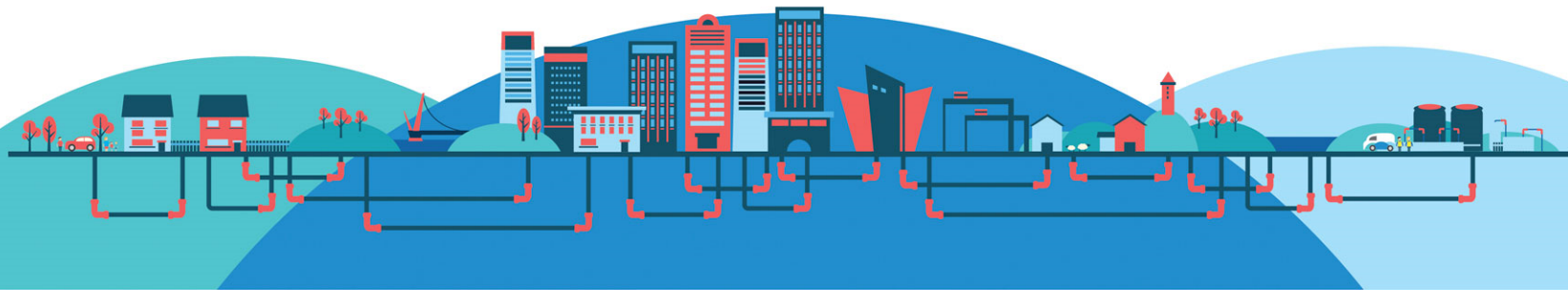


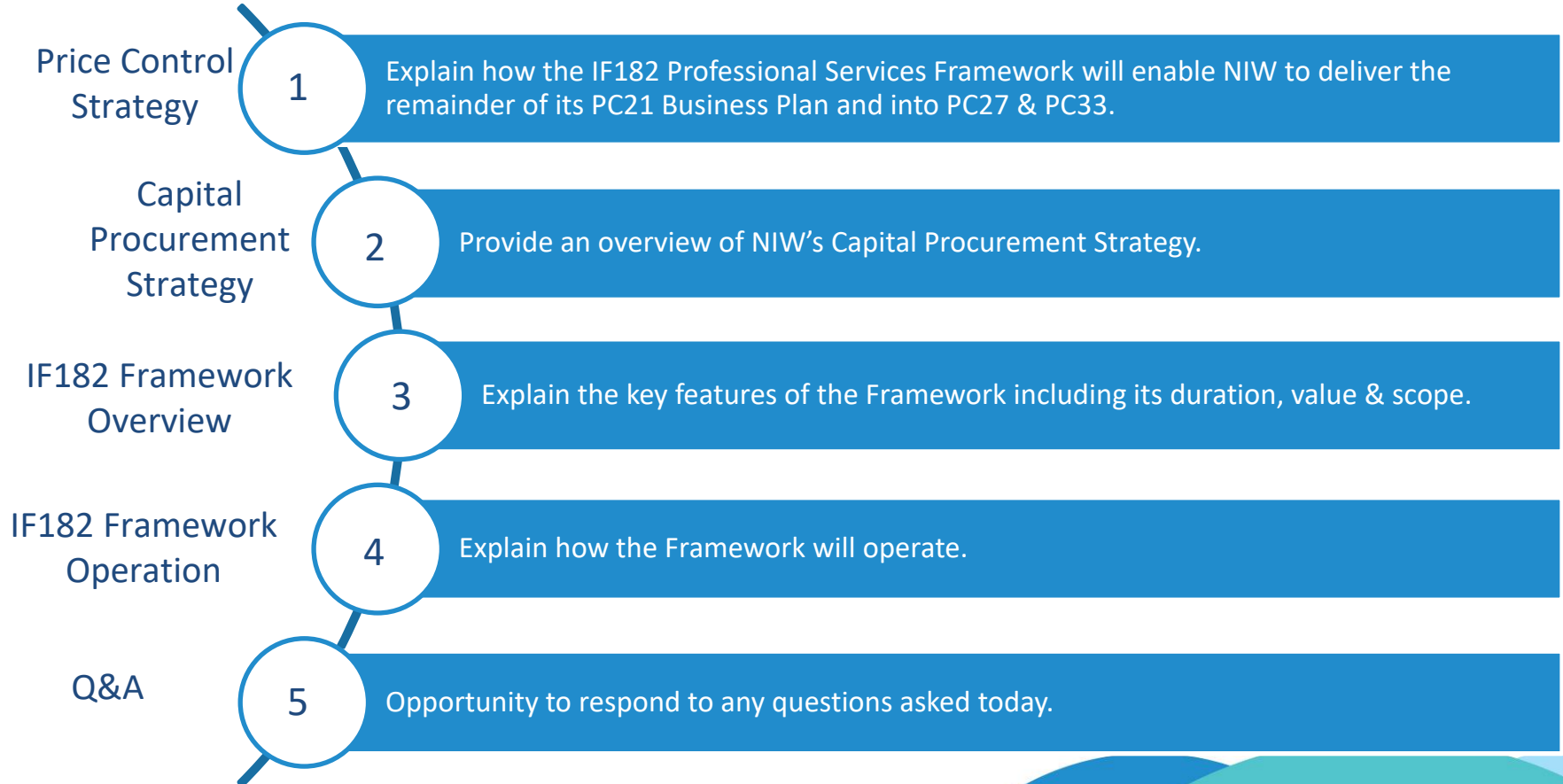
IF182 Professional Services Framework

Supplier Engagement

1st August 2023



Purpose of This Engagement




Panel Presenters

Name	Role
Roisin Connor	Head of Capital Procurement
Ross Calder	Senior Capital Procurement Manager

Additional Attendees

Name	Role
Paul Harper	Director of Asset Delivery
Mark Mitchell	Head of Integrated Capital Delivery



Agenda


Time	Topic	Panel
14.00 – 14.05	Welcome and overview	Roisin Connor
14.05 – 14.15	Price Control Strategy	Roisin Connor
14.15 – 14.20	Overview of NI Water Capital Procurement Strategy	Roisin Connor
14.20 – 14.30	Overview of IF182 Framework	Ross Calder
14.30 – 14.35	IF182 Framework Scope – Lots 1, 2, 3, 4 & 5	Ross Calder
14.35 – 14.45	Framework Operation	Ross Calder
14.45 – 15.00	Q & A	Ross Calder

Event Protocols

- 1) We will keep to the 1hr timeline
- 2) We will address as many questions as possible within the Q&A session of the presentation
- 3) Please use the Slido function to ask any questions. You can access the event by going to:

<https://www.sli.do/>

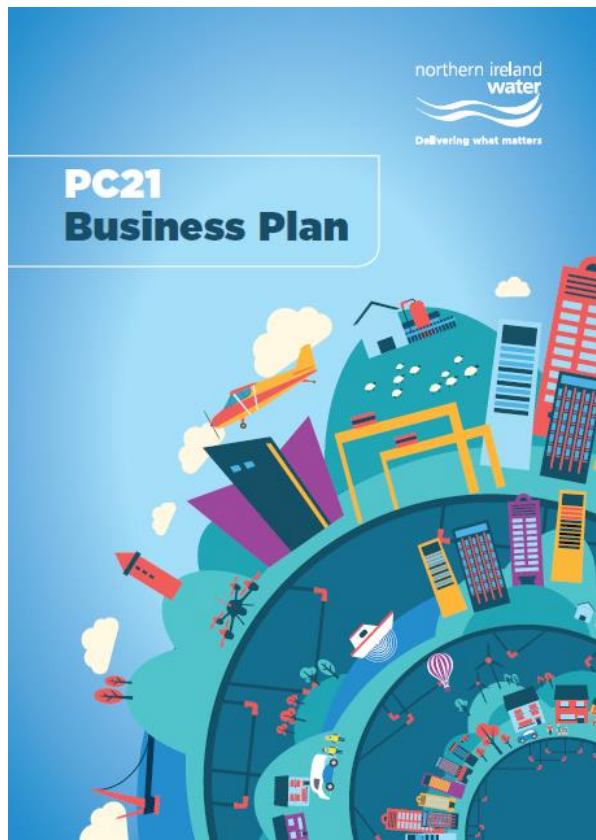
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- 4) The questions will be moderated before being passed to the panel
 - 5) Please turn off your cameras and be on mute for the duration of the session
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Price Control Context

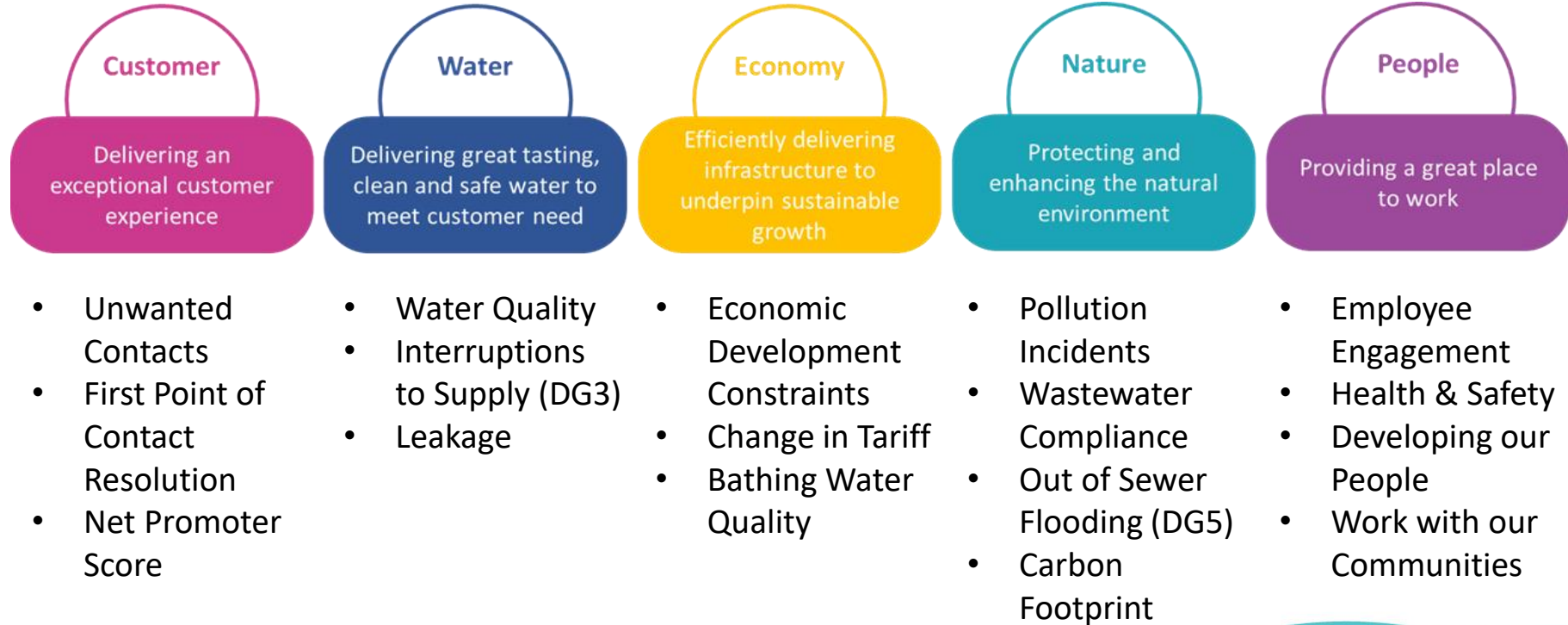


PC Plans in Summary



- Covers 6 year period i.e. PC21 covers from April 2021 to March 2027
- PC21 was a strong, ambitious plan with an aim to continue to improve services for our customers while keeping average bills stable in real terms.
- A step change in capital investment was required to reverse the impact of under-investment in our assets which was impacting the economy and environment.
- We have aspirations to deliver an efficient Capital Programme that benefits NI Water and our Northern Ireland customers as a whole

Our PC Business Plans will deliver against:



NIW Capital Delivery Purpose & Mission



- **Purpose** : *“Delivery of the Capital Works Programme with the supply chain, whilst driving productivity and value for money.”*
- **Mission** : *“Achieve efficiencies through fit for purpose delivery of assets in an **open, trusting and collaborative environment**”*



Delivering Efficient Capital Investment



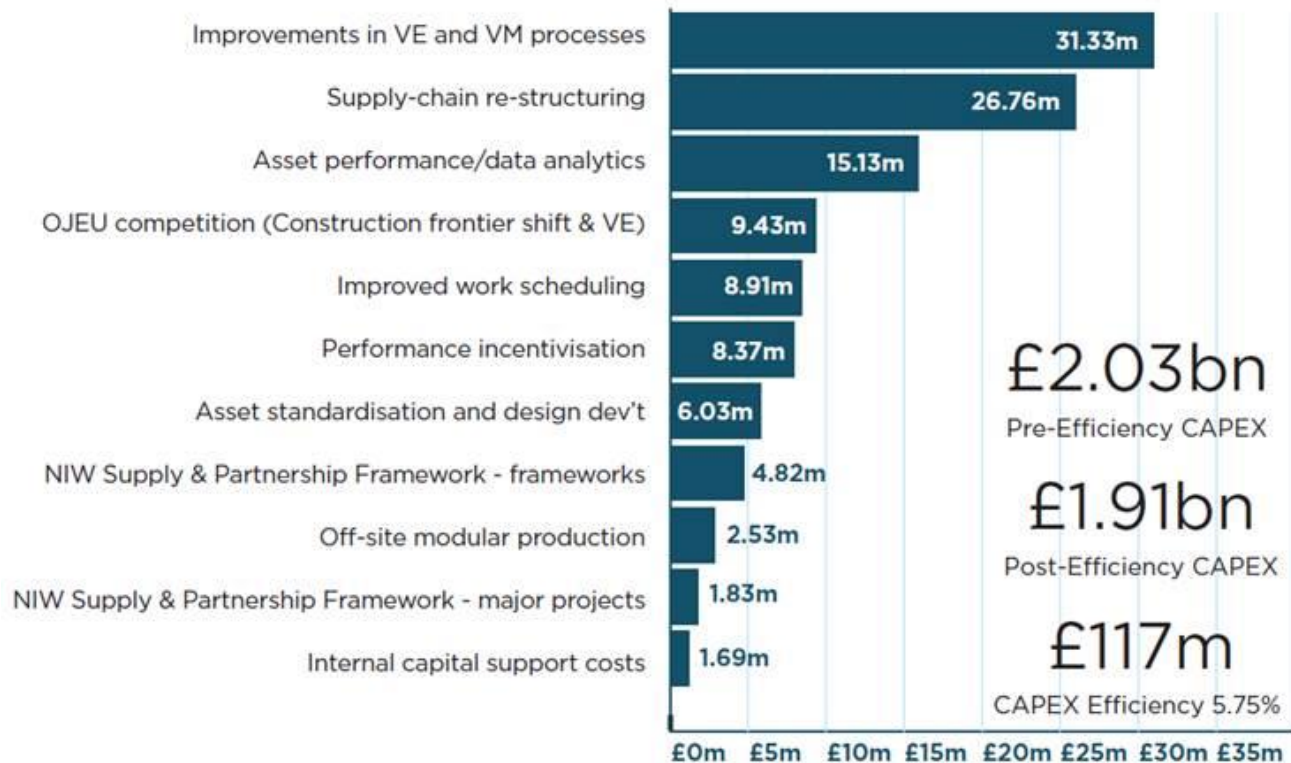
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Delivering Efficient Capital Investment

Our PC21 Capital Plan requires £2.03bn of critical capital investment over the 6 year Period

This includes £0.46bn of investment in Living with Water Programme (Phase1) which specifically addresses the backlog of wastewater and environmental needs of the Greater Belfast Lough area.

PC21 Capital Efficiency Initiatives

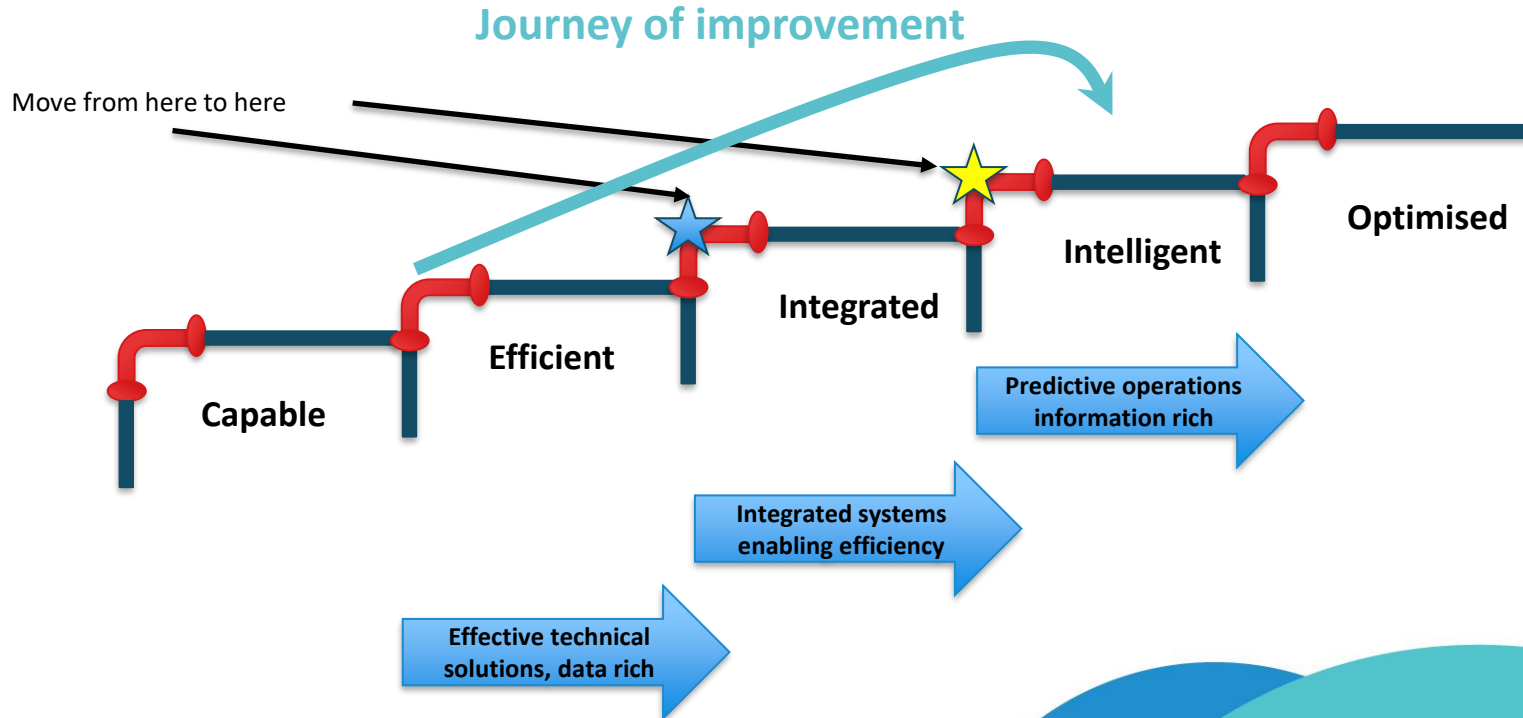


Capital Procurement Strategy



Procurement Strategy for PC21

Towards...World Class Asset Delivery



NI Water 'Integrated Partnerships' and Commercial models



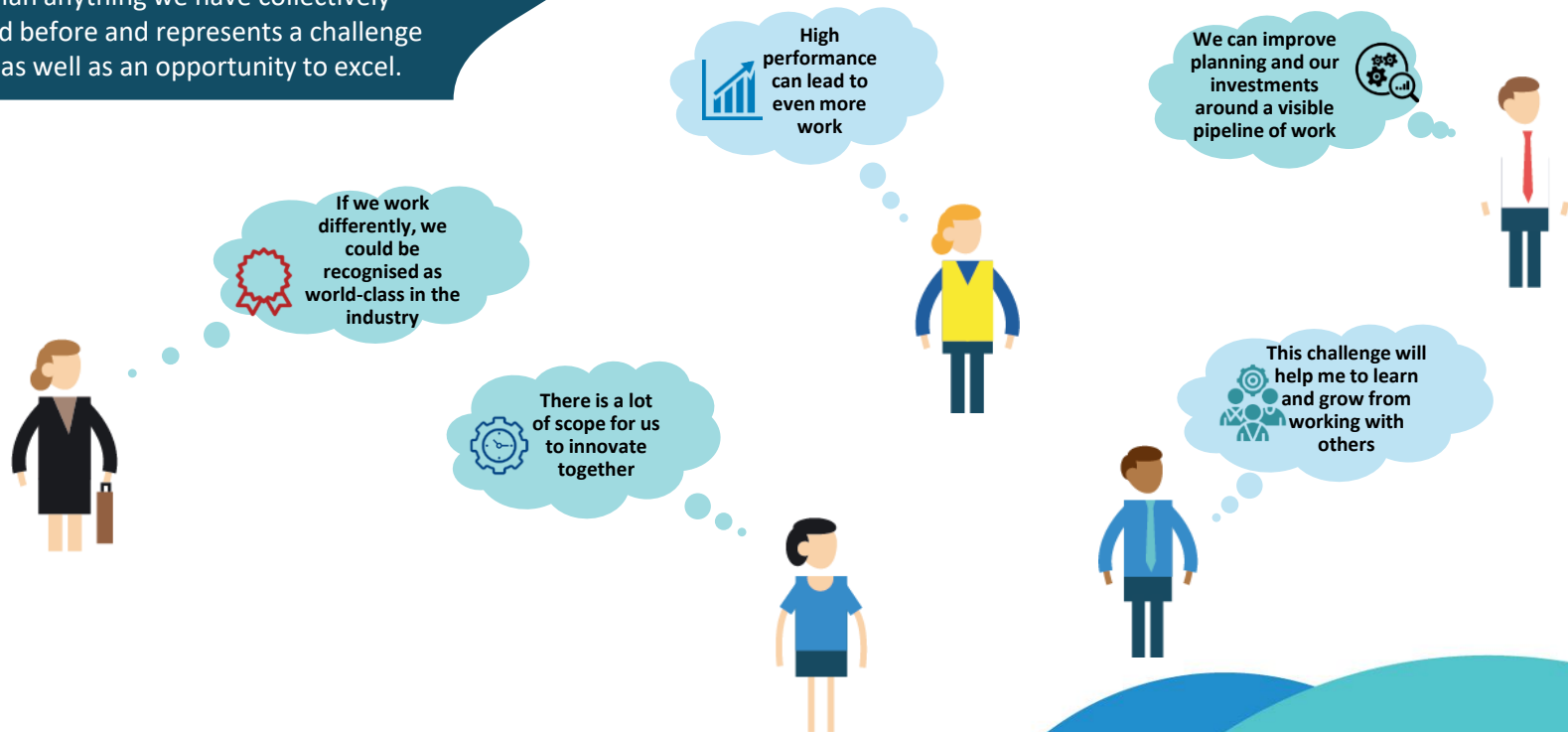
Professional Services (Project Management & Control)




Route	Resource
Integrated Partnership 1 Small (up to £1m)	
Integrated Partnership 2 Medium (up to £10m) High complexity	
Integrated Partnership 3 Large, high complexity (typically over £10m) Pending NIW Board Approval	
Integrated Partnership 4 Water Mains Rehab	

Our Collaborative Approach is a Capital Delivery Opportunity

Our CWP represents a major investment and growth in the scale of delivery. This is larger than anything we have collectively achieved before and represents a challenge in scale as well as an opportunity to excel.



Overview of IF182 Framework

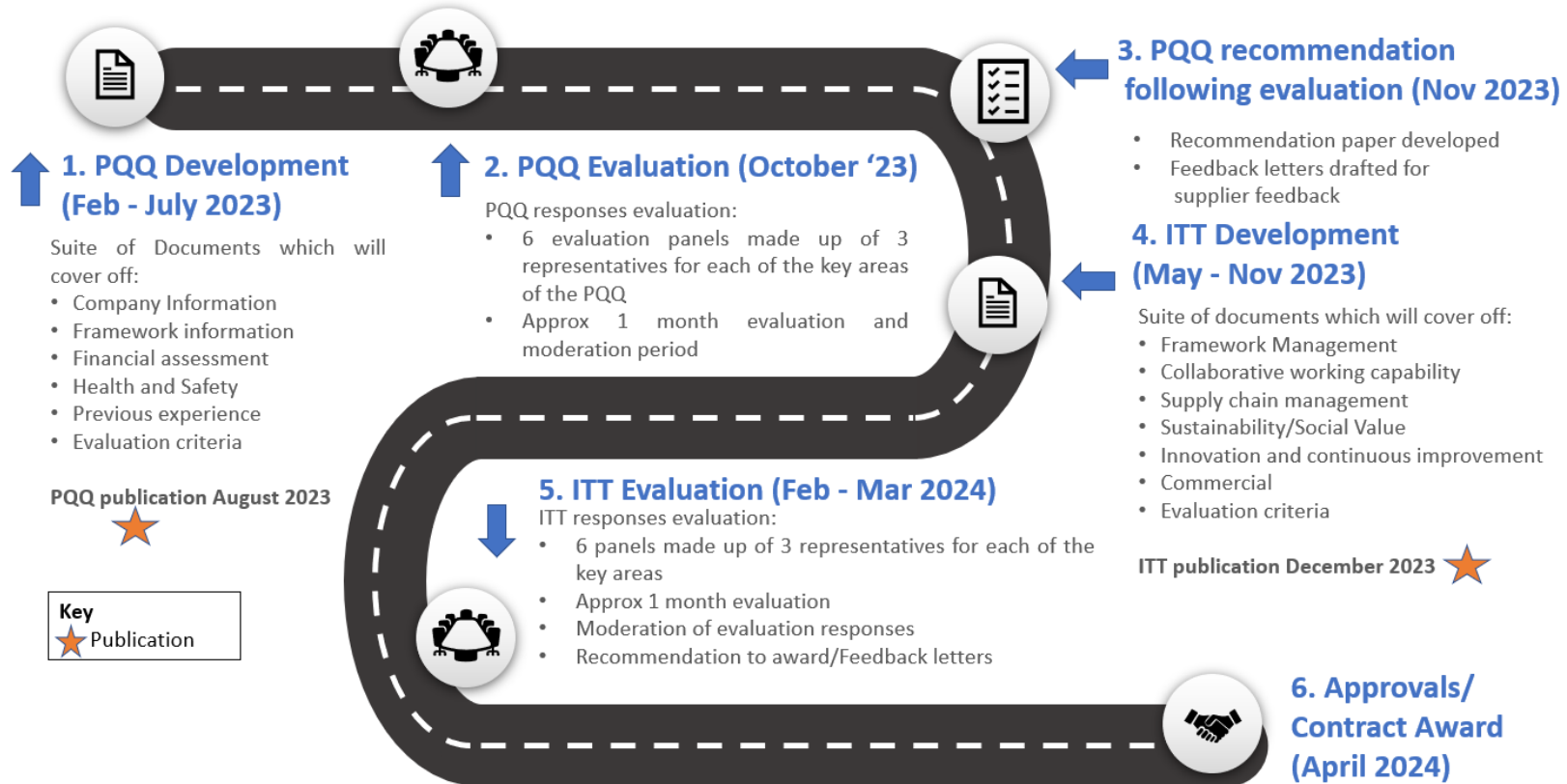
- Find a Tender Service (FTS) advertisement, followed by two stage restricted procurement as PQQ and ITT.
 - Consideration has been given as to the best way to structure the framework and the intention is for the following number of suppliers to be awarded to each of the below lots based on the NEC4 Framework Contract:
 - Lot 1 – NEC Site Supervisors (Civil and MEICA) (up to 4 suppliers)
 - Lot 2 – NEC Project Managers (up to 4 suppliers)
 - Lot 3 – Feasibility, Design & Climate Change (up to 8 suppliers)
 - Lot 4 – Capital Project Management Office (up to 4 suppliers)
 - Lot 5 – Innovation and Efficiency (up to 3 suppliers)
 - Four year framework, with extension for a further four years on a 2+2 basis.
 - The framework value will be in the range of £350m - £800m across the full framework term (4+2+2 years) based on the projected PC21 / PC27 Capital Programme Expenditure.
- 

Overview of IF182 Framework

- Economic Operators are entitled to submit tenders for one, several or for all separate individual Lots of the Framework Agreement.
- It is envisaged that the call-off time charge or work order value per consultant will typically be less than £1m.
- It is anticipated that the tender will be assessed on a 70:30 Quality Price ratio to ensure a quality driven selection process is undertaken to encourage high calibre staff with a track record for delivering efficiency savings in major capital programmes, particularly at the early stages in the project lifecycle.
- In adherence to Procurement Policy Note 01/21 Scoring Social Value, at least 10% of the award criteria will be allocated to Social Value.




IF182 Procurement Road Map




Framework Scope - Lot 1 NEC Site Supervisors (Civil and MEICA)

The proposed Scope for Lot 1 includes but is not limited to the below:

1. Pre-construction checks and supervision of works
 2. Assessing enabling and investigation works
 3. Assisting with the monitoring of financial transactions during the course of the works
 4. Assessing Contractor design reviews or design amendments.
 5. Evidencing support information to Early Warnings and Compensation events.
 6. Assisting analysis of compensation events, risk management
 7. Assessing construction quality and workmanship
 8. Liaison with NI Water technical and operational staff to ensure successful delivery
 9. Recording and maintenance of records- daily diaries.
 10. Ensuring compliance with Health and Safety.
 11. Provision of regular reports, information and data to support the production of a range of Key Performance Indicators (KPIs).
 12. Handover and commissioning assurance
 13. Communication and Reporting with a range of internal and external Stakeholders including public relations, materials and events
- 

Framework Scope – Lot 2 NEC Project Managers

The proposed Scope for Lot 2 includes but is not limited to the below:

1. Pre-construction checks and supervision of works
 2. Assessing enabling and investigation works
 3. Contract management services including advising on the selection of contractors, contractual arrangements, assisting with the establishment of Target Costs and the monitoring of financial transactions during the course of the works
 4. Contractor design reviews or design amendments.
 5. Evidencing support information to Early Warnings and Compensation events.
 6. Client cost management including budget reporting, analysis of compensation events, risk management, cost audits and final account analysis.
 7. Assessing construction quality and workmanship
 8. Liaison with NI Water technical and operational staff to ensure successful delivery
 9. Recording and maintenance of records- daily diaries.
 10. Ensuring compliance with Health and Safety.
 11. Provision of regular reports, information and data to support the production of a range of Key Performance Indicators (KPIs).
 12. Commissioning, handover and Client project completion procedures.
 13. Communication and Reporting with a range of internal and external Stakeholders including public relations, materials and events
 14. Supporting the formulation, implementation and ongoing development of procedures on CWP financial and cost management.
- 


Framework Scope – Lot 3 Feasibility, Design and Climate Change

The proposed Scope for Lot 3 includes but is not limited to the below:

1. Appraisal, feasibility and optioneering	12. Hazard and operability studies (HAZOP)
2. Business case development	13. Operational reviews
3. Project management and control	14. Supplier performance management
4. NEC Project Management	15. Working in collaboration partnerships
5. Economic Operator Resources management	16. Identifying, investigating, promoting and deploying innovation and new technology opportunities
6. Design & Design Assessment	17. Handover and commissioning Post Project Evaluation process
7. Procurement and Tendering Services	18. Sewerage Network Modelling
8. Building information modelling	19. Water Network Modelling
9. Governance, Reporting & Information Gathering	20. Business Planning & Investment Management
10. Stakeholder management	21. Climate Management
11. Provision of health and safety requirements	22. Net Zero Achievement Strategy


Framework Scope – Lot 4 Capital Project Management Office

The proposed Scope for Lot 4 includes but is not limited to the below:

1. Development of Strategies & Policies – Develop best practice, implement change and governance management.
 2. Programme Planning and Reporting
 3. Cost management and Reporting
 4. Risk & Value management and Reporting
 5. Supplier Performance management and reporting
 6. Provide administrative support – Resources, communication and key working relationships.
 7. Communication and Stakeholder management (internal and external Stakeholders)
 8. Supporting the formulation, implementation and ongoing development of procedures on CWP financial and cost management.
- 

Framework Scope – Lot 5 Innovation & Efficiency

The proposed Scope for Lot 5 includes but is not limited to the below:

1. Long term resource analysis
 2. Strategic advice and expertise in relation to competency management
 3. Strategic advice and expertise in relation to project and construction interface management
 4. Strategic advice and expertise in relation to efficient delivery of construction programmes
 5. Efficiency measures to optimise existing working practices
 6. Pilot new technology and innovative solutions.
 7. Identification and development studies including project reviews.
 8. Digital innovation
 9. Process innovation
 10. Construction innovation
- 

Framework Operation

Anticipated Selection Procedures for awarding individual time charge and work orders under the Framework:-

- (a) **“Direct award”**: an allocation methodology where NI Water intend to award individual call-off contracts under the Framework Agreement in adherence to the specific circumstances that will be set out in the ITT.
- (b) **“Mini-competition”**: inviting eligible Suppliers on the relevant Lot of the Framework to mini-tender.

Further details on the Selection Procedures that can be utilised within the Framework will be detailed within the at ITT stage.



Framework Operation – PPN Compliance

- A number of new Procurement Policy Notes (PPNs) have been released by Construction & Procurement Directorate:
 - Procurement Policy Note - 01/21 Scoring Social Value
 - Procurement Policy Note - 03/21 Supply Chain Resilience
 - Procurement Policy Note - 05/21 Human Rights in Public Procurement
- We require the support of our suppliers to ensure compliance and also to enable NI Water to fulfil its reporting obligations



Framework Operation – Social Value

- Mandatory to allocate 10% of the award criteria to Social Value in contracts where the Utilities Contract Regulations apply, from 1st June 2022
- Policy will be reviewed ahead of 2023 with a view to increasing to 20%
- Social value will be scored based on the following themes:
 - Increasing secure employment and skills
 - Building ethical and resilient supply chains
 - Delivering zero carbon
 - Promoting wellbeing
- Each of the themes have a set of indicators and have been aligned to the draft Programme for Government outcomes.
- Further details on how Consultants will deliver social value will be detailed at ITT stage



Q & A



northern ireland
water



Delivering what matters

