

An aerial photograph of a city, likely London, showing a dense urban landscape with various buildings, streets, and green spaces. A large white circle is superimposed over the center of the image, containing the text 'Creating value as a contractor on frameworks'. The circle is surrounded by a dashed white line. The background image is split vertically, with the left side showing a clear view of the city and the right side being a dark blue overlay.

Creating value as a contractor on frameworks

AGENDA

- Orientation on HBC
- What's a Framework?
- What Good Looks Like
- The Future of Frameworks

135 HENRY BOOT

The first phase of
our new Responsible
Business Strategy



The launch of our Pathway to **Net Zero Carbon** and enhancing our environmental stewardship.



The launch of our new **Equality, Diversity and Inclusion Strategy**.



Our **Community Partnership Plan** which will guide us to provide **funds, time, resources and support** to our community partners.

THE HENRY BOOT BUSINESSES

Land
Promotion



Property
Investment &
Development



Construction



OPERATING AREA



MARKET SECTORS



MARKET SECTORS

Urban Development



MARKET SECTORS

Low
Rise



MARKET SECTORS

Industrial & Logistics



Henry Boot
CONSTRUCTION

MARKET
SECTORS

Frameworks



HBC FRAMEWORKS



HBC FRAMEWORK TIMELINE



2005 - 2010

- Rotherham Decent Homes - 2006-2010
- St Ledger Homes of Doncaster - 2007
- Sheffield Homes - 2008
- Rotherham Construction Partnership - 2010
- Ministry of Justice - 2012
- Leicester Kitchens & Bathrooms - 2012
- Asra Housing - 2012

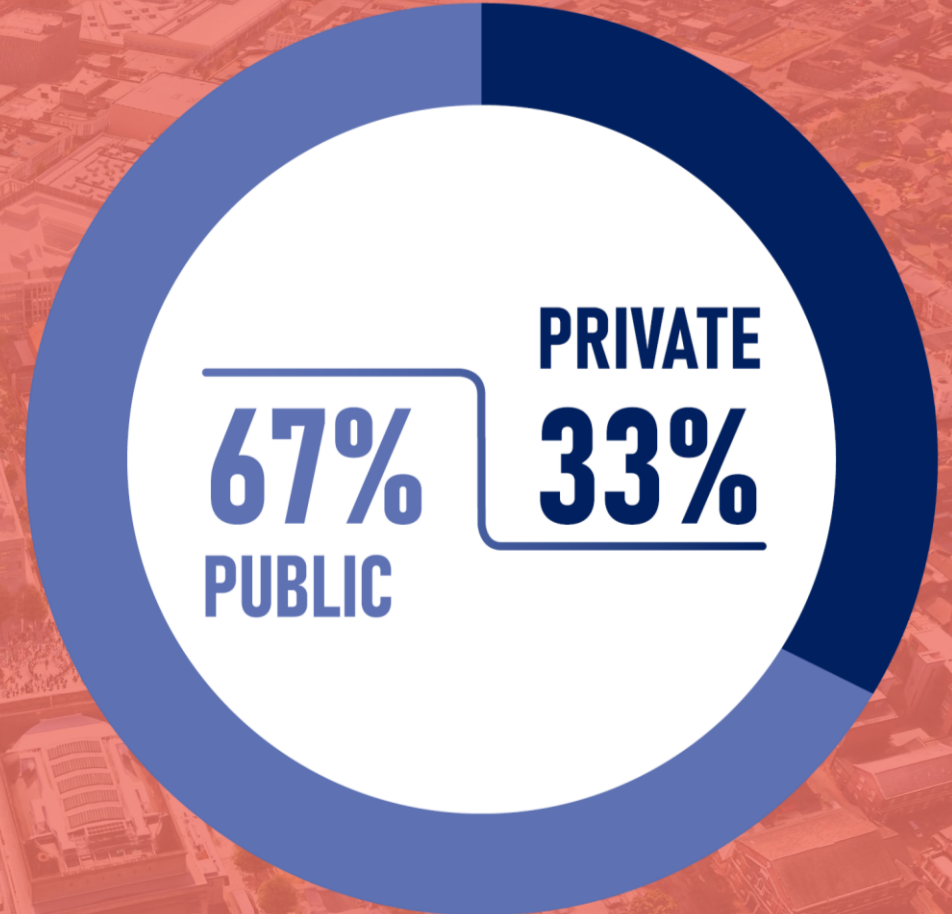
2010 - 2015

- Sheffield Teaching Hospital - 2016
- YoRbuild - 2016
- NWCH - 2016
- YoRcivils - 2017
- Stockport ABC - 2017
- DfE - 2017
- LLEP - 2017

2015 - 2020

- Procure Partnerships North West - 2018
- Westworks (EEM) - 2018
- Procure Partnerships - 2019
- Pagabo - 2019
- CCS - 2019
- NHS SBS - 2020

PUBLIC / PRIVATE SPLIT



(in 2021)

HBC FRAMEWORK TURNOVER

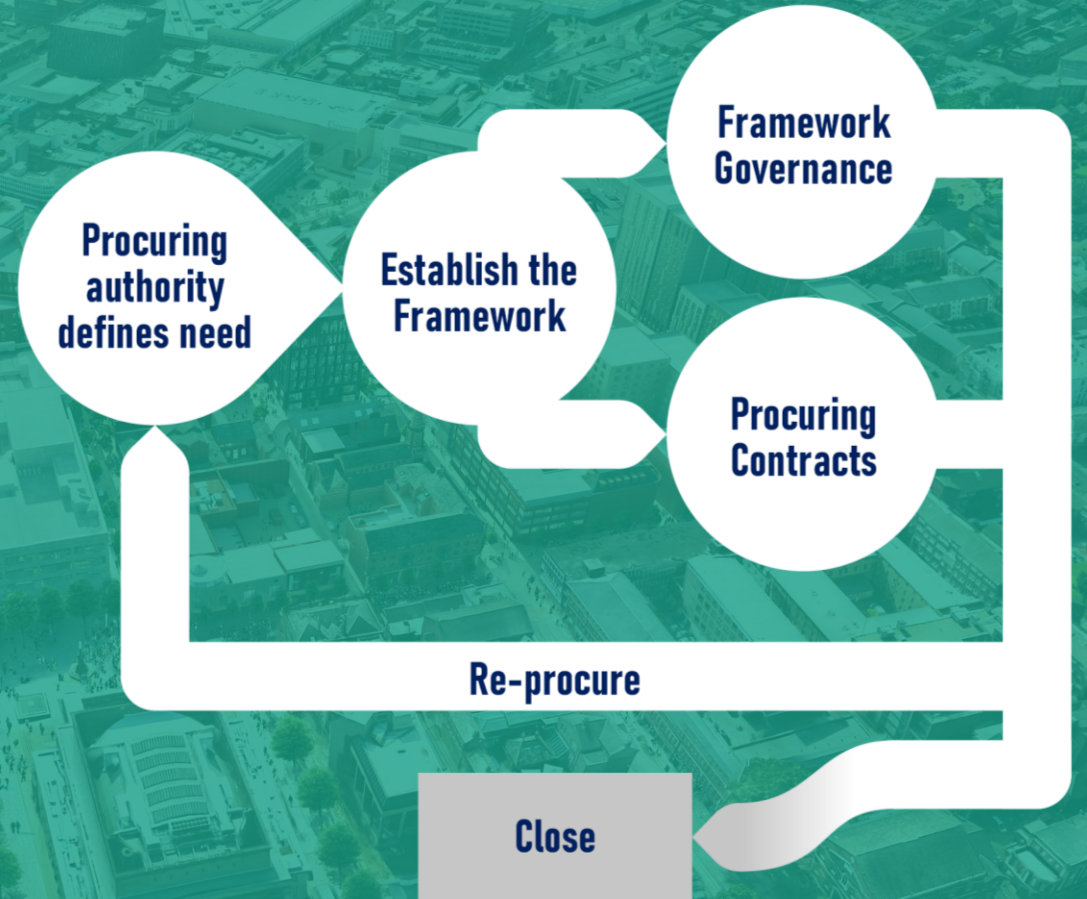


(in 2021)

WHAT'S A FRAMEWORK?

An agreement with one or more suppliers over a set period of time which permits call-offs of goods, services or works to create discrete contracts.

FRAMEWORK LIFECYCLE



DEFINING THE NEED (or, why do procuring authorities want to create frameworks?)

- Reliable performance
- Rapid deployment
- Cost surety
- Choice
- Reduced administration
- Reduced procurement costs
- Increased competition
- Continuous improvement



ESTABLISHING THE FRAMEWORK

- Formulating the brief
- Accessing the marketplace (i.e. open, restricted)
- Setting and managing a competition (i.e. SQ-ITT-Behavioural Assessment)
- Appointing and inducting



FRAMEWORK GOVERNANCE

- Pipeline management
- Performance management
- Risk management and market awareness
- Best practice sharing and up-skilling



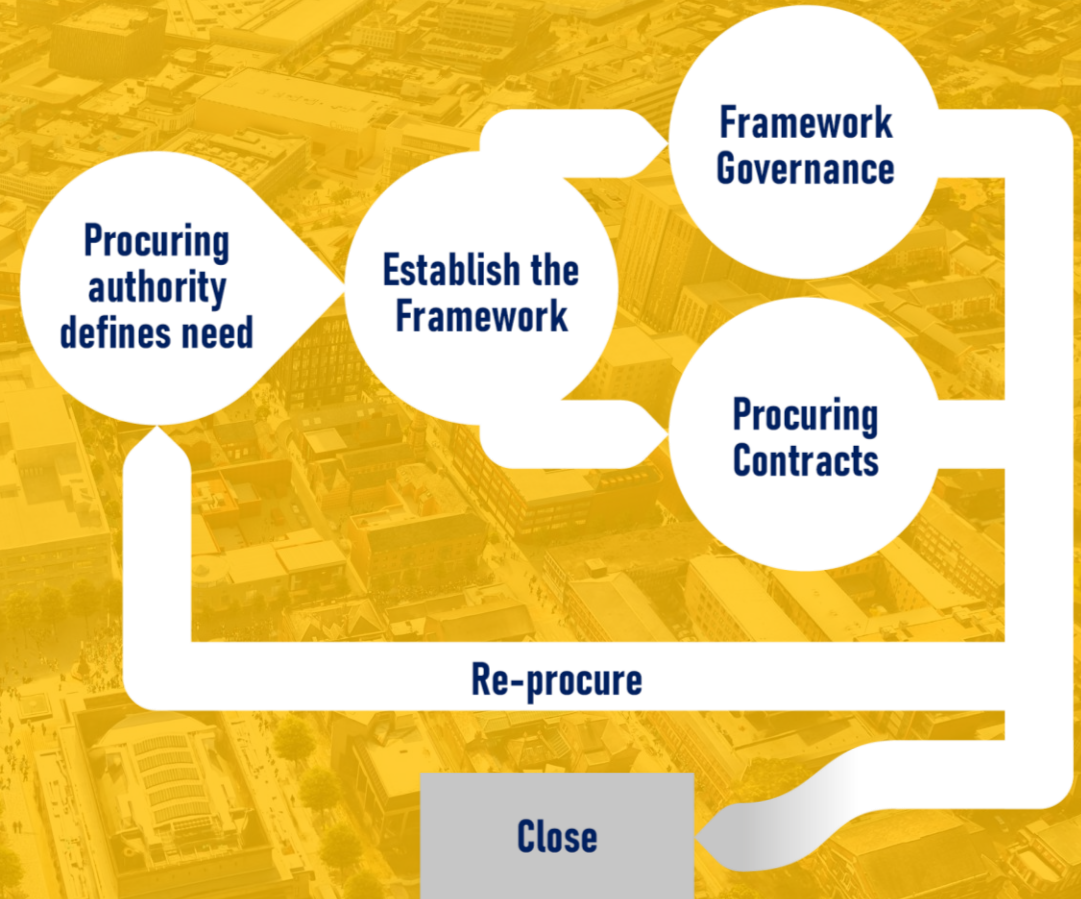
PROCURING CONTRACTS



- Direct award (i.e. single source or taxi rank)
- Further competition
- Establishing contracts
- Performance management

FRAMEWORK LIFECYCLE

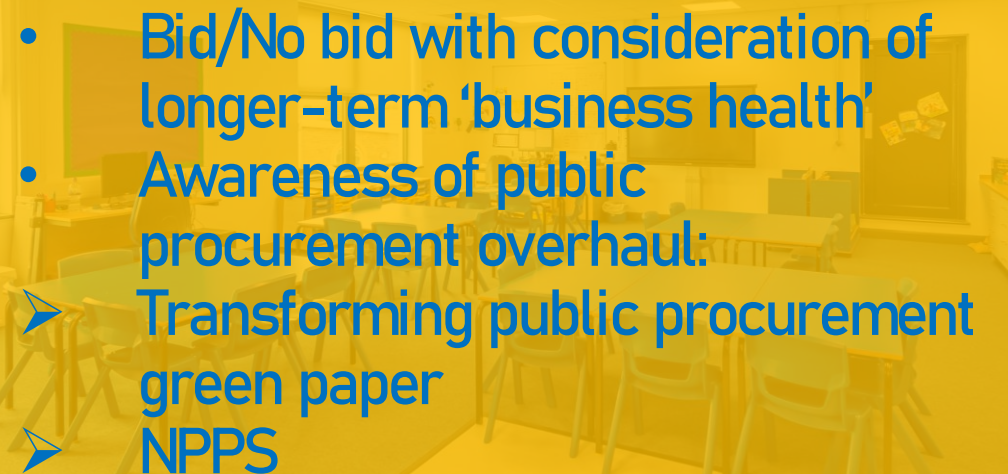
(The HBC perspective:
What Good Looks Like)



WHAT GOOD LOOKS LIKE

ESTABLISHING THE FRAMEWORK

- Fit with business
- Exposure to market testing – feedback on lessons learned
- Historical pipeline data
- A procurement relevant to the opportunity
- Limitation on barriers to entry
- A clear brief and comprehensive F/W documentation
- A procurement that drives the right behaviours (i.e. Price and Quality)

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- Bid/No bid with consideration of longer-term 'business health'
 - Awareness of public procurement overhaul:
 - Transforming public procurement green paper
 - NPPS

WHAT GOOD LOOKS LIKE

FRAMEWORK GOVERNANCE

- Effective, accessible and communicative leadership
- Honest pipeline visibility
- SMART KPIs to promote the right behaviours
- Equality of input and sharing from suppliers within the community

- Supplier FM investment relative to FW opportunity



WHAT GOOD LOOKS LIKE

PROCURING CONTRACTS

- RFI and EoI processes to inform procurements
- Flexible approach (e.g. DA, single and two stage)
- Relative to the opportunity
- Consistency in evaluation

- Drive for Win/Lose feedback



THE FUTURE OF FRAMEWORKS

- Here to stay: Maturing and more impactful
- Increasing competition between framework operators
- Influences from Transforming Public Procurement and National Procurement Policy Statement
 - Emergence of Dynamic Purchasing Systems
 - New regs to replace PCR 2015
 - MAT assessments
 - Flexible procedures to replace previous OJEU range
 - Flexible open frameworks (shorter closed lifecycle and opened-up to new entrants at defined points)
- Decline in Open Tendering
- Short-medium term: Economic recovery forcing quick to market opportunities – DAs and two-stagers