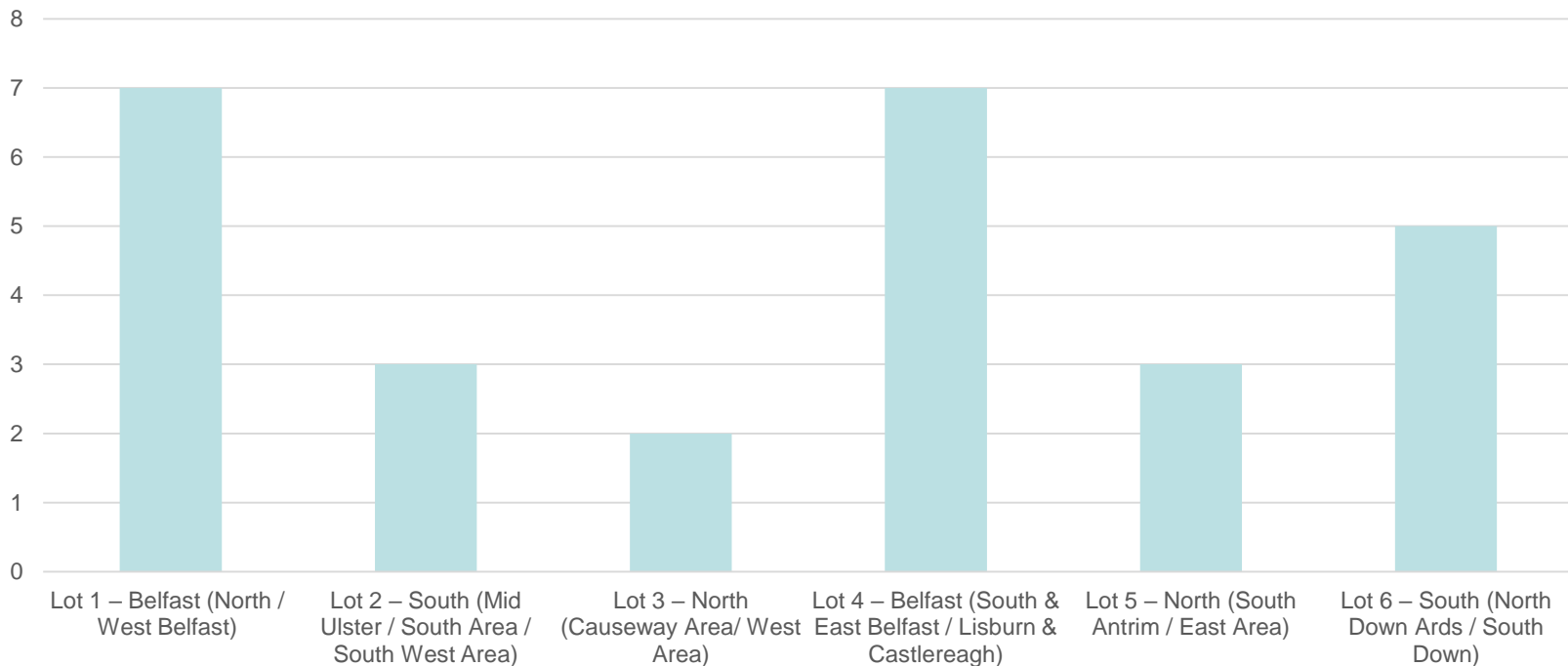


CTO82 Heating and Thermal Improvement Contract 2024

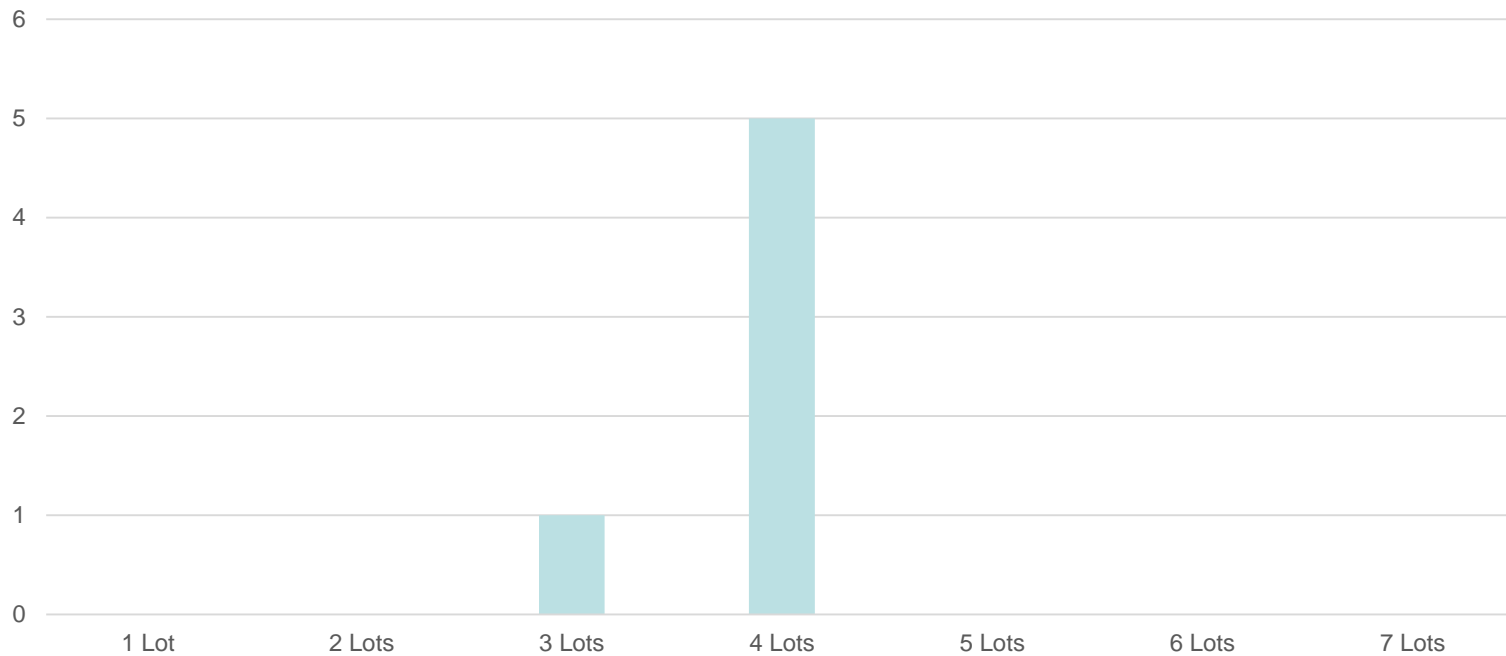
Meet the Buyer Event RFI Analysis

Thursday 27th April 10am
Twickenham House Ballymena

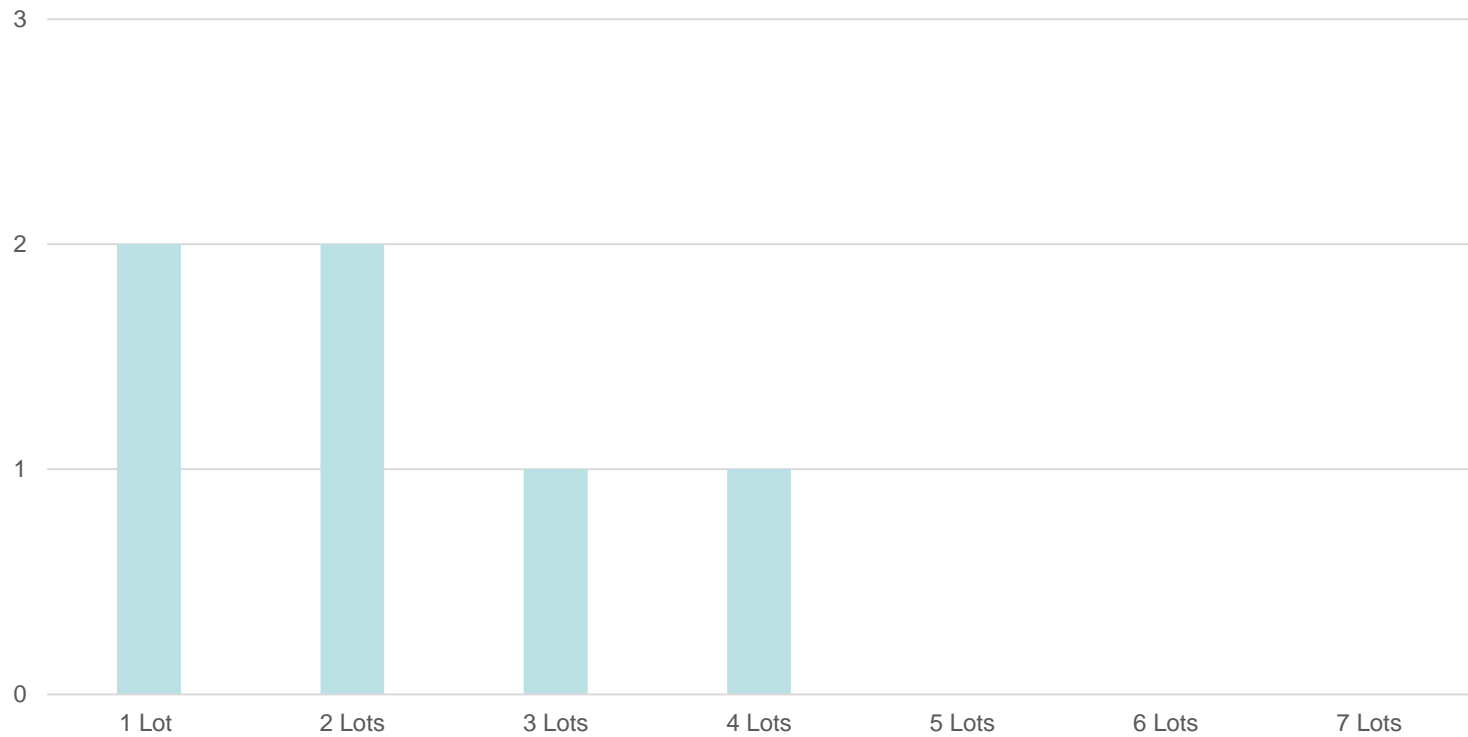
Would your company be interested in tendering for and delivering any of the Heating and Thermal Improvement Contract lots in any future procurement exercise?



How many Lots do you feel an Economic Operator should be allowed to bid for?



How many Lots do you feel an Economic Operator should be allowed to win?



Please provide additional comment on the proposed lot strategy. Are there a sufficient number of lots/areas? Would the size of the Lots preclude you from bidding?

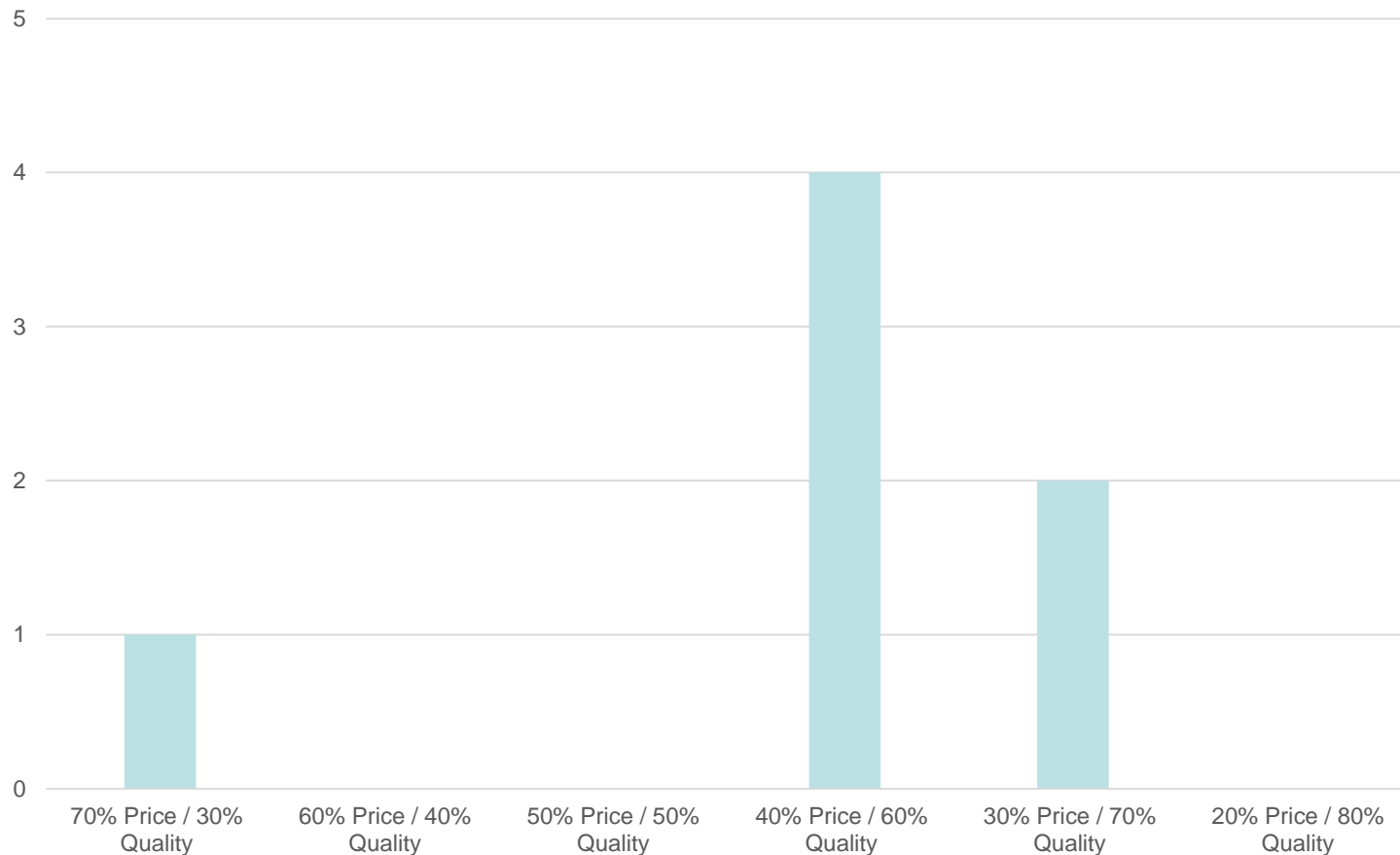
"In order to provide Economy of scale to this contract, over the term, we feel a bidder should be able to be successful in two Lots".

"It would be better to have a Lot Area per DO or at the very least per Council Area with Belfast maybe sub divided."

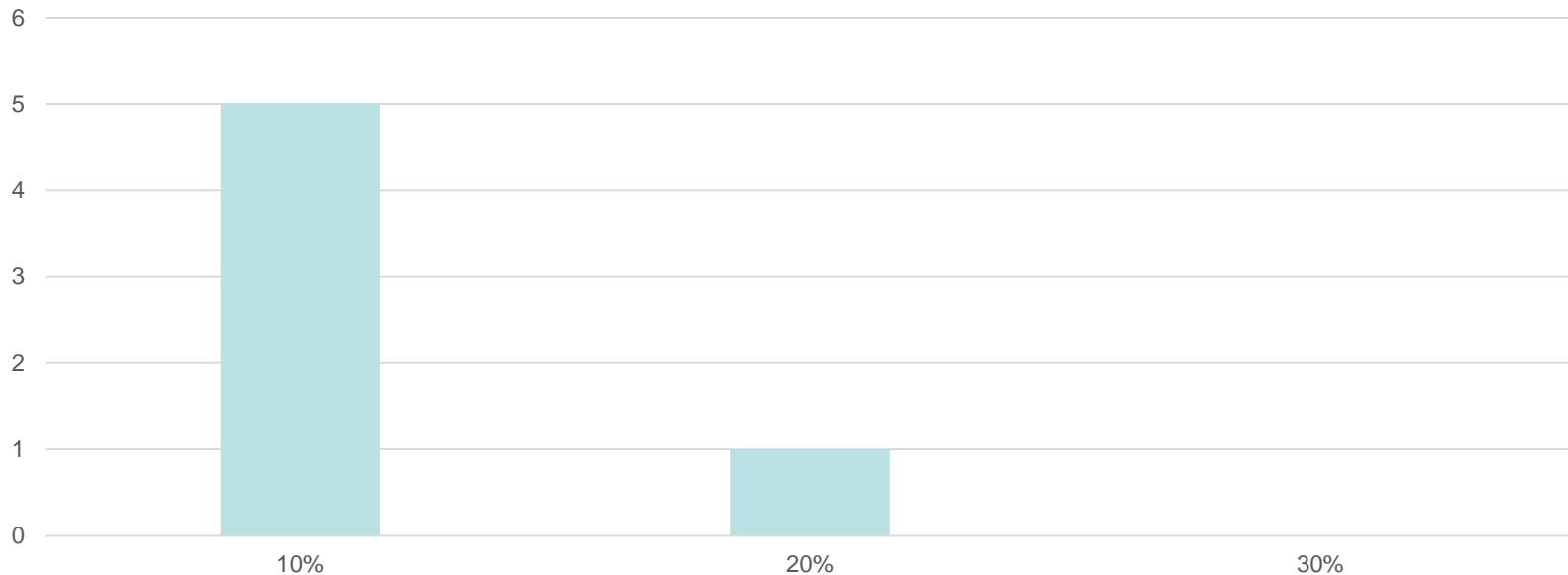
"Bidders should be allowed to win 2 lots."

"To allow for continual ongoing investment in these type of contracts lots need to be of a large size, scale and length , we would therefore encourage larger long term contracts"

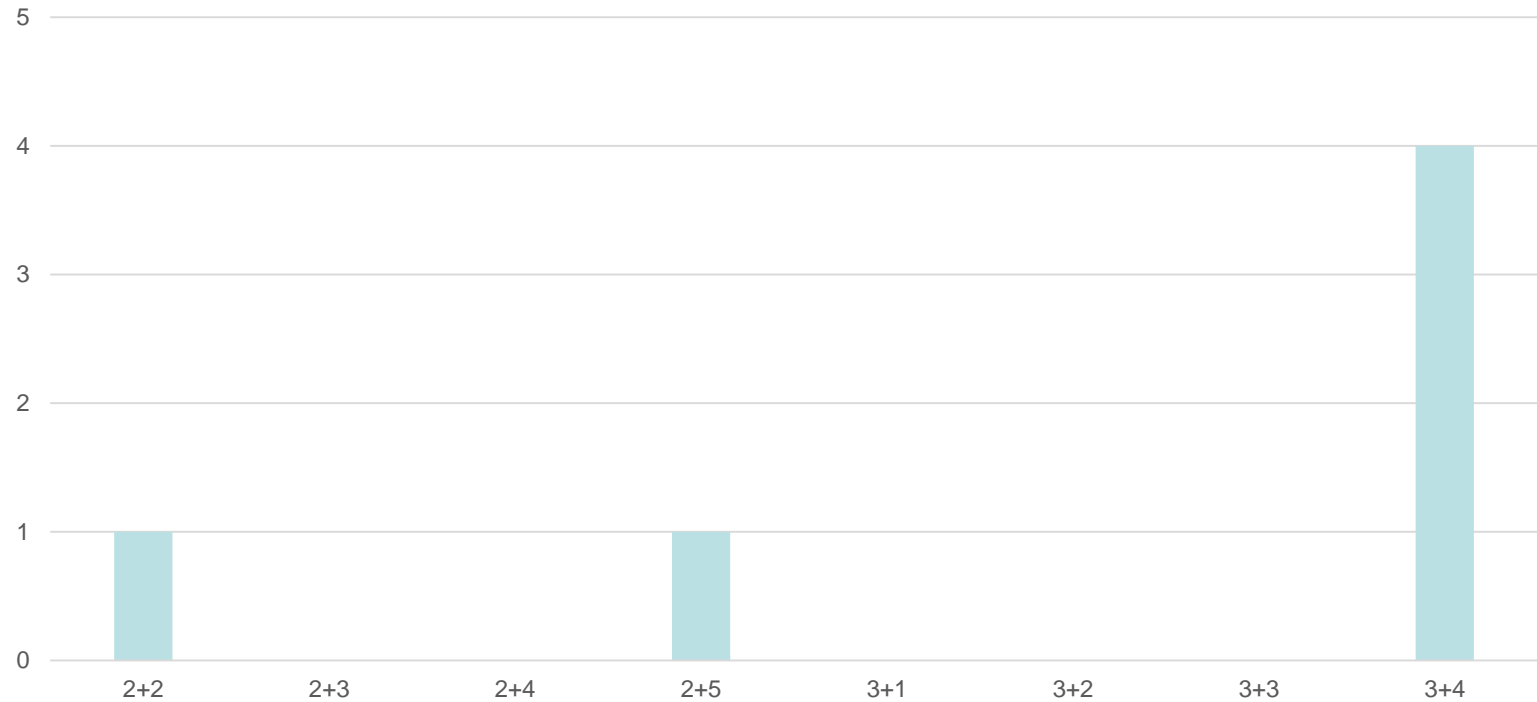
Please indicate what you believe the Price/Quality split should be set for this competition.



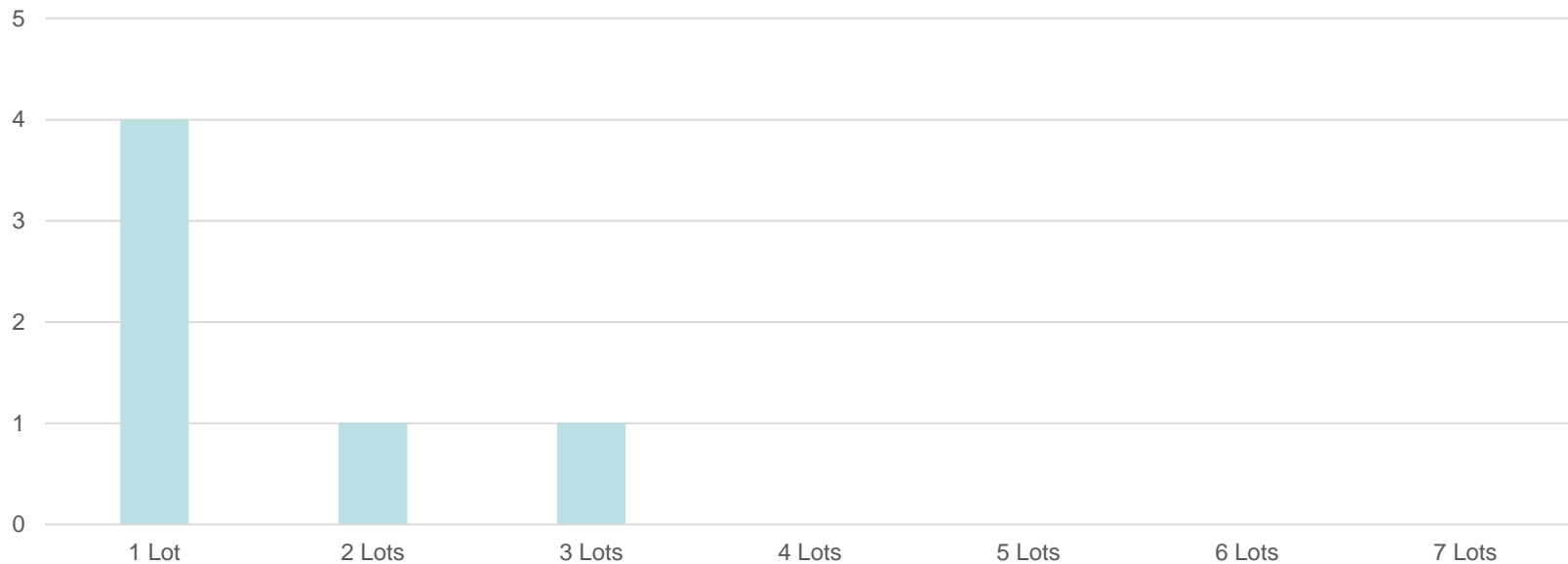
Whilst we are mandated to assign a minimum of 10% of the Quality Criteria to Social Value this may be increased. What do you believe would be an appropriate percentage of the Award Criteria to assign to Social Value?



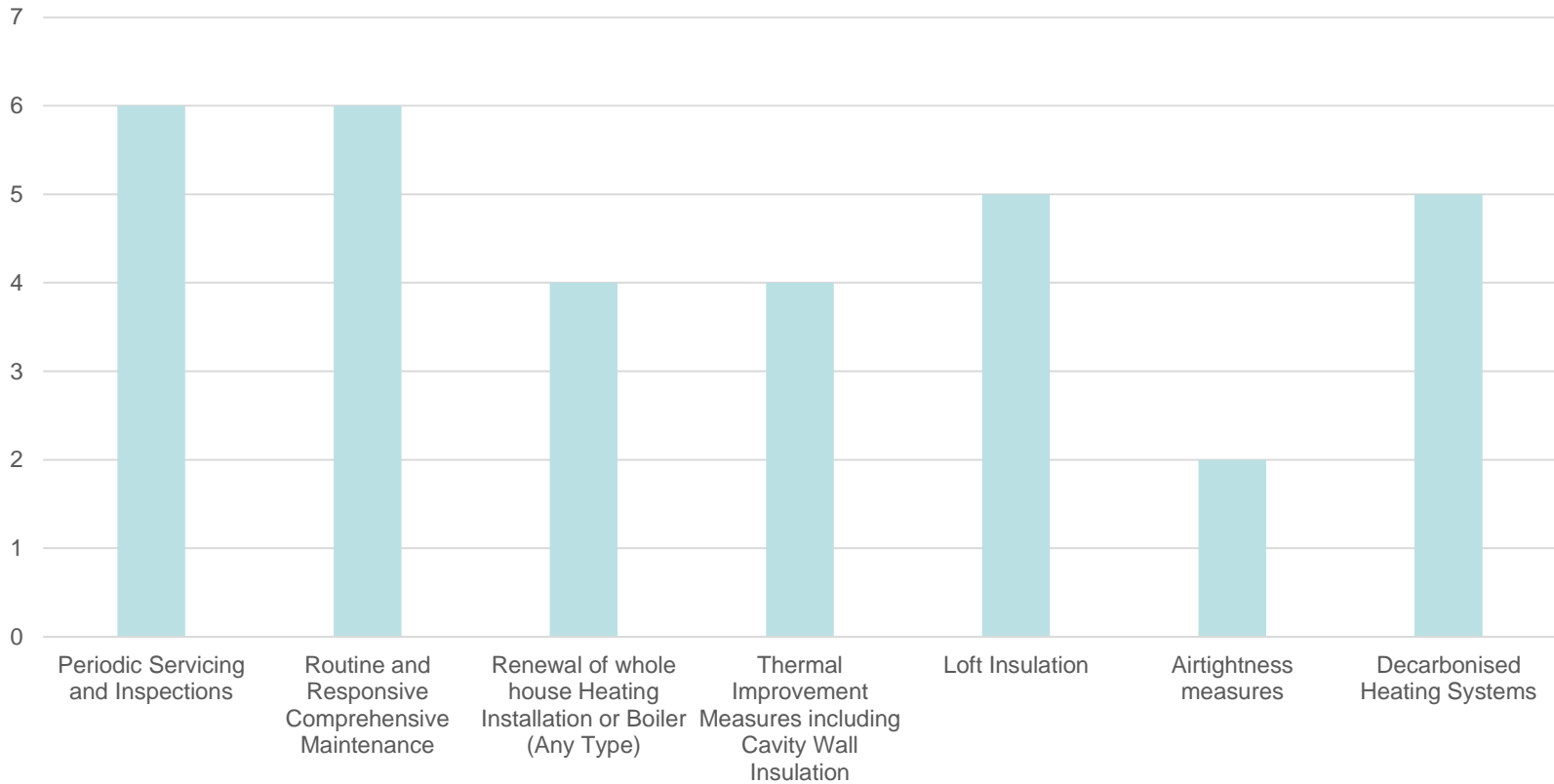
Please indicate what you feel would be the ideal contract duration for the proposed contracts



Please indicate the quantity of Heating and Thermal Improvement Contract lots you would wish to be considered for the potential award of and would be capable of delivering without experiencing capacity issues.



NIHE are considering including a number of workstreams in the contract. Please confirm which workstreams you feel should be included.



The Contracting Authority envisage cavity wall insulation, loft insulation and airtightness measures to be done in tandem with the heating installs. Would the inclusion of any of these workstreams preclude you from tendering?

If thermal improvement measures including cavity wall insulation, loft insulation and airtightness measures were included in in the contract how many properties could you deliver per annum?

“None of the worksteams listed would prevent us from tendering”

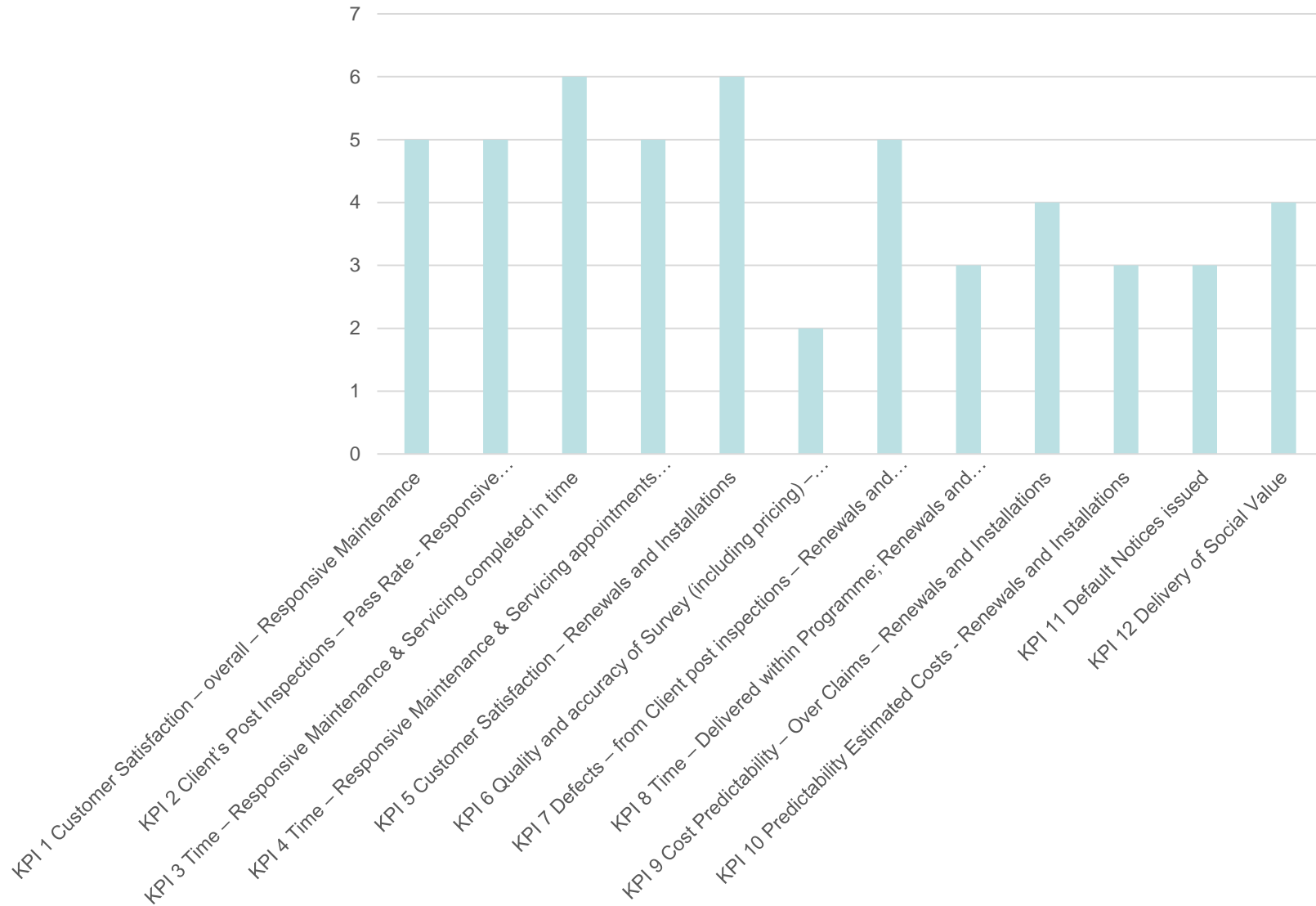
“between 1000-1200 per Lot”

“the market in NI is not set up to have all these measures delivered by one main contractor”

“300-400 per annum”

“400-500 per annum”

Which of the following KPI's do you feel it would be reasonable to include in the Contract?



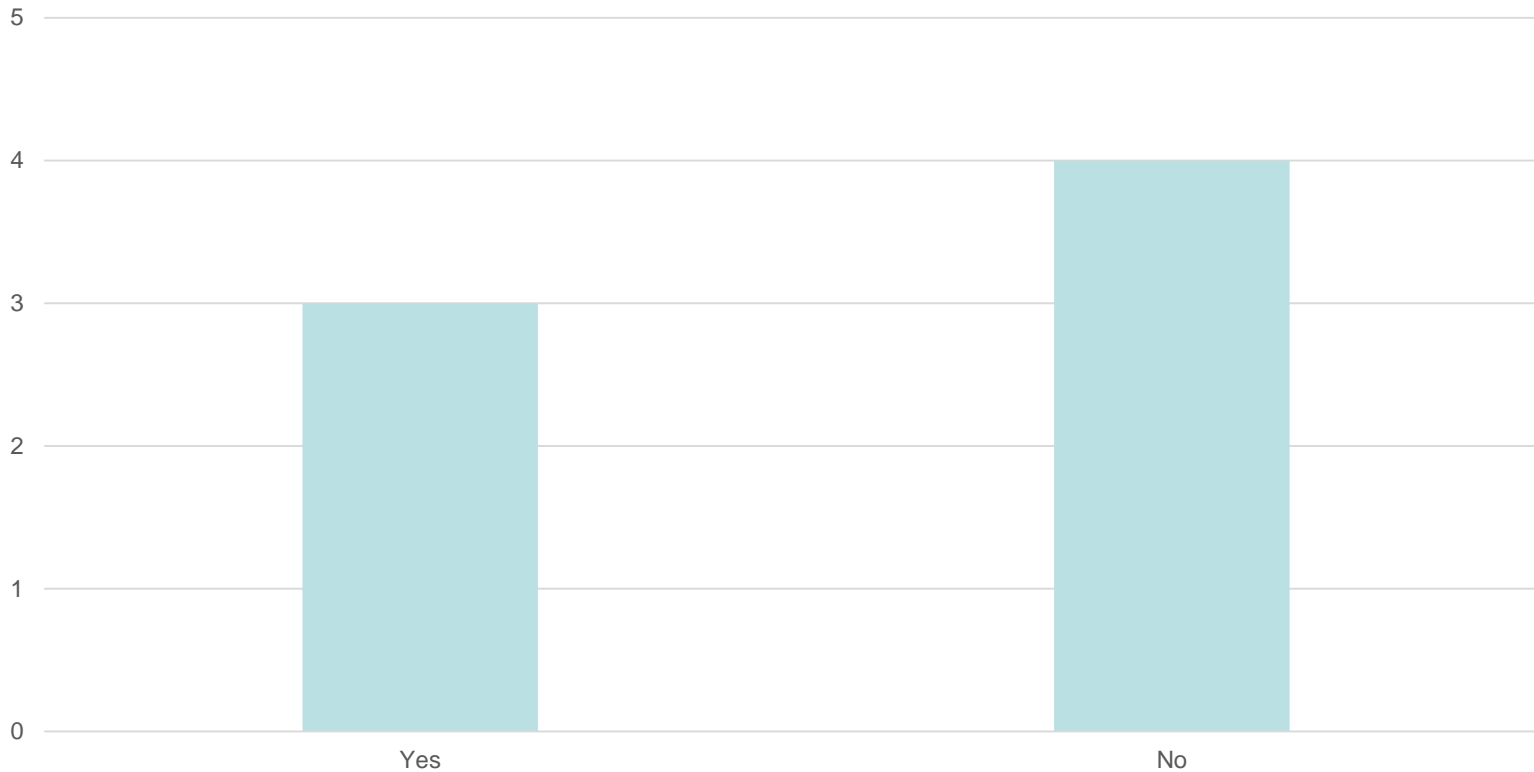
“The proposed KPI framework is too onerous. This should be 5/6 KPIs maximum. The target should be 90% pass rate.”

“This is an excessive number of KPIs , targets for KPI`s need to be reasonable and not have targets that will inevitably lead to failure and the break down of the the working partnerships needed to successfully deliver these long term hugely important contracts”

“Yes reasonable”

“appears adequate at present”

Is your company likely to need to enter a consortium, e.g., a joint venture arrangement, in order to have the capacity to deliver any lots of interest?



Please confirm if your company currently has PAS2030 and PAS2035 Certification. If not does your company currently comply with PAS2030 and PAS2035 and would you be in a position to obtain certification prior to the contract start date of 1st June 2024. If you are already PAS2035 certified has this been accredited by Trustmark License Plus?

“We are currently undergoing our accreditation process for PAS2030 and Trustmark”

“With regards to PAS2030 and Trustmark accreditation, we would like to make the NIHE aware that there are only currently three companies accredited in Northern Ireland; two for CWI and two for EWI. We would propose that the procurement is designed so that it does not artificially narrow competition within the procurement”

In your company's view, what are the key risks associated with the successful procurement and operation of the Heating and Thermal Improvement contracts and how could they be resolved?

“sufficient competition in the procurement process”

“The current documents have been altered so much that the contract expectations are very unclear. We believe that NIHE should revert to their old specification documents which were tailored to NIHE needs.”

“Shortage of labour in the market. By splitting the contract into 6 lots, you will have 6 contractors looking to utilise the same pool or resource.”

In your company's view, what are the key opportunities that NIHE should consider when finalising the procurement strategy?

“greater focus on partnership working”

“a longer mobilisation period such as six months”

“maximise the works to a property at a given time to prevent multiple visits and therefore disruption to tenants”

Is your organisation aware of any skills or capacity issues within the industry that may impact on the successful procurement and operation of the Heating and Thermal Improvement contracts?

“Resourcing is an industry wide challenge”

“These are a limited number of heating engineers in NI ,Cavity wall insulation businesses are also limited, the number of operatives trained in the renewable sector is also a concern”

“We have struggled to recruit direct labour resource to facilitate a heating installations teams Plumbers & Electricians are scarce. They seem to be going across the border to work for a higher salary that we cannot meet.”

Please provide details of any supervening market factors that would stop you from bidding and suggestions for how they could be managed.

“Supervening market factors such as rising costs and the NIHE's approach towards cost review and lack of acknowledgement of cost pressures in term could impact our bid/no-bid decision.”

“Ability to get staff levels for the size of Lot Areas”

“Force Majeure Clauses and Value of cover for public indemnity claims”

Are you aware of current requirements in relation to Social Value in line with CPD Procurement Policy Note PPN 01/21 - Scoring Social Value and are you capable of meeting the requirements of the policy note.

Please also highlight any market issues that may affect delivery of social value requirements and what percentage of the quality criteria should be allocated to social value?

“We are aware of the current requirements in relation to Social Value in line with the CPD’s PPN 01/21”

“We do not believe that PPN 01/21 considers the time implications behind the scenes to support and deliver each of the social value initiatives.”

Questions?

For any further queries please email:
joseph1.mccluskey@nihe.gov.uk