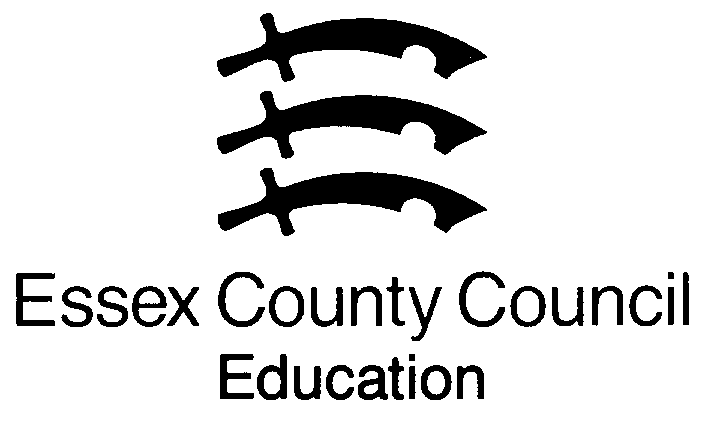
**Essex County Council**

**Estate Management**

**Market Engagement**

**Post Event Survey**

**May 2025**



**Background**

Essex County Council (the Council) held a Market Engagement Session for Estate Management at County Hall on Friday 25th April as part of the discovery phase of the project. Following the event the Council is keen to see if there is further detail on the topics discussed in the event that the market wishes to provide.

The post event survey below gives the opportunity to add further detail on any of the themes covered at the event.

**How to respond to this survey**

Please respond to the questions in this document and return it to us **using the message function** in Proactis ProContract. The Pro Contract reference for this project is: **DN760459.**

The page limit for the response to each question is 2 A4 pages in Arial 11 font.

Please include your company name in the filename for your returned document, as this will help us to manage responses.

Please complete and **return this Post Event Survey by 16h May 2025.**

**Post Event Survey**

Please add any further detail you believe may be useful for ECC on the following topics:

1. Contract Duration and Local Government Reform

* Whether a 3+3-year contract would offer value for money for ECC?
* Whether a 3-year initial contract duration provides time for investment and strategic planning?
* The most suitable contract length for Estate Management at ECC in the context of LGR?

1. Price Quality Split, Gainshare and Indexation

* How ECC could best achieve VFM with the price quality split given cost pressures?
* How a Gainshare mechanism will work in practice to incentivise continuous improvement?
* Whether CPI is a suitable index for an Estate Management Contract?

1. Contract and Ts&Cs

* Common areas of ambiguity and risk seen in contracts, and potential mitigations to these?
* Risks around LGR and devolution that ECC may not be aware of?
* Any red lines in contracts that would lead to not bidding?

1. Social Value and Climate

* Are ECC TOMs + supporting statement an acceptable approach?
* Where can an Estates Management Provider best support ECC’s climate ambitions?
* What is the market standard in terms of weightings on climate and social value on tenders of a similar size?
* Carbon Reduction Plans and Carbon Calculators

1. Tender Timelines and PA 2023

* Do the new tender timelines (shared in slides) look acceptable, any risks or concerns ECC need to be aware of?
* If negotiation is used, what are the key things for ECC to consider in the negotiation process, risks or areas of consideration?
* Feedback on how the communication with the market has been so far. Anything that could be improved for future communications and the lead up to the Tender going live?
* Any further topics that would be useful to conduct market engagement on?
* Would further engagement on PA2023 be valuable?
* Would site visits be beneficial?

Event Feedback:

Please also provide any feedback on the event, and any improvements you feel could be made for future events?