

Bidder Day 1

Total Facilities Management

Agenda

1 Introduction

2 Tender Overview

3 Procurement Process

4 Details around PA23 and PSQ

5 Q&A

6 Close



[Live Surveys and Most Recent Resources | Place and Corporate Services | Essex](#)



This Bidder Day session is provided to assist you with context only in completion of your tender submissions. We have taken great care to prepare slides and answer any questions in ways which are accurate. However, the aim of this session is to compliment and therefore not substitute any contents of the Tender pack as published on Pro-contract. It is the Bidder's responsibility to ensure full compliance with all requirements as outlined in the published documentation. Any reliance placed on the content of these sessions is done entirely at the Bidder's own risk.

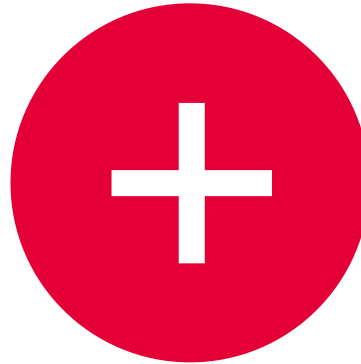
Welcome and Introduction

Ben Finlayson

Director – Property, Investment, and Delivery



Scope



Objectives



Adaptability

New Procurement Regulations – PA2023

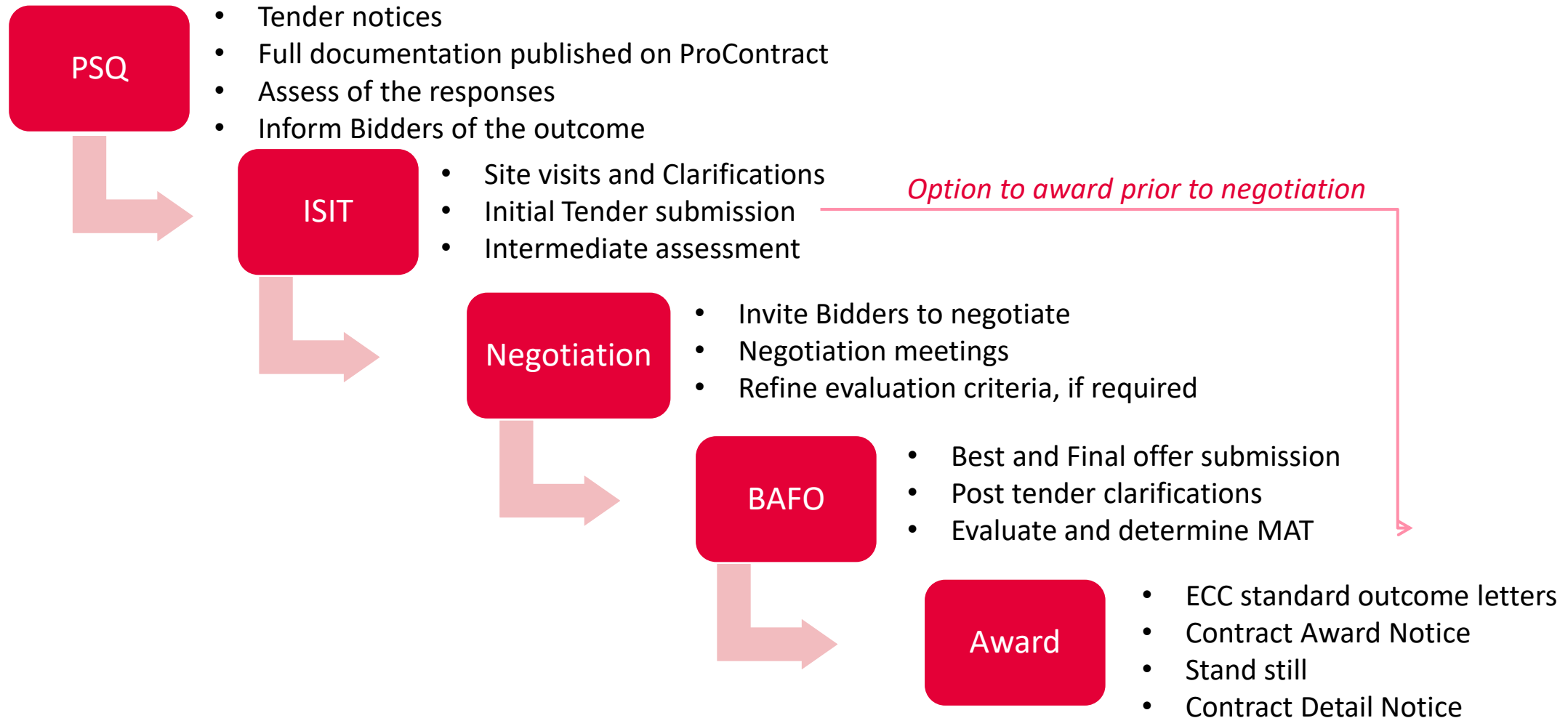
- Delivering value for money
- Maximising public benefit
- Transparency
- Most Advantageous Tender (MAT), emphasizing quality, social value, and innovation, not just cost
- CDP: Contract performance



Procurement Act 2023

2023

Competitive Flexible Procedure with Negotiation



Important Notices

New Procurement System Implementation

Bidders are likely to have to sign up to a new system after PSQ stage

Tight Tender Timeline

Highly encouraged to look at broader set of documents and submit clarifications

Early submission

Uploads can fail, and late bids cannot be accepted



PSQ Key Features under Procurement Act 2023



Conditions of Participation



Central Digital Platform (CDP) Registration



Expanded Exclusion Checks



Mandatory Published Carbon Reduction Plan



Structured Question Types



Pass/Fail



TUPE & LGPS Pension Provision

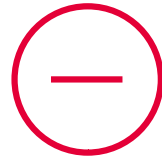


Strict Submission Rules

Best Practice and Pitfalls to Avoid



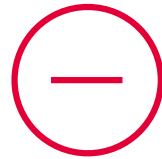
Do submit clarifications as early as possible. We will prioritise responses to PSQ related questions.



Answer each question independently and fully. Do not cross reference or rely on previous responses.



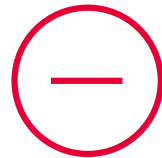
Don't rely on negotiation, as it may not happen. Bids should be complete, compliant, and competitive from the start.



Incomplete or non-compliant submissions. Do pay particular attention to documents required, submissions formats, and deadlines.



Structure your responses to directly address the evaluation criteria outlined in the tender documents.



Do not rely on points raised during market engagement to carry weight in your bid. Evaluation is based strictly on the submitted documentation and how well it meets the criteria.

Link to previous Market Engagement



Q&A

All Q&A's will be made available and distributed post event

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