

**Architecture and Design Services Webinar**  
**Tuesday 5<sup>th</sup> November**  
**Questions and Answers**

Questions	Answers
<p>Are any / all of the lots for an Architect-led multi-disciplinary team? Or is this opportunity Architect only?</p> <p>Please clarify requirements to be on framework especially for Lot 7, it says to be on the framework you are requiring ARB registration which is underlined, this exclude other designers such as Interior designers, therefore is it only open to Architects and not designers as well?</p> <p>Is the framework open only to Architects or also other design disciplines working in team with Architects and Engineers? For example lighting design consultancies engaged in the delivery of public realms, commercial buildings, offices, residential developments, etc.</p> <p>Does that mean that you require ARB membership certificates for individual members of the practice to be include with the SQ? Do we have to define staff who will undertake the work at PQQ stage?</p>	<p>This framework is for architectural services, however we will accept applications from multi-disciplinary organisations provided that a minimum of 20% of the architectural department within the firm are ARB registered</p> <p>We would encourage consortiums or partnerships between firms where there are gaps.</p> <p>Note: The Landscape Architects lot will require an accreditation relevant to that discipline.</p>
<p>Do the project references have to be built in London &amp; UK?</p>	<p>We will be accepting references from outside the UK but within Europe</p>
<p>Beyond the minimum turnover, what additional financial thresholds/criteria will LHC require as part of the tender submission?</p>	<p>LHC will conduct Creditsafe checks and ratios will apply. These will be made described at the SQ stage</p>
<p>Will the framework have a direct award facility?</p> <p>Can you explain the call off procedure: Rotation, mini comps, direct award, top ranked etc?</p>	<p>Yes, on all lots. LHC allow a direct award to the company ranked top for value for money, quality or price. The terms also have the facility for the client to direct appoint given that their justification satisfies the Public Procurement Regulations.</p> <p>We may introduce the mechanism for direct award to be rotational per project should the client wish to proceed on that basis. The option for mini-competition will always be available, and the</p>

	<p>expression of interest will be sent to all companies within the chosen lot.</p>
<p>Is this new framework entirely separate from the framework SQ that Southwark issued last November 2018 for housing small sites, for the ITT has still not been issued having been repeatedly delayed?</p>	<p>Southwark Council has two projects for consultancy services. The details of each are below to clarify the difference.</p>
<p>We are a practice of architects and urban designers and entered Southwark Lots 9 and 10 last year. I appreciate it doesn't have anything to do with this new framework but are these still active please? At the recent bidders day in Peckham we were told Lots 9 and 10 are still active but are these now to be superseded by the this LHC framework please?</p> <p>Do you have any idea roughly when the professional services framework will be out?</p>	<p>Southwark Council has two projects for consultancy services. The details of each are below to clarify the difference.</p> <p><u>The Professional Technical Services Framework</u></p> <p>This procurement project is still in progress. It was led by Southwark Council's Housing &amp; Asset Management team and consists of 10 lots and a variety of consultancy disciplines such as Quantity Surveyors and Mechanical Engineers, etc. The purpose of the PTS framework was to primarily meet the needs of existing housing stock. The PTS procurement timetable has been delayed and it is now expected we will issue the Invitation To Tender by the end of November 2019. The PTS procurement team will communicate with bidders to inform them of the launch of the ADS procurement.</p> <p>It was always the intention for Southwark Council to create a separate Architectural &amp; Design Services Framework.</p> <p><u>Architectural &amp; Design Services Framework</u></p> <p>This project is a proposed partnership with LHC and led by the Southwark Regeneration team, with a broader scope, to deliver new homes as well as landscape design, commercial, industrial, social care and other requirements. The objective is to develop a framework appointing Architects of all sizes and experience who will be committed to working with Southwark and other London councils to create good quality public sector design for the 2020s. The framework will have low financial thresholds to make it more accessible for smaller providers and various</p>

	<p>sub-lots for low-value fee work.</p> <p>The ADS Framework will be published by 19 November (SQ stage) and it is anticipated will commence early April 2020.</p>
<p>Value band 2 is a very broad category with a relatively high turnover threshold. Based on our business model and two decades of experience, these criteria would have excluded us for several of our built projects, some of them award-winning. What underpins the definition of these thresholds? Have you collated any historic industry information to inform these thresholds?</p> <p>Also, can you please clarify / confirm the application restriction that this framework is for applications from companies with a maximum turnover of £2m? We note all the example projects provided within the news article by Merlin Fulcher on 24 October are from companies with annual turnovers much higher than that. Thank you.</p>	<p>We have reviewed this and adjusted it to suit the following where value bands apply:</p> <p>£0-£5m: No Turnover</p> <p>£5-£15m: £500k turnover</p> <p>£15m+: £1m turnover</p> <p>Please apply for the lot relevant to your business model.</p> <p>A maximum turnover of £2m is only for Lot 7. Lots 1-6 will have minimum turnover requirements.</p>
<p>Please can you confirm why the previous architect framework has been aborted? I think many of us did quite a lot of work on that so a reason for it being set aside would be great?</p>	<p>Please refer to the statement above.</p> <p>The PTS lot 10 is still on going.</p> <p>The original Architect Framework has evolved to become a partnership with LHC to improve its effectiveness, efficiency and further range across other London authorities.</p>
<p>When is the cut off dates for questions?</p>	<p>Before the SQ is released we will accept questions until 8th November. There will be a clarification period once the SQ is released</p>
<p>Once selected for the framework will suppliers have to bid for potential works from the framework as they are released?</p>	<p>Yes, there will be a competitive or negotiation process specific to the clients requirements. LHC will encourage clients to not request information they have already quailed.</p>
<p>Could you further clarify what combination of Lots can be applied for? It isn't clear at all.</p> <p>Please can you re-explain if you apply for three</p>	<p>Candidates can apply for a maximum of 3 lots.</p> <p>Yes, if you are applying for Value Band 2 you can apply for Value Band 3 (so long as you meet the</p>

<p>Lots and if these Lots have value bands - can apply for more than 1 value band within each?</p> <p>If you apply for lot 2 value band 2 and 3 is that counted as applying for 2 separate lots? out of the max 3?</p>	<p>min. threshold requirement) and vice versa.</p> <p>However if you are applying for Value Band 1 then you are precluded for applying for Value Band 2 and Value Band 3.</p> <p>You can't apply for lot 2 value band 2 and 3.</p>
<p>What do we have to provide as evidence to show this? Or is this self-cleaning?</p>	<p>The SQ will be self certifying and evidence based as per the slides.</p>
<p>Can you please provide a list of the other Frameworks which Lakshman mentioned (and what each is for) so we can look out for them?</p>	<p>The aforementioned Southwark PTS and an LHC Professional Services framework to be released later, see statement 5 above.</p>
<p>What type of projects will be tendered in Lot 7?</p>	<p>All types as listed in 1-6. It gives the client the option to use lot 7 if they wish.</p>
<p>Will commissions through the framework be new build and/or refurbishment? If so, what will the split be?</p>	<p>New build will be the majority however there will be some refurbishment works with new intervention.</p>
<p>Who will be on selection panel reviewing quality submissions?</p>	<p>A mix of architects from Southwark and procurement professionals from LHC.</p>
<p>In regards to Lot 3 - New Homes, are there projects/schemes in the pipeline looking to progress once the tender process has been completed?</p>	<p>Yes, there is a capital works programme that fits within each lot.</p>
<p>Will Lot 7 companies also be included in mini comp opportunities for the other Lots?</p>	<p>Not unless they've applied and successfully been awarded. The call off will only go to one lot.</p>
<p>Can you shed a little more light about how other London contracting authorities use this framework?</p> <p>They will be able to access it if they wish or will they be required to use it?</p>	<p>They will have the option to use it and LHC will be proactive in marketing it to them.</p>
<p>Can LHC consider that we provide contact details for references rather than full reference letters? That way clients are only disturbed for references if we are to be shortlisted? We have found clients find it difficult if they are continuously asked to</p>	<p>LHC will consider this.</p>

<p>provide references.</p>	
<p>Is there an identified pipeline of work already confirmed and if so, will this be included in the SQ/ITT documents?</p>	<p>The anticipated contract spend through the framework is shown in the presentation. The council does have a pipeline of work and a 5 year New Housing programme. The intention is to use this framework for procuring the architect services required to deliver the council's new homes programme.</p>
<p>Will the appointed companies be expected to market the framework themselves?</p>	<p>Success comes from appointed companies being proactive and working with LHC to market the framework, however LHC have a dedicated team which promotes all frameworks proactively to Public Sector Authorities.</p>
<p>Will there be a cost involved in the framework - levy or otherwise?</p> <p>Please could you clarify the cost implications for suppliers if successful on getting a place on the framework, and how this would be administered?</p>	<p>There will be a % levy applied to the total fee sum which will be collected by LHC. The levy agreed for projects that Southwark undertake will be 0.25%, and will vary between 0.5%-1% for other London contracting authorities.</p> <p>The appointed company will declare the paid invoices to LHC once they are in receipt of payment, LHC will then invoice them for the agreed levy rate.</p>
<p>Can you please clarify the difference between the LHC ADS Framework (Southwark Council) and the Southwark Council PTS Framework?</p> <p>We note they are both for housing so are wondering if there is overlap, what this overlap will be? Thank you.</p>	<p>Please see statement above.</p>
<p>Is landscape design a separate service or under a wider supplier of architect and design team?</p>	<p>We envisage this being a specialist service, which will be open to architects if they can demonstrate expertise including the chosen accreditation.</p>

Do you require companies to be RIBA accredited or will individual memberships be accepted?	Only ARB accredited. RIBA is not required.
Is there a time limit on project examples submitted for each Lot? EG Completed in the last 3/5 years?	7 years.