



Facilities Procure Redevelopment Programme

Client Case Study

Client

An NHS Foundation Trust providing a varied range of general and specialist healthcare services in South East London.

Challenge

Linea Partners was appointed to provide strategic procurement advisory services to support the delivery of a major refurbishment / redevelopment project of the Hospital's Children's Wards to include a new diagnostics centre with a project value of **c.£10m**.

At the commencement of our engagement, nine working days remained for the contractors to compile and submit their technical and commercial tender proposals.

There was a requirement to present a recommended preferred bidder to the Trust Board within 17 days of receipt of the tender submissions.

Approach

Review accuracy and completeness of all the Invitation to Tender documents.

Assist in the final development of the contract award evaluation criteria.

Facilitate post tender interviews / presentations.

Review all potential risks to the success of the project and take mitigating action in conjunction with the

project manager.

Assist in the evaluation of each tender and seek clarification of tenders in conjunction with the project team.

Assist in the production of a report setting out a comprehensive review of the tenders, the evaluation process and substantiate / confirm that the recommended tender is technically compliant.

Draft a Trust Board paper seeking approval to award the contract to the preferred bidder.

Outcome

Project completed on time to the satisfaction of the Trust.

Trust board approval contract award to the preferred bidder by the target date set in the procurement timetable.

The project was procured in line with required budget constraints.

“Using the IESE Framework Agreement enabled the Trust to appoint the successful Works Contractor early. With the support of Linea the process of running a mini competition to select the most suitable contractor went smoothly, securing timely board approval. The selection process and partnering approach enabled the project to complete on time.”

Estates Development Manager