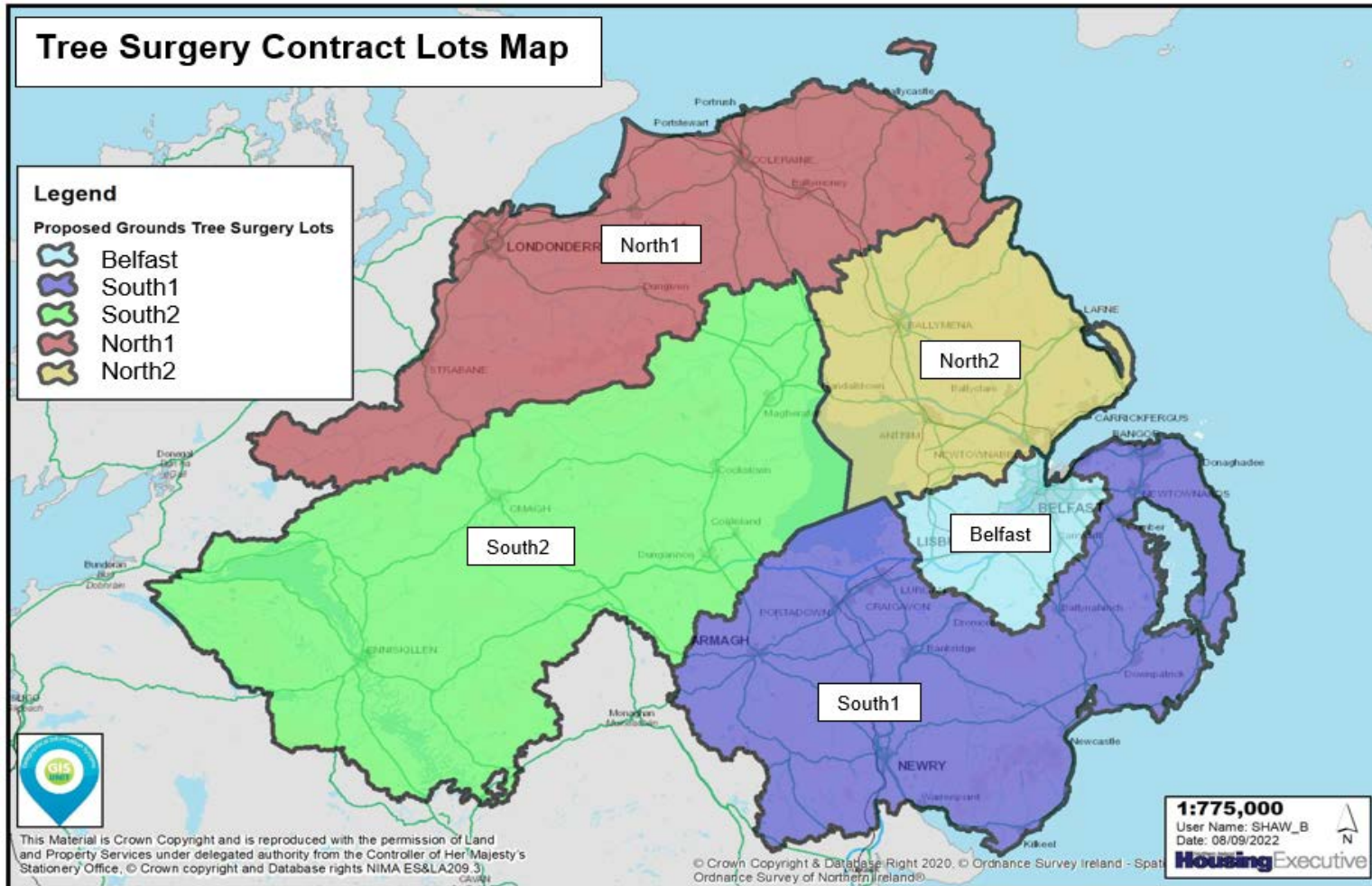
# Lot Contract Value

- Grounds Maintenance Contracts Total Value: Approx. £30m over 4 years (2yrs plus up to 2 yrs.)

Figures in £k	Belfast 1	Belfast 2	North 1	South 1	South 2	South 3	TOTAL £k
<b>Annual Value Base* Year 2021/22 Spend</b>	£1,055	£1,759	£523	£646	£698	£704	£5,385
<b>Year 1 (2021/22 Spend + 15%)</b>	£1,213	£2,023	£601	£743	£803	£810	£6,193
<b>Year 2 (Yr 1 + 5%)</b>	£1,274	£2,124	£632	£780	£843	£850	£6,502
<b>Year 3 (Yr 2 + 3%)</b>	£1,312	£2,188	£650	£803	£868	£876	£6,697
<b>Year 4 (Yr 3 + 3%)</b>	£1,351	£2,253	£670	£828	£894	£902	£6,898
<b>Total for 4 Years</b>	£5,151	£8,588	£2,553	£3,154	£3,408	£3,437	£26,291
<b>Plus 15% Contingency</b>	£5,923	£9,876	£2,936	£3,627	£3,919	£3,953	<b>£30,235</b>

\*Base Year Values are 21/22 FY – Year 1 = 15% Inflationary uplift from base year & 5% for Year 2 then 3% uplift for the remaining years.

# Proposed Tree Surgery Contract Lot Area Map



# Lot Contract Value

- Tree Surgery Contracts Total Value: Approx. £8m over 4 years (2yrs plus up to 2 yrs.)

Figures in £k	Belfast	South 1	South 2	North 1	North 2	£k
<b>Annual Value Base* Year 2021/22 Spend</b>	£378	£359	£355	£165	£191	£1,448
<b>Year 1 (2021/22 Spend + 15%)</b>	£435	£413	£408	£190	£220	£1,665
<b>Year 2 (Yr 1 + 5%)</b>	£456	£433	£429	£199	£231	£1,748
<b>Year 3 (Yr 2 + 3%)</b>	£470	£446	£442	£205	£238	£1,801
<b>Year 4 (Yr 3 + 3%)</b>	£484	£460	£455	£211	£245	£1,855
<b>Total for 4 Years</b>	£1,845	£1,753	£1,733	£806	£933	£7,070
<b>Plus 15% Contingency</b>	£2,122	£2,016	£1,993	£926	£1,072	<b>£8,130</b>

\*Base Year Values are 21/22 FY – Year 1 = 15% Inflationary uplift from base year & 5% for Year 2 then 3% uplift for the remaining years .

# Scope of Work

## Grounds Maintenance Contracts:-

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### **Routine Works**

- Grass Cutting;
- Weed Control;
- Shrub Pruning;
- Litter Removal.

### **Non-Routine Works**

- Hard Landscapes;
  - Soft works;
  - Tree Maintenance;
  - Landscaping/ Scheme works;
  - Emergency response maintenance;
  - Reactive planned works.
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# Scope of Work

## Feature Types

- Grass areas
  - Formal;
  - Informal;
  - Rough;
  - Wildflower.
- Planting Amenity and Woodland
- Hard Surface areas
- Water Courses and Culverts
- Trees (New)



# Scope of Work

## Tree Surgery Contracts:-

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### Routine Works

- Hedge Trimming

### Non-Routine Works

- Tree Maintenance;
  - Emergency response;
  - Reactive works.
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All subject to final approval due to reactive nature of the service.

# Contract Management KPIs

We expect our revised KPI's to cover these aspects of service delivery:-

- **Quality of Service** – Quality of inspection failures for Routine and Non Routine works;
- **Time Predictability** – Task orders completed on time; defect resolution for failed inspections etc. for Routine and Non Routine works;
- **Adherence to Procurement Policy Note (PPN) 01/21** - (Scoring Social Value Policy); Sustainable Procurement in Construction;
- **Default Notices.**

# Procurement Process

- Competition will be carried out in accordance with Regulation 27 (the Open Procedure) as set out in the Public Contract Regulations 2015;
- Tender to be issued on EtendersNI: April 2023
- Tender closing: May 2023
- Clarifications Closes 9 days in advance of closing date.

# Procurement Process

**You must be registered on eTendersNI to submit a Tender**

**You will receive an automated notification when the opportunity is published if you are registered under the following CPV Codes:**

## **Tree Surgery**

- **77211500-Tree-maintenance services**
- **77211400-Tree-cutting services**
- **77340000-Tree pruning and hedge trimming**

# Procurement Process

## Grounds Maintenance

- **77314000-Grounds maintenance services**
- **77312000-Weed-clearance services**
- **77312100-Weed-killing services**
- **77314100-Grassing service**
- **45112712-Landscaping work for gardens**
- **45112700-Landscaping work**
- **45112710-Landscaping work for green areas**
- **71421000-Landscape gardening services**

Opportunities will also be published at: [www.find-tender.service.gov.uk](http://www.find-tender.service.gov.uk)

# Procurement Process

- Evaluation:
  - Evaluation of Selection & Cost commence concurrently, with different panels: June – August 2023
  - Approval to Award: September 2023
  - Issue Standstill Letters: October 2023
- Contract Start date: 1<sup>st</sup> February 2024
- All dates are indicative only and subject to change

# Procurement Strategy

- No limit to number of bids for Grounds Maintenance Lots but there are limits to the award of lots - All bar 1 per region (Max. 4 Lots); provided Category Notation Value exceeds value requested in Selection Questionnaire.

Lot No.	Areas Incorporated
1	Belfast 1 - Belfast North, West & Dairyfarm
2	Belfast 2 - Belfast South & East / Lisburn & Castlereagh Area
3	North 1 - East Area
4	South 1 - North Down & Ards / South Down Area
5	South 2 - South Area
6	South 3 - South West/Mid Ulster Area

- No limit to number of bids for Tree Surgery Lots but there are limits to the award of lots - All bar 1 per region - Max 3; provided Category Notation Value exceeds value requested in Selection Questionnaire.

Lot No.	Areas Incorporated
7	Belfast Region
8	South Region 1 - South Area/Ards & North Down/South Down
9	South Region 2 - Mid Ulster/South West
10	North Region 1 - West Area/Causeway
11	North Region 2 - East Antrim/South Antrim

- In the event that there are some unallocated Lots after the award sequence has been completed, the Contracting Authority reserves the right to re-run the award sequence and award the unallocated lot; overruling the award limit set.



# Selection Criteria

- Professional and Technical Experience
  - 2 contracts within the last 7 years of similar scale and scope;
- Constructionline Category Value
  - Estimated annual value based on the initial 2 year contract period for each lot;
- Insurances
  - Public Liability;
  - Professional Indemnity;
  - Employers Liability;
  - Contractors' All Risks (CAR).
- Mandatory requirements including Buildsafe, health and safety competence and environmental management systems.

# Award Criteria



- 70% Price and 30% Quality (incl. 10% Social Value)
- Value / Quantities based on previous contract usage.

# Note

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# Questions



Please email:

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