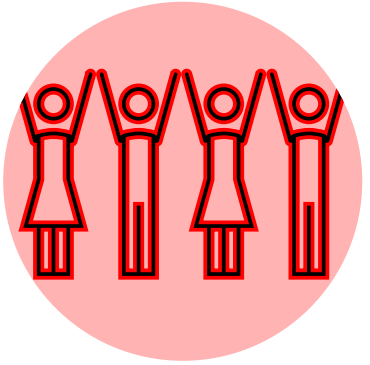


# Welcome

## Facilities Management Market Engagement

# Introductions & Housekeeping



## **Hosts:**

The hosts will coordinate the session. They will introduce themselves at the start and help the session to run smoothly.



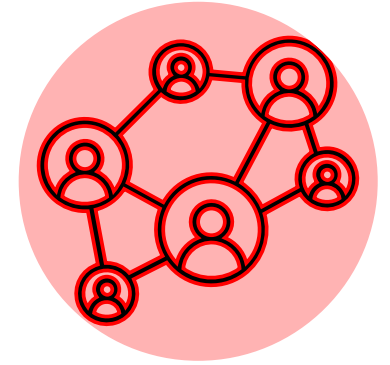
## **Recording:**

This session will be recorded.



## **Captions:**

If you require captions to be turned on during the event, please click the 3 dots and select 'Turn on live captions'.

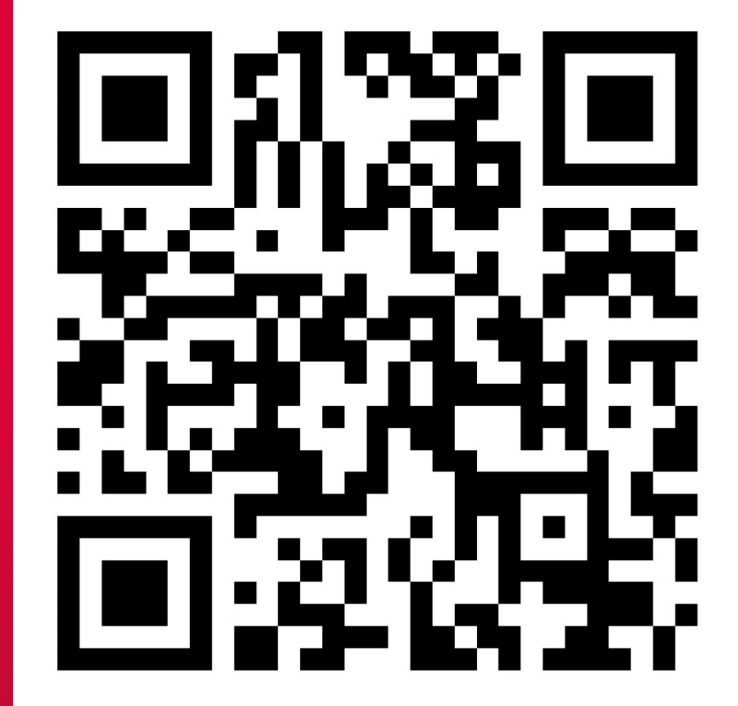


## **Networking:**

You will be able to do this within the networking break.

# Questions

**Please submit all  
questions via:**



<https://forms.office.com/e/9j696HKdHk>

# Why are we here today?

---

OUR CURRENT TFM ARRANGEMENT ENDS SEPTEMBER 2026

---

ECC HAS ALREADY STARTED TO EXPLORE OPTIONS FOR REPLACEMENT CONTRACT(S)

---

WE WANT YOU TO BE PART OF THIS JOURNEY

---

THIS IS THE START OF A SERIES OF MARKET ENGAGEMENT EVENTS

---

MARKET ENGAGEMENT IS YOUR OPPORTUNITY TO FEED INTO THE PROCESS

# Session Outline



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Everyones Essex

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Market Insight

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Intro to the Essex Estate

---

Estate Transformation

---

**Break / Networking**

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Net Zero

---

Social Value

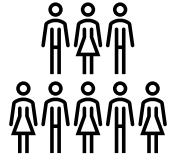
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Closing remarks

# Essex County Council's Ambitions

Presented by Ben Finlayson - Director Property, Investment & Delivery

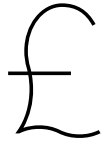
# Who are we?



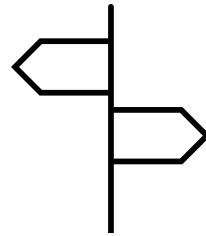
**1.5m residents**



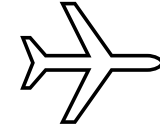
**Significant Assets**



**Low unemployment and average incomes exceed national and regional benchmarks**



**Essex** is a dynamic, thriving, entrepreneurial and creative region



**Gateway to Trade and Investment**



**World class businesses - excellent relationships**



**200,000** new homes in Greater Essex

# Essex – A County in Numbers

## Key facts:

**3,670km<sup>3</sup>**

the area of the county of Essex. Essex has over 350 miles of coastline

**14**

District and Unitary Councils are located within the county area.

**£40 billion**

Economy (8<sup>th</sup> largest in the UK) with key business sectors including logistics and supply chain, construction and manufacturing.

## Key challenges:

From 2018 census,

**132,575**

households (22.8%) across Essex contained dependent children.

**123,000**

Estimated people live in areas that are in the 20% most deprived of the whole of the UK.

**335.6**

people aged 65 plus to every 1000 working age people. This is high compared to the National average of 286.8 and highlights an aging population.





# Everyone's Essex Video



# Changing Political Landscape - Devolution

Last autumn, Leaders and Councillors across Greater Essex (Essex County Council, Southend-on-Sea City Council and Thurrock Council areas) considered the merits of the government offer to discuss what a devolution deal might look like in the county, and how all our communities could benefit.

## What does it mean?

Devolution is the transfer of money and powers from central government to a local level.

It gives powers to local people and local places, putting them in charge of deciding where and how money is spent.

## For Essex?

In Greater Essex this could mean more funding and greater control over fundamental issues such as health, planning, transport, skills, economic growth and infrastructure. Based on similar deals in other areas, it could also mean as much as £1 billion in new government money.

**A devolution deal will bring new opportunities**

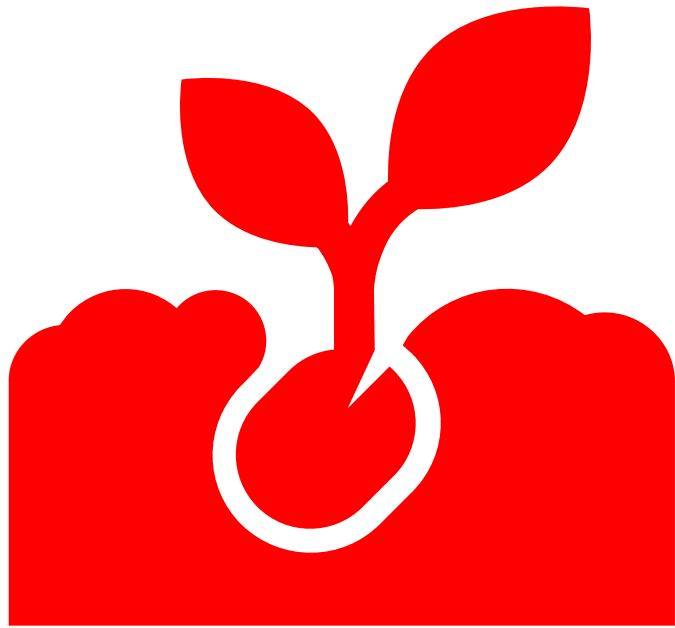
# Market Insight & Opportunities

Presented by Catherine Martin- Procurement Specialist

# Market insight

- We want to listen
- A good contractual relationship starts with good contracts.
- The world is changing how can long term contracts remain current
- Help us meet the challenges ahead





## Opportunities

- New ways of working and building utilisation
- AI and New Technology
- Rightsizing
- Supporting out local economy
- Climate action and path to Net Zero

# What can you expect?

- We are currently in the discovery phase
- Outline strategy late spring 2024
- Tender preparation Summer 2024
- Procurement launch late Autumn / Winter 2024
- New arrangements to be in place for October 2026 when the current arrangements finish



# Clarifications and Future Communications

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We will respond to questions asked on the Microsoft forms link in written format

---

Questions posed during this event will be collated and responded to via ProContract in an anonymised format

---

Any communication related to the replacement provisions must be directed through the portal, answers will be published for all to access unless commercially sensitive

---

Look out for future bulletins, questionnaires and follow up events

---

Make sure you have keyword notifications set up so you don't miss and future events

# Facilities Management at Essex County Council

Presented by Elliot Smith- Head of Infrastructure Delivery

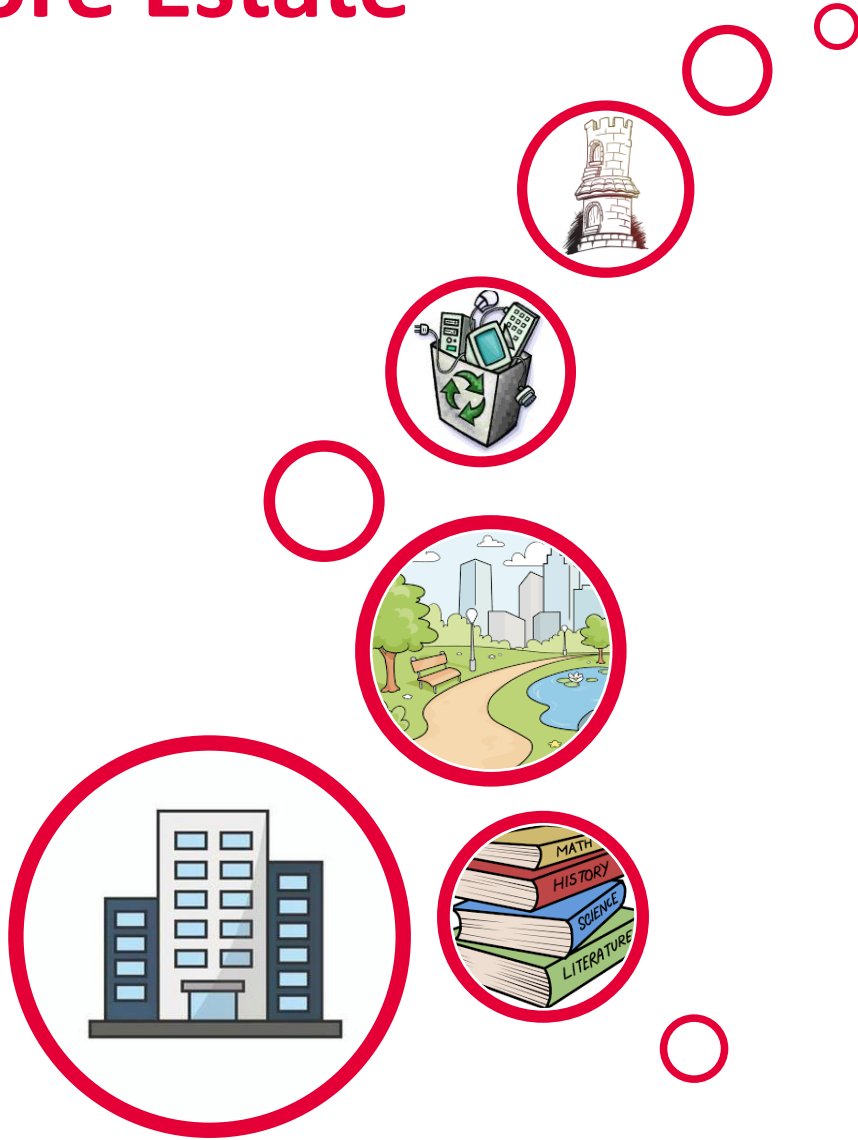


# Our Portfolio

- 1352 Assets make up the Essex County Council Estate
- Total asset valuation of the portfolio in the 2022/23 accounts is £1.55 bn
- Gross Internal Area is 1.8 million m<sup>2</sup>
- The indicative overall running cost for the portfolio in 2021/22 financial year was £23.1 million



# Core Estate



- Circa 245 buildings,
- The main office accommodation is County Hall, Magnet, Goodman, Ely and Rowan House
- Operational property includes; Heritage Sites, Country Parks, Waste & Highway depots, Libraries, Education centres, Park & Rides, Essex Records Office and many more
- Spans the whole of the county

# The Current Scope of Services

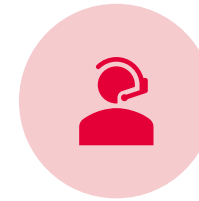
Essex County Council currently holds a Total FM Contract (since 2011) with its supplier (Mitie) consisting of the following services:



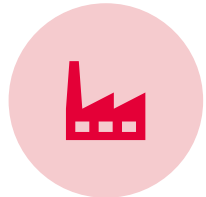
Hard FM –  
Maintenance of  
assets on the estate



Soft FM – Services  
such as security,  
cleaning,  
landscaping, waste



Managed Services –  
staffing costs for  
onsite integrated FM  
team & helpdesk  
costs



Utilities –  
Management of  
energy & water  
contracts



Property  
Management –  
Delivered by  
Lambert Smith  
Hampton



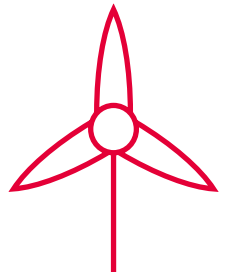
Project Management  
for capital  
maintenance and  
small works projects

# Estates Transformation Programme



# Programme Summary

- Our **Property Strategy** was **endorsed by the Political Leadership Team** in October 2022.
- Our Property Strategy responds to how the use of **our buildings and the way we work has changed over time** and has been accelerated by the covid pandemic.
- The **Estates Transformation Programme** has been created to deliver the ambition of the Property Strategy to **help ECC move to a smaller, better and greener estate**.
- We are already **delivering change** – our move to a new office building in Colchester will deliver significant **annual savings for ECC** and **improve the working environment for our people and services** based there.
- There are **further reviews underway** for our other core offices in Chelmsford (County Hall), Harlow (Goodman House), Basildon (Ely House) and Clacton (Magnet House), as well as our wider property assets to help **right-size spaces** for our needs, **improve ways of working for our people** and be **more cost efficient**.
- As part of this work, we are working with our **One Public Estate** partners to deliver the **best outcomes for how public funds are used** for the properties we all work in.





# Our Property Strategy responds to the changing environment and seeks to transform our estate

## Drivers of change

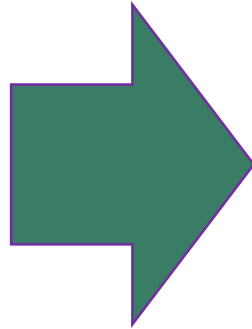
Ways of working

Utilisation of buildings

Net zero and climate agenda

Cost efficiencies

One Public Estate agenda



## Our Property Strategy

We will **implement sustainable estates and fit-for-purpose buildings** that will encourage and support **transformational service change**

*This is about achieving a **smaller, better and greener** estate for ECC and our residents across Essex*

# The changing environment presents opportunities for ECC ... but there are complexities that need to be worked through carefully



## Constraints and complexities

- Service and employee requirements
- Appetite for change
- Perceptions/risks about loss of space
- Perceptions/risks about service disruption
- Quality of existing accommodation

## Opportunities

- Reduce property footprint to better align with utilisation
- Reduce operating costs and close budget gaps
- Support service transformation
- Improve office environment to support ways of working
- Carbon reduction
- Release of capital



# Rowen House

Our first major property move





# Rowan House

---

Residents will benefit from a ground-breaking deal, which brings together a unique partnership of local services in one of the city's greenest buildings.

---

Essex County Council (ECC) will share the space with Colchester City Council (the building owner) and Colchester Borough Homes.

---

The operational cost of the building is shared, reducing costs for all 3 organisations compared to previous arrangements

---

Shared spaces will create more opportunities for closer relationships and opportunities to work together to support residents.

---

# Designed to fit our needs



## Working Spaces

Drop down spaces

Hybrid meeting rooms

Hot desks

Collaboration spaces



## Welfare

Kitchen facilities

Wellbeing areas

Shower facilities



## Inclusivity

Fully accessible

Faith Room

Parenting space

Easily accessed via  
public transport



## Design

Consistent design of  
furniture, artwork &  
branding

Ergonomic furniture

Effective storage

# Green buildings

Rowan house has benefited from some significant investment to reduce the climate impact of building operations. These include;



New heat exchange system, powered by electricity.



Energy-efficient LEDs



Additional roof insulation



New building management System.

# Break

**Please submit all  
questions via:**

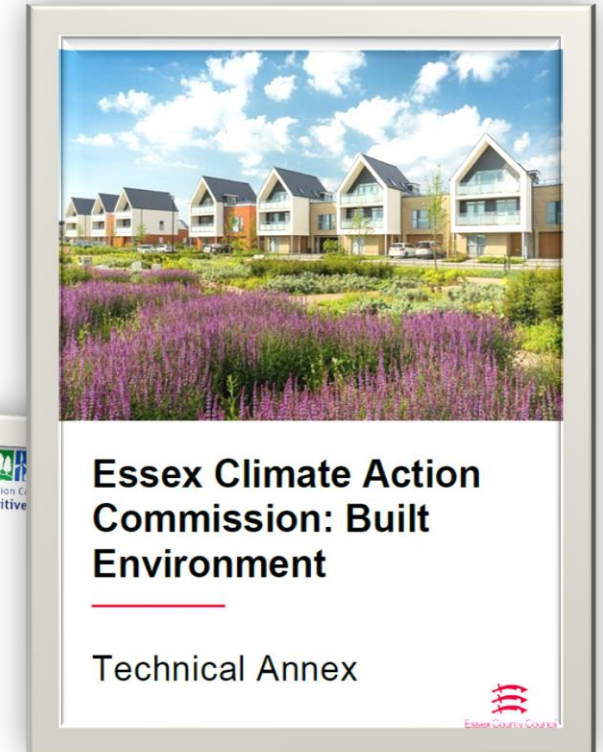
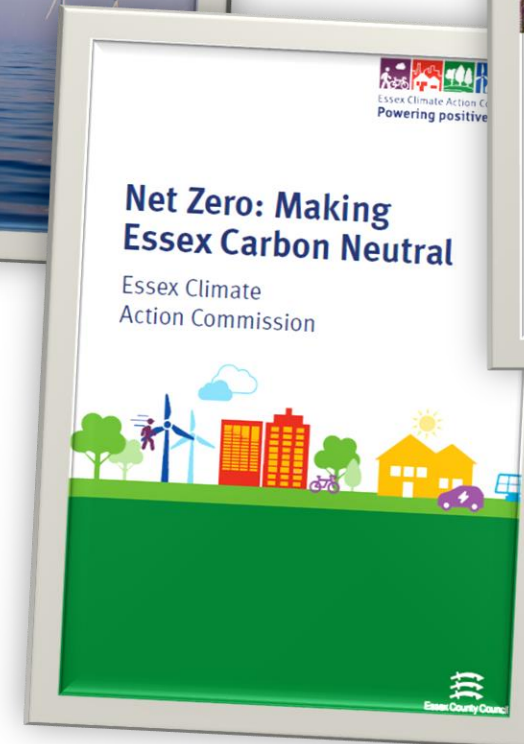
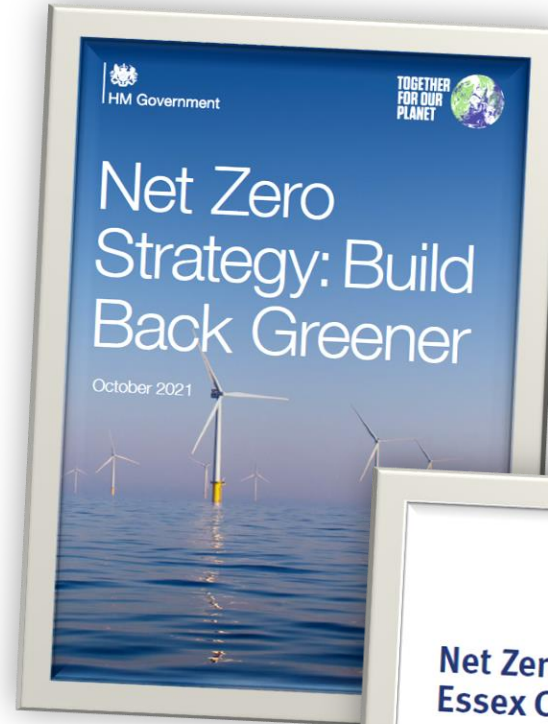
<https://forms.office.com/e/9j696HKdHk>



## 5. Net Zero Ambitions

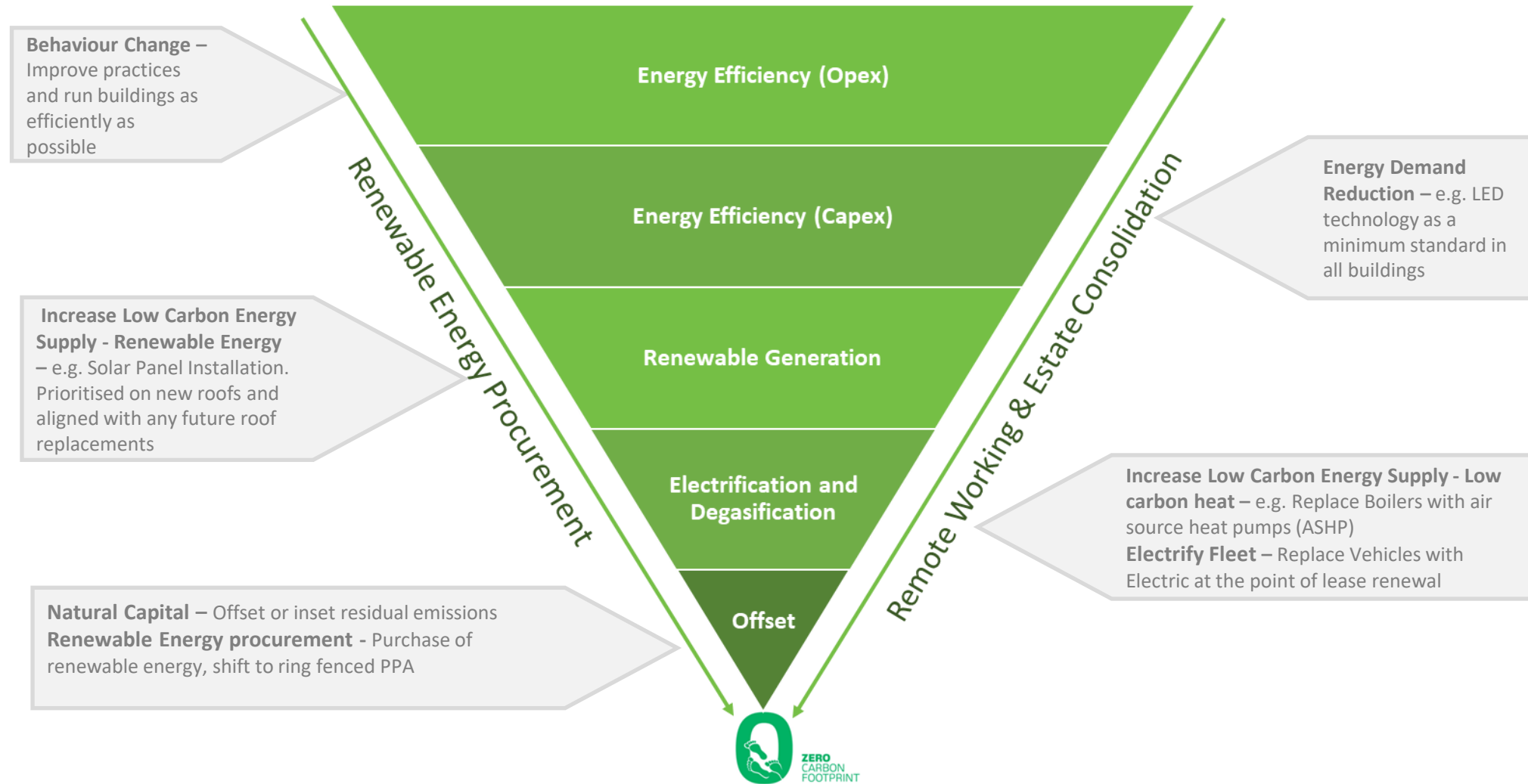
# Net Zero Targets

- ECC ambitions to achieve Net Zero by 2030 for the core estate
- Retrofit to achieve Net Zero for schools by 2025 (50% of schools)
- Funding from Public Sector Decarbonisation Scheme (PSDS) via Salix to contribute to costs
- Additional funding is used from ECC maintenance budgets for both school and core estate
- 193 schools within the ECC estate
- 245 Core sites



# How do we get to Net Zero Carbon?

The below diagram identifies the requirement for a staged approach to Net Zero starting with behavioural change and ending with offsetting if required



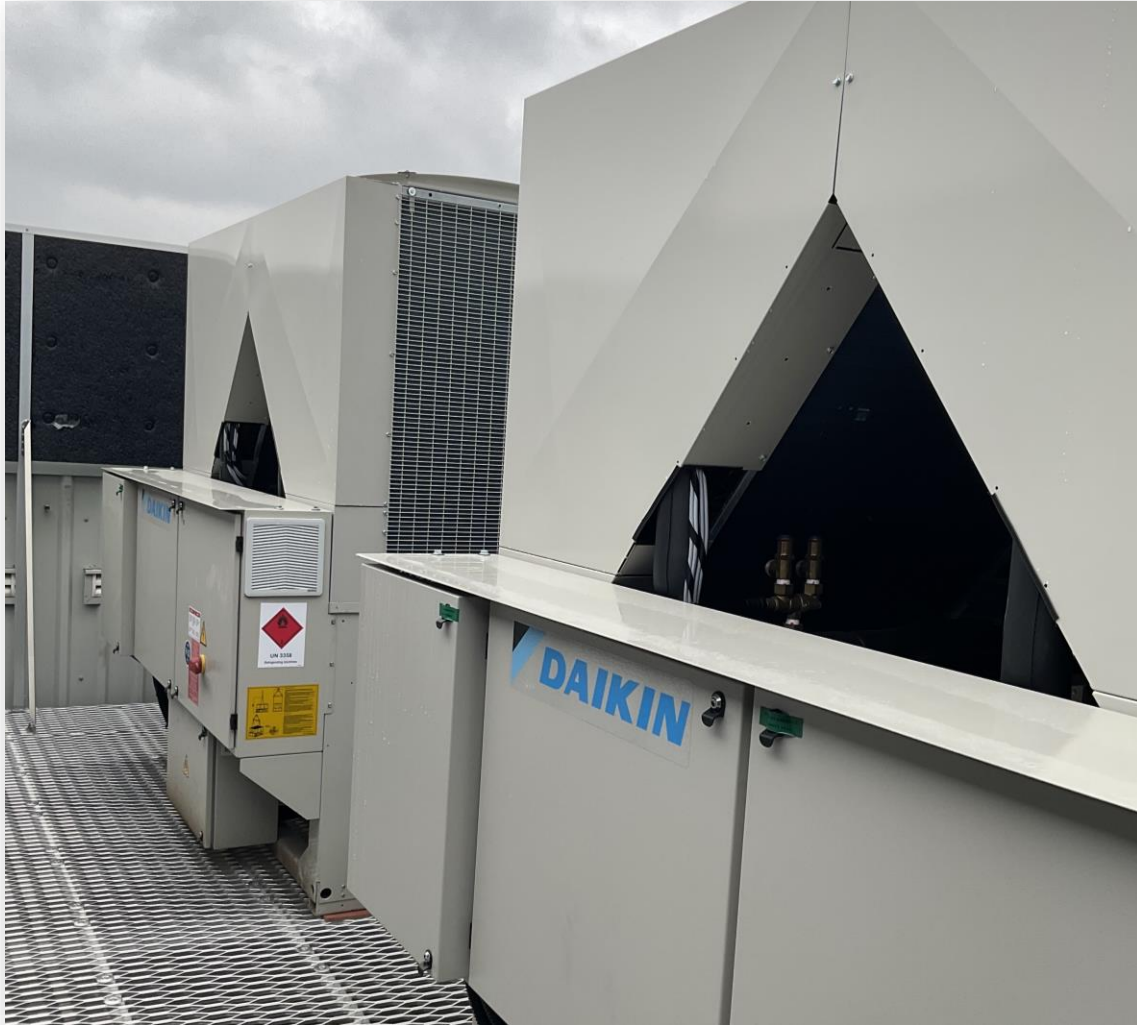
# What have we completed?

ECC Core Estate	<ul style="list-style-type: none"><li>• The core estate comprises of circa 245 buildings, including offices, libraries, adult community learning and heritage assets. The significant energy users are the main office accommodation including County Hall, Magnet, Goodman, Ely House and Essex Records Office</li><li>• 20 core site now have solar photovoltaic systems</li><li>• 14 core double glazed window installations completed</li><li>• Essex Records Office and Goodman House Air Source Heat Pump Installed</li><li>• Essex Records Office solar array installed, producing 110,000kWh of energy in 2022</li><li>• Great Notley Country Park Air Source Heat Pump installed</li><li>• Witham ACL, ASHP, full LED replacement and solar PV</li></ul>
ECC School Estate	<ul style="list-style-type: none"><li>• 31 school site now have solar photovoltaic systems, generating 552mWh annually (Approx savings of £165k of electricity)</li><li>• 14 school double glazed window installations completed</li></ul>

Note: Funding is received from Salix, via the Public Sector Decarbonisation Scheme (PSDS) in various funding rounds. Phase 1, Phase 2 and Phase 3.



# Essex Records Office



# What is planned for 2023/24

ECC Core Estate	<ul style="list-style-type: none"><li>• 10 core sites across 2023/24 all to include ASHP, solar, insulation and LED lighting</li><li>• Magnet House – Variable Refrigerant Volume (VRV) system to be installed to replace old inefficient gas boilers, along with additional insulation. Circa £500k for this element of the project. The project will improve comfort and degas the property</li></ul>
ECC School Estate	<ul style="list-style-type: none"><li>• 4 school sites to be upgraded, these all include ASHP, Solar PV, insulation and some window replacements across 4 schools:<ul style="list-style-type: none"><li>- Kingswood</li><li>- Baynards</li><li>- Cold Norton</li><li>- Rettendon</li></ul></li></ul>
<p>As the estate plan develops we will obtain clarity on properties that can be reduced or disposed of. A reduced estate will help to achieve the Net Zero ambitions across ECC. We will also look to bid into the next round of PSDS grant funding.</p> <p>The condition survey work will provide future opportunities for the next funding round and help us to create a Dynamic Purchase System (DPS) framework to deliver smaller projects faster.</p>	

# Supporting Net Zero through our Procurement

Leveraging the council's scale and reach to positively impact climate agenda

Understand procurement best practice for climate and incorporate into policies and procedures

Ensure suppliers understand the priorities - both climate and vs other areas

Measuring the baseline and impact of procurement and commissioning interventions

Hold suppliers to account on their commitments made

Engage and train suppliers on how to improve climate initiatives

Ensure SMEs are not adversely impacted

Consider how we support service areas to commission their services with climate considerations using the procurement cycle

# ECC Progress to Date



**Measurement of emissions from our Purchased Goods and Services and Capital Goods**



**Introduction of Carbon Reduction Plans (CRP's).**

- Carbon Reduction Plans to be considered for all tenders over £100,000.
- Measurement of specific emissions and net zero target set



**Climate Measurement in Social Value Assessment.** 9 new measures, with updated £ values – aimed at encouraging larger organisations to encourage and support others



**Commitment to Produce an Organisational Environmental Policy and Carbon Reduction plan.**



**Climate Strategy for Adult Social Care**



**Creation of Climate Transition Plans for key emitting areas.**



**Supplier Sustainability Charter**



**Tenders with up to 10% weighting on Climate.** Climate specific questions, carbon calculators and related KPI's.

# Social Value

Presented by

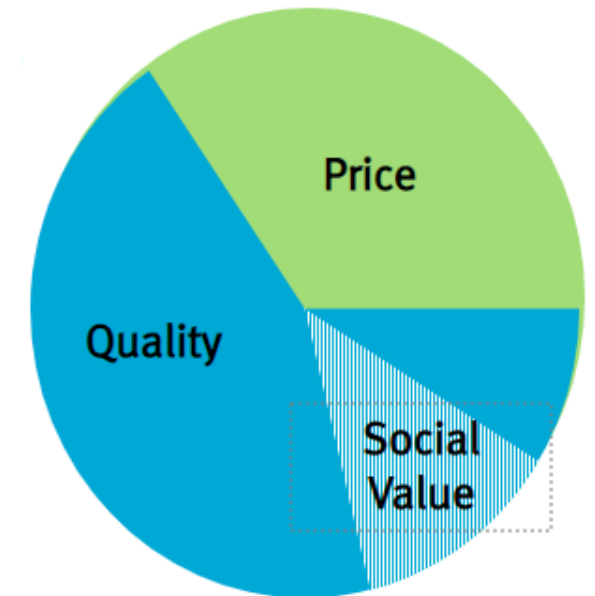
Laura Lee - Head of Procurement (Place & Corporate)



# Social Value – Background



- The Public Services (Social Value) Act 2012 came into force on 8<sup>th</sup> March 2012 requiring public authorities to *“have regard to economic, social and environmental well-being in connection with public services contracts; and for connected purposes.”*
- The Act initially required authorities to consider, now there is a requirement for authorities to evaluate Social Value
- All public sector organisations to consider wider wellbeing beyond the financial cost of a contract and consider how the services they commission and procure might improve the economic, social and environmental well-being of an area.
- Social Value practices are part of tender evaluation
- Social Value weighting is part of quality criteria, and varies from 5% to 20%, some places higher



# What do we mean by Social Value?





## Importance of Social Value for Essex County Council

- Social Value included in Procurements over £100K (ECC)
- Social Value up to 20% of the evaluation
- Social Value priorities based on Everyone's Essex Strategy
- ECC TOMs
  - Units of measure and financial proxies - assigns an economic value to each type of social value
  - Tailored to Essex context
  - Priority Measures – Multiplier 3
  - 4 Themes, 13 Outcomes and 42 Measures



# Social Value Catalogue



## Introduction to Social Value

[Background information](#)



## Social Value at Essex County Council

[The council approach and ECC TOMs](#)



## Exploring the Social Value Themes

[Guidance and Examples to practice](#)



## Small Businesses, Social Enterprises and Voluntary Organisations

[Guidance and Resources](#)



## Employment and Skills Development

[Guidance and Examples for social value creation through employment and upskilling](#)



## Social Value

[Event agenda](#)



# Closing Remarks

Presented by  
Ben Finlayson - Director Property, Investment & Delivery


# What are we seeking?



We are looking for organisations to work with us to:

- Maximise our tax-payers investment
- Share our opportunities
- Achieve our strategic aims
- Be part of who we are and what we are doing
- Collaborate on our challenges
- Deliver great performance
- Adapt over time, with changes to our properties, technology and changing priorities

# Future Scope



Currently reviewing  
our business  
requirements

Looking forward  
towards a leaner  
estate

Working with our  
partner organisations  
such as district and  
borough councils

# What's next

---

A survey will be sent to all suppliers who have attended today asking some more detailed questions related to FM and Property Management

---

More targeted market engagement will follow looking at each service provided under the contract

---

Please engage with us now and help us to understand what you as suppliers need to make this contract work for you aswell as ECC

---

Use the forms link to submit any questions you have, they will be responded to in writing.

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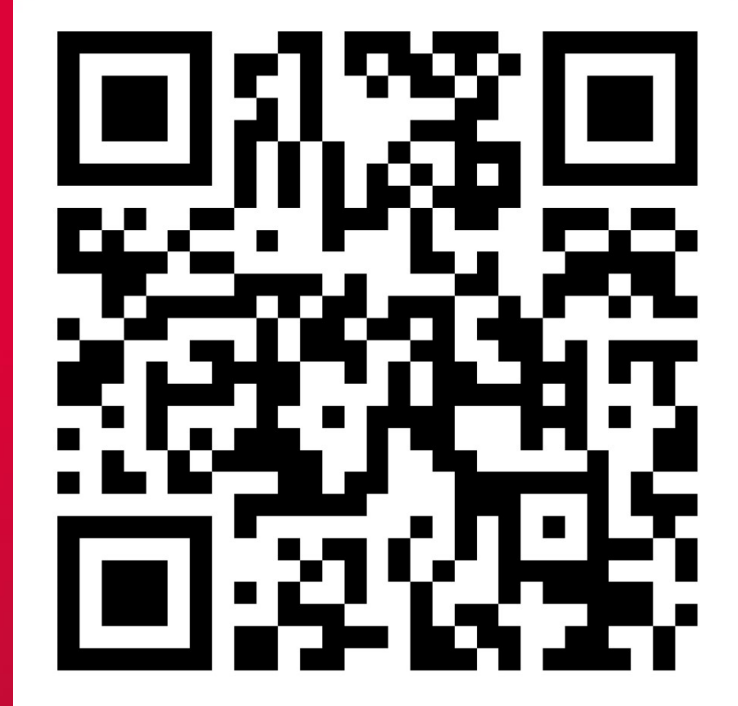
Use the online procurement portal through the life of the procurement to ask questions.

---

We will keep you up to date with progress through bulletins published on the portal

# Questions

**Please submit all  
questions via:**



<https://forms.office.com/e/9j696HKdHk>



# Thank you for listening

