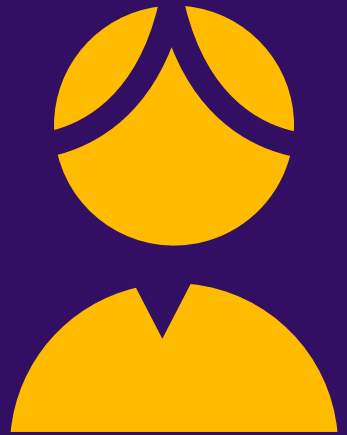


Workshop 1c

Maximising the value from Soft Market Testing



Speakers:

Kim Newman, Managing Director, PML Group,
Melissa Pearce, Client Relationship Director. Wates,
Amy Boothman, Development Manager, Ian Williams

Facilitators:

Chris Pritchard, Projects Director, CLC,
Sonya Russell, Head of New Business, AD Construction Group

Chaired by:

David Miller, Director, Rand Associates

Room:

C



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The Task



Background

The Procurement Green Paper and the previous working group outcomes



Objective

To create a best practice paper to use Soft Market testing within the Housing Sector.



Team

Melissa Pearce
Kim Newman
Chris Pritchard
Sonya Russell
Amy Boothman



Questionnaire

Sent out August 2021
Collated November 2021



Next steps

Today's Workshop



Outcome

Best practice paper completed April 2022

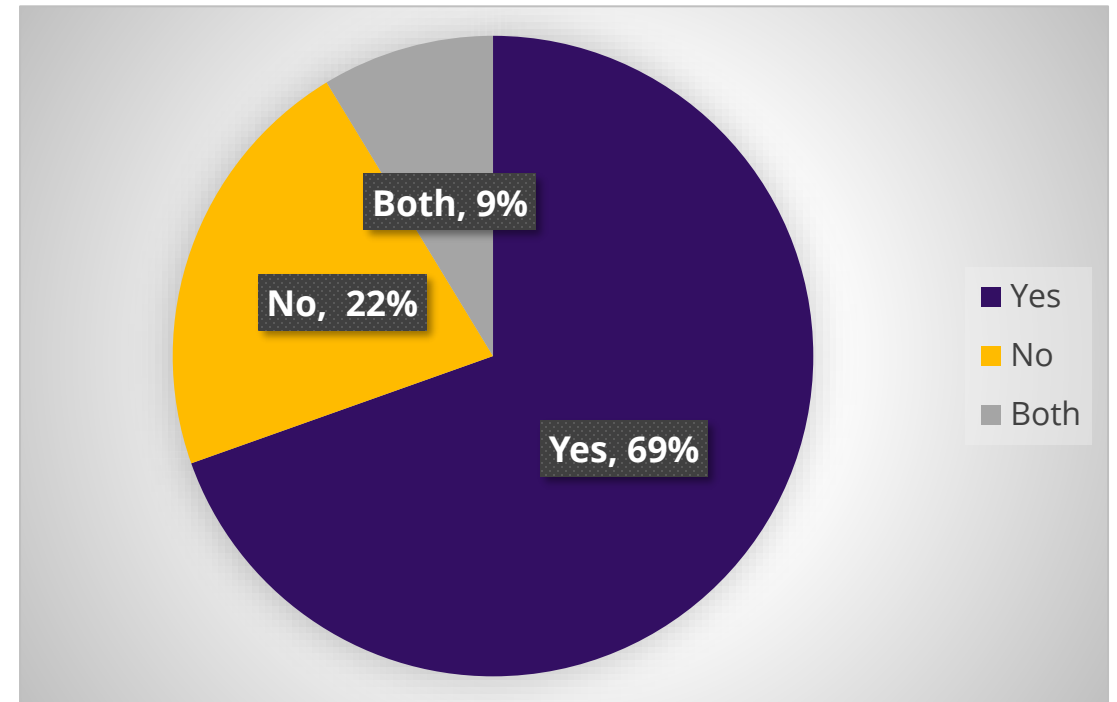
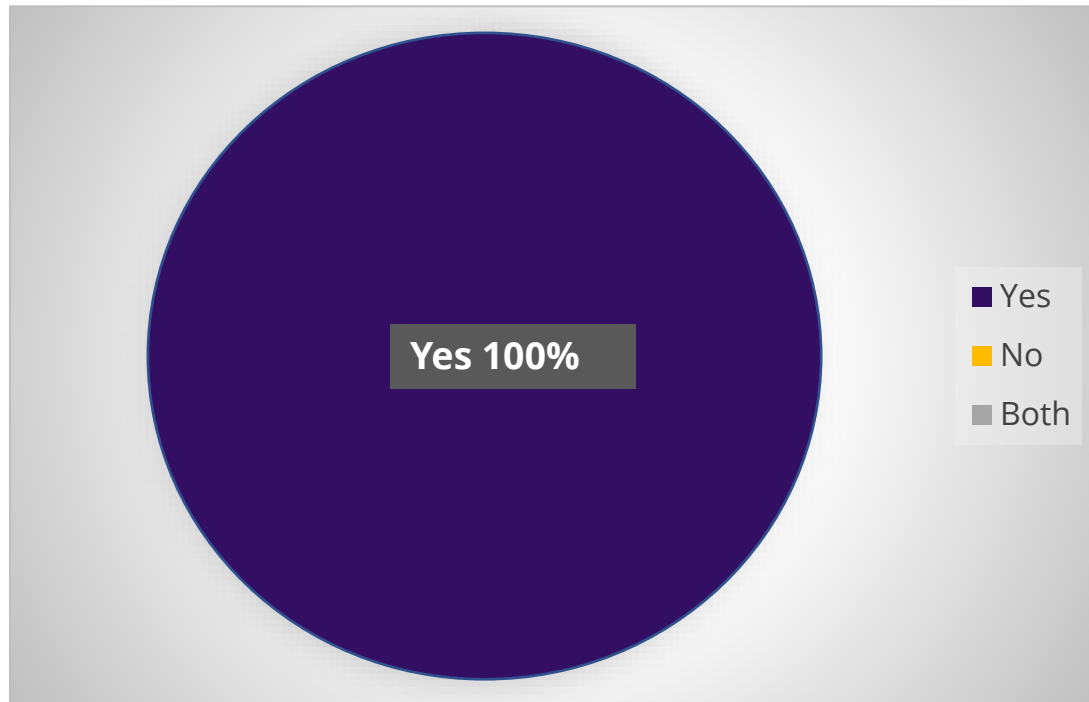
Design something that delivers to communities and businesses

Create opportunities for innovative companies to win "Innovation labs"

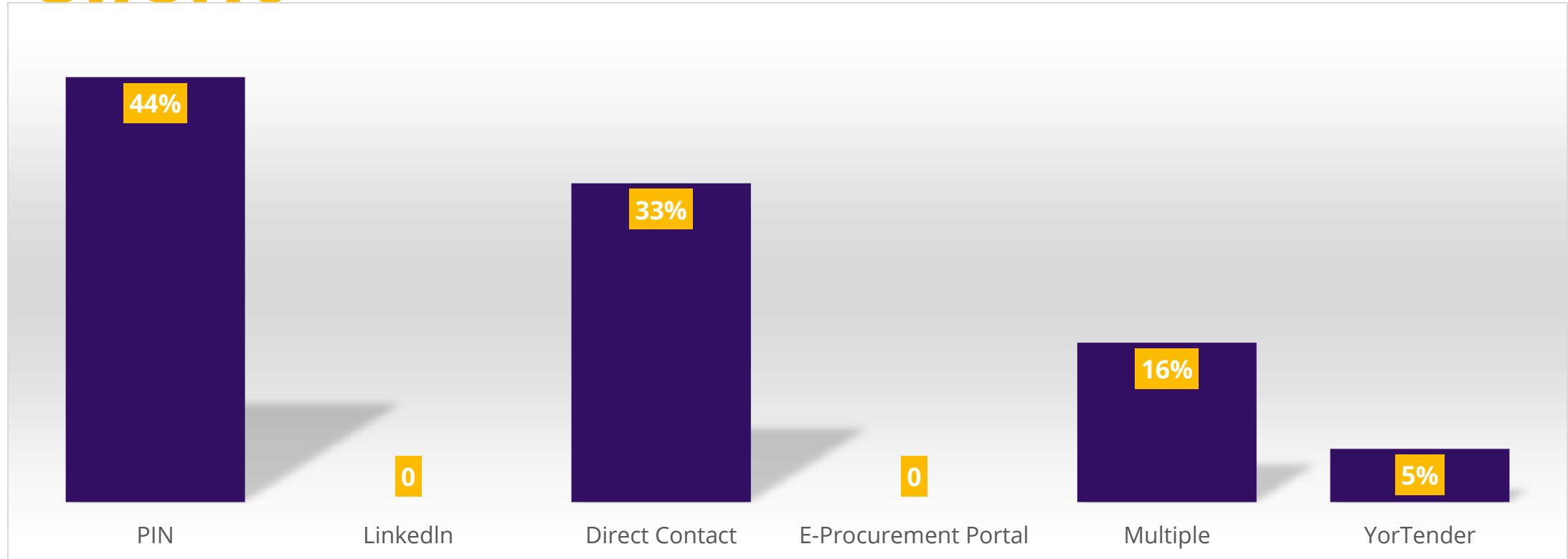
Flexible procedure that gives freedom to negotiate and innovate

Contractor and Client Questionnaire Responses

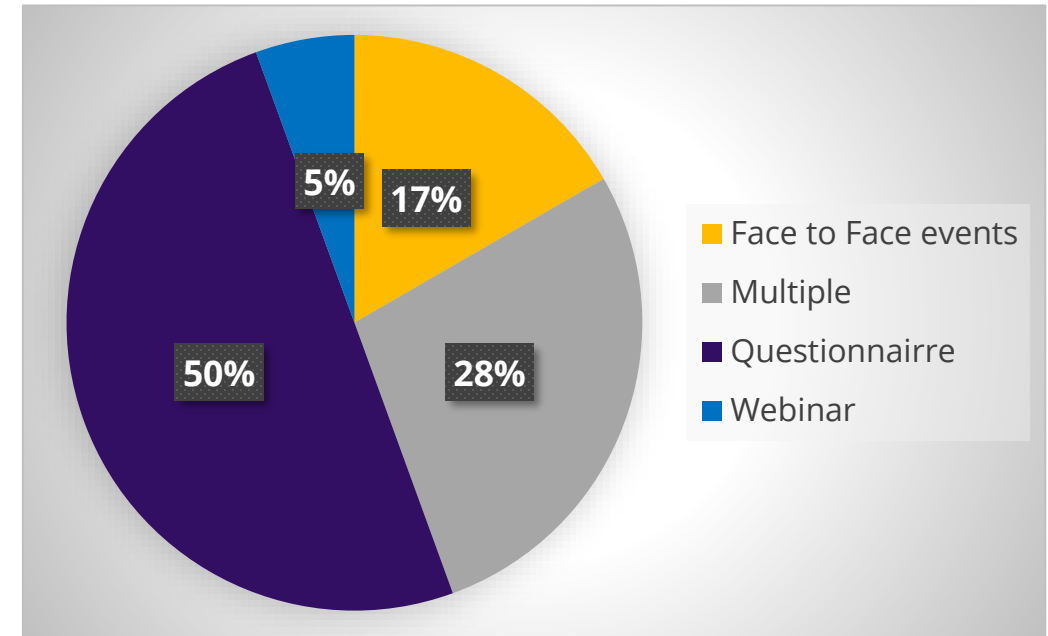
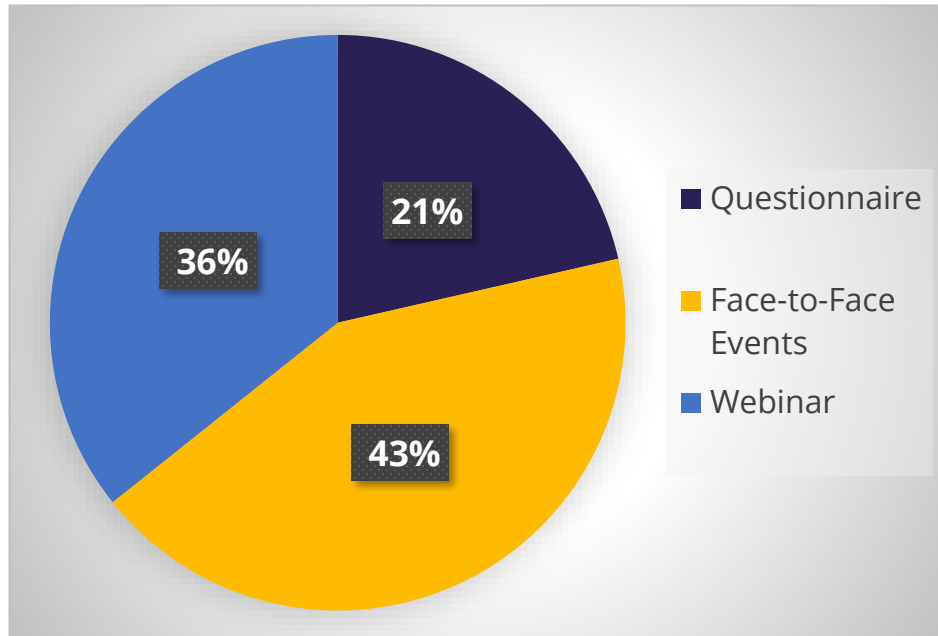
Used a Soft Market/Pre-market engagement Questionnaire or event previously – Contractor / Client



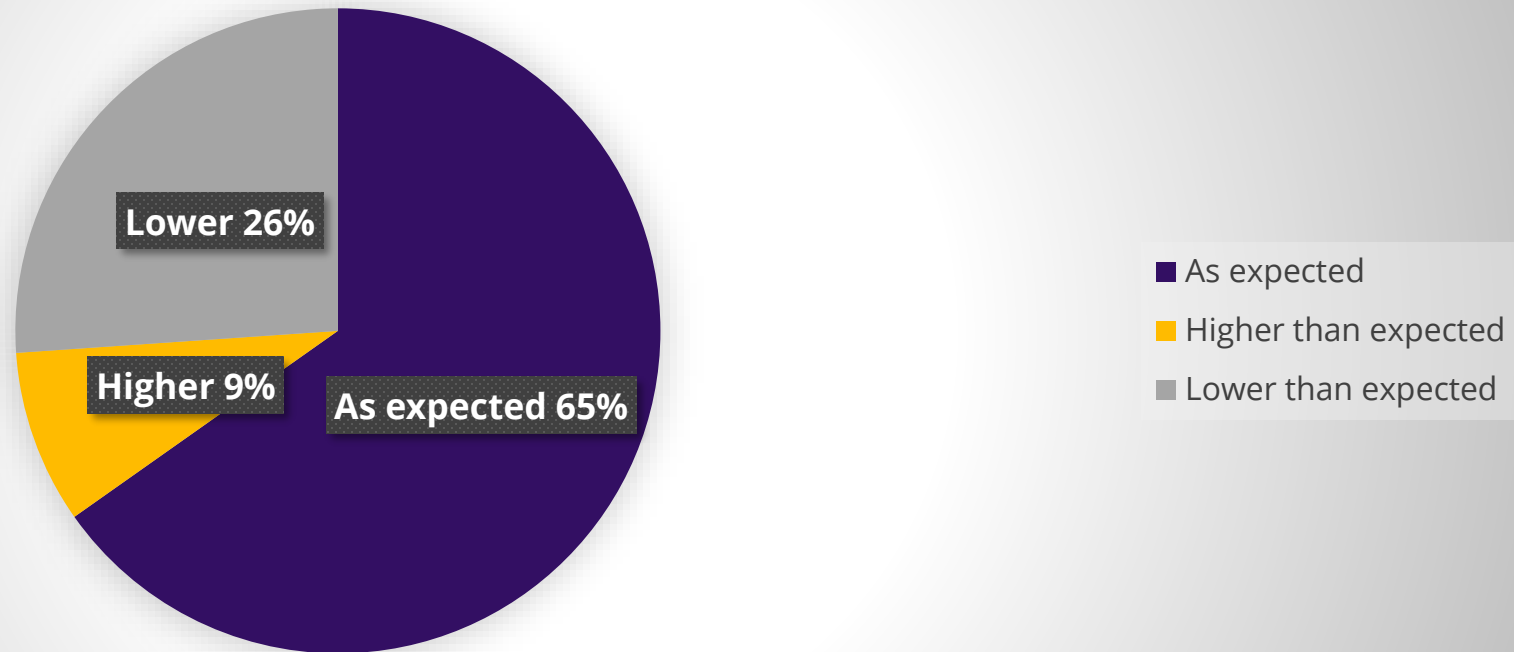
Method of inviting supply chain - Client



Mechanism used to approach the market – Contractor / Client



Level of Response - Client



How did you use the feedback gained through SMT? Clients

“Changed the requirements and invited innovation from suppliers”

“Short summary report of findings”

“Will look at lot sizes , scope for frameworks and also accreditations”

“Informed the Procurement Strategy”

“Lotting Structure reviewed and amended for M&E Tender - no changes were made for Minor Works Framework”

“Feedback helped to shape the specification, procurement timetable and quality questions”

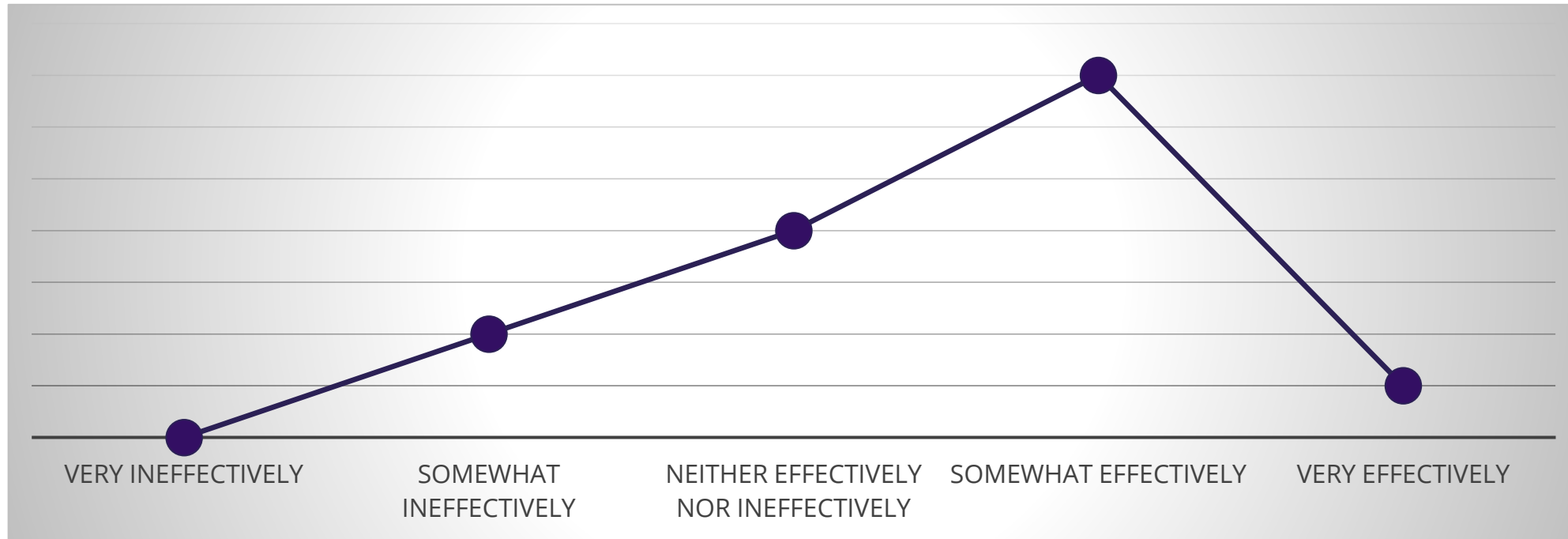
“Specification, budget”

“Developed scoring matrix based on availability that suited requirements”

“Validated a lot structure
Helped build the requirements ”

“Amended specification and trade requirements to fulfil certain accreditations ”

How effectively did the client incorporate the feedback given to help shape the procurement? - Contractors



Background information required to respond to the questions fully and effectively? **Contractor**

“Client vision and objectives, Budget, Previous contractual arrangements (if applicable), **Historical spend and order value, Preferred procurement route or options, Proposed form of contract(s), Pricing model**”

“Aims & objectives / desired outcomes.”

“Performance and structure of the current delivery model, the reason to change”

“History of success / lessons learned.”

“options available”

“Procurement strategy/stages”

“Information on the stock, resident profile, future investment, commercial model, budgets, risks and opportunities, customer service and TUPE. ”

“Full details on how contract performance is managed and what initiatives and outcomes are expected.”

Breakout session

In your groups / tables

- Work together to ;
 - **Top 3 lessons learnt from a soft market testing exercise** from both contractors and clients perspective
 - **Top 3 perfect questions to ask in future** to help shape procurement and appetite to tender
- Draft on the table paper / pens

Feedback from tables and Q&A



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Summary

Advice to the market - Contractors / Clients

“Begin early, **Consider every option available and then discount them**, Share feedback with all those that took part”

“**Seek alternatives to what they propose**, rather than acceptance”

“**Share as much relevant background information as you can at this stage to give prospective tenderers enough to base their opinions on.**”

“Be as open and transparent as possible.
Ensure a wide market is engaged to avoid complacency.
Consider timescales with extreme attention”

“Talk to the market
Look at the lessons in the construction playbook
Understanding of cost”

“**Be open about current set up and how well it's working and what they're keen to improve.**
Ensure data was available for review; stock, repair volumes, void volumes etc.
Be clear on anticipated budgets and contract term. ”

“Be open to prospective solutions, Use market expertise, **Liase with peers from other organisations**”

“**Ensure enough time has been planned in - including contingency**
Seek out feedback from peers - identifying learning and good practice.”

“Talk to a couple of suppliers to learn about the market
Make sure you have tech support to answer any questions
Have a clear timetable for the Procurement event”

“**Don't be afraid to ask more than you think you should**, companies will often put more effort in than you think”

“**Start early , be clear of what your objectives are**
Don't be afraid to ask the obvious questions”

“**Make sure all relevant internal stakeholders have fed into the process**
Give yourself enough time.”

“Carry out your research, Get the right support, **Select the correct companies to canvas**”

Thank you.

See you at the
next conference!



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