



THE PROVISION OF PROCUREMENT SERVICES FOR FRAMEWORKS

For the Education Sector

eclipseprocurement.com

ECLIPSE PROCUREMENT INTRODUCTION_

We would like to take the opportunity to introduce you to Eclipse Procurement Limited and the procurement services we offer which we hope will be of interest to you.

We are a small personable business but with a large business heritage. Established in 2010 with a focus on procurement in construction we are made up of a number of highly experienced consultants that are all professionally qualified and have expertise in major contracting and built asset organisations. We have been fortunate enough to work with a number of blue-chip companies including developers, contractors, consultancies and suppliers all across multiple sectors including commercial, residential and education.



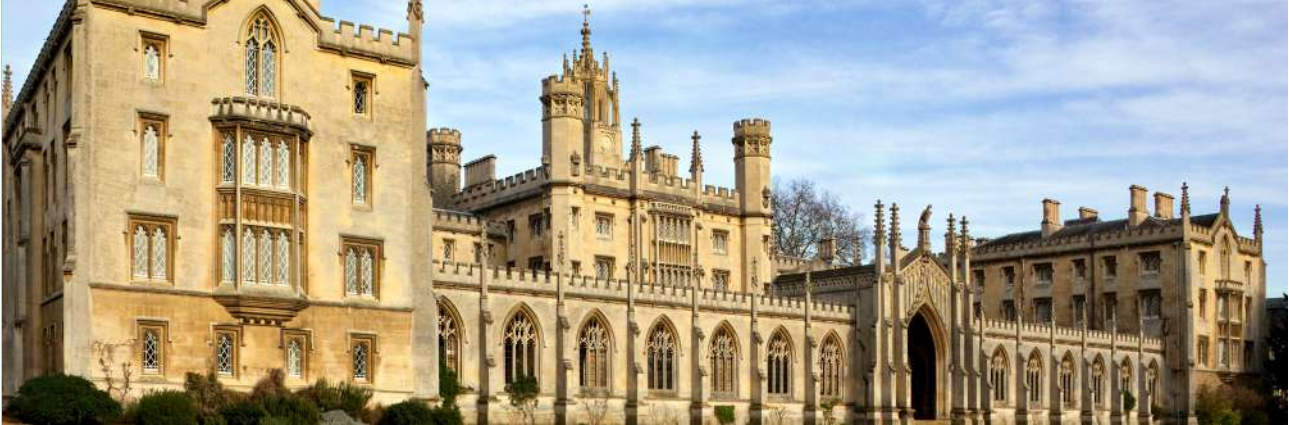
Our service offering includes:

- Operational Procurement – where we support clients with the procurement of works packages through the various phases of a construction project;
- Strategic Procurement – where we develop tailored strategies to deliver commercial and operational efficiencies such as frameworks for services, construction work and suppliers;
- Supply Chain Management – where we create supply chain development and management programmes aligned to business deliverables;
- Systems and Processes – where we develop and implement commercial and procurement best practice process and procedures enabling efficient working methods whilst also providing appropriate levels of governance;
- Training and Development – where we provide and deliver training from personal development plans to industry best practice procurement training;
- ISO Certification – where we assist businesses in obtaining ISO standards 9001, 14001 & 45001 which is becoming increasingly important for clients and their supply chains.

In terms of relevant experience, we are a specialist procurement consultancy focused on construction and as such strategic and operational procurement is at the heart of what we do. Below we have provided two examples of projects work carried out by Eclipse which demonstrates our specific experience.

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EXAMPLES OF PROJECT WORKS_



THE UNIVERSITY OF CAMBRIDGE

The University of Cambridge is a public collegiate research university in Cambridge, England. Founded in 1209, the University of Cambridge is the third-oldest university in continuous operation. In 1231, 22 years after its founding, the university was recognised with a royal charter granted by King Henry III. The university operates eight cultural and scientific museums, including the Fitzwilliam Museum and Cambridge University Botanic Garden. Cambridge's 116 libraries hold a total of approximately 16 million books, around nine million of which are in Cambridge University Library, a legal deposit library and one of the world's largest academic libraries.

The University of Cambridge have a significant construction programme. To deliver this, it has framework agreements for a number of construction and professional services companies which were expiring, and new framework agreements were required to be tendered.

The new framework agreements would provide a managed process and tools from which to make Estate improvements, re-positioning of Estates Division as custodians of the Estate, provide significant potential to support the delivery of the decarbonisation agenda, enable greater access to innovation and creativity, increased focus on social value, sustainability giving a better experience for their students and attract the best scientists and research staff, as well as supporting the wider Cambridge economic region by positioning Cambridge as a leader in the field of construction.

The tenders were required to comply with the Public Contracts Regulations 2015 and any future changes in related legislation.

The scope of Construction and Consultancy Framework required the prequalification of over 300no Consultants and 90no Contractors to reach a shortlist for invitation to tender leading to appointment to the Framework. We created Selection Questionnaire and bespoke invitation to tender documentation including instruction schedules of services, design matrices, pricing schedules and contract forms.

The tendered Lots included the following:

- Consultancy Services – 6 Lots including Cost Manager, Project manager, Architect, Civil & Structural Engineer, Services Engineer and Building Surveyor. Each Lot included 3 separate value bands with 6 suppliers in each band totalling 54 suppliers.
- Major construction services – 1 Lot for works including 3 separate value bands with 7 suppliers in each band totalling 21 suppliers.
- Minor construction services – 1 Lot for works including 2 separate value bands with 7 suppliers in each band totalling 14 suppliers.

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EXAMPLES OF PROJECT WORKS_



ROYAL HOLLOWAY, UNIVERSITY OF LONDON

Royal Holloway, University of London (the College), is a public research university and a constituent college of the federal University of London. It has three faculties, 20 academic departments and c. 9,300 undergraduate and postgraduate students from over 100 countries. The College was developing its historic estate to provide a 21st century campus that met the needs of people studying and working in the university. This involved a number of new fit for purpose buildings, refurbishments and repurposing of existing facilities. To assist, the College required the services of experienced and competent Consultants and Contractors to provide scoping, design, costing, programming and construction of the Works.

Over a 12 – 14 month period Eclipse led the procurement working collaboratively with the College key stakeholders predominantly from the Estates Management, Procurement, Project Management, Finance and Legal to establish a number of Frameworks on a 4 year term to deliver the new buildings, refurbishment works and repurposing of existing facilities. The procurement strategy was developed in conjunction with the key stakeholders that addressed three principal areas; Consultants works through the various RIBA Stages, Reactive and Cyclical Maintenance Works for mid value works and Capital Projects Works for higher value new build and refurbishment works. Eclipse scope of services included the development of the procurement strategy, development and issue of Selection Questionnaires, SQ shortlisting, Invitations to Tender documentation, ITT shortlisting, production and issue of Tender Recommendation Reports, preparation of Contract documents including NEC, JCT D&B and Deeds of Appointment, handover to the Project Management teams.

The 4 Lots for Consultants included the following disciplines: Architectural, PQS & PM, MEP Engineering and Structural Engineering services. Within each Lot there was a minimum of two Consultants to provide services to assist the College with project management and CDM advice, principal designer, design (architectural, mechanical, electrical & public health, structural engineering), planning, project management, budget planning, cost management and programming of the works packages in accordance with the RIBA Work Stages. Works were apportioned equally by value of project annually on a 'taxi rank system' exclusively to the Framework Consultant under the agreed terms and conditions of the Deed of Appointment. The procurement strategy also included a fixed fee structure categorised into work types and value bands.

Lot 5 covered Capital Projects works, the scope included new build construction, civil & structural engineering, MEP, extensions to existing buildings, fitout & refurbishment, highways & external works. The framework contractors were responsible for supporting the tender process, production and development of the construction programme, innovative construction and value engineering solutions, developing, managing and incorporating the design requirements, working proactively and collaboratively with the key stakeholders to actively manage and deliver the construction works on budget, on time via mini competition.

Lot 6 covered minor cyclical and reactive maintenance works, the scope included minor construction, electrical & mechanical, fit out and refurbishment works to existing buildings that could not be managed by the local maintenance team.

ECLIPSE PROCUREMENT FRAMEWORKS_

WHY A FRAMEWORK

Frameworks streamlines the project procurement process by increasing efficiencies and potentially improving project programmes and value for money.

All contractual relationships will be uplifted to NEC suite of contracts or similar allowing complete flexibility in a projects procurement strategy and providing a common approach to contract administration.

It encourages strategic partnerships leading to fewer suppliers with a better understanding of your construction requirements therefore delivers wider value and benefits

It facilitates the entry of different suppliers commercial structures and the Lotting strategy can be shaped to meet your Estate requirements.

Performance of suppliers will be monitored through Supply Relationship Management.

Programmes are based on key performance indicators (KPIs) which are embedded in the Framework.



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WHY CHOOSE US_

We genuinely believe the expertise that exists within Eclipse in procuring Frameworks incorporating best practice procedures within similar Consultancies working within construction is unparalleled.

We would therefore welcome the opportunity to discuss any current or future potential requirements with you and your team.

DIRECTORS_



Michael Green
Chairman



James Watson
Managing Director



Thomas Stupple
Director