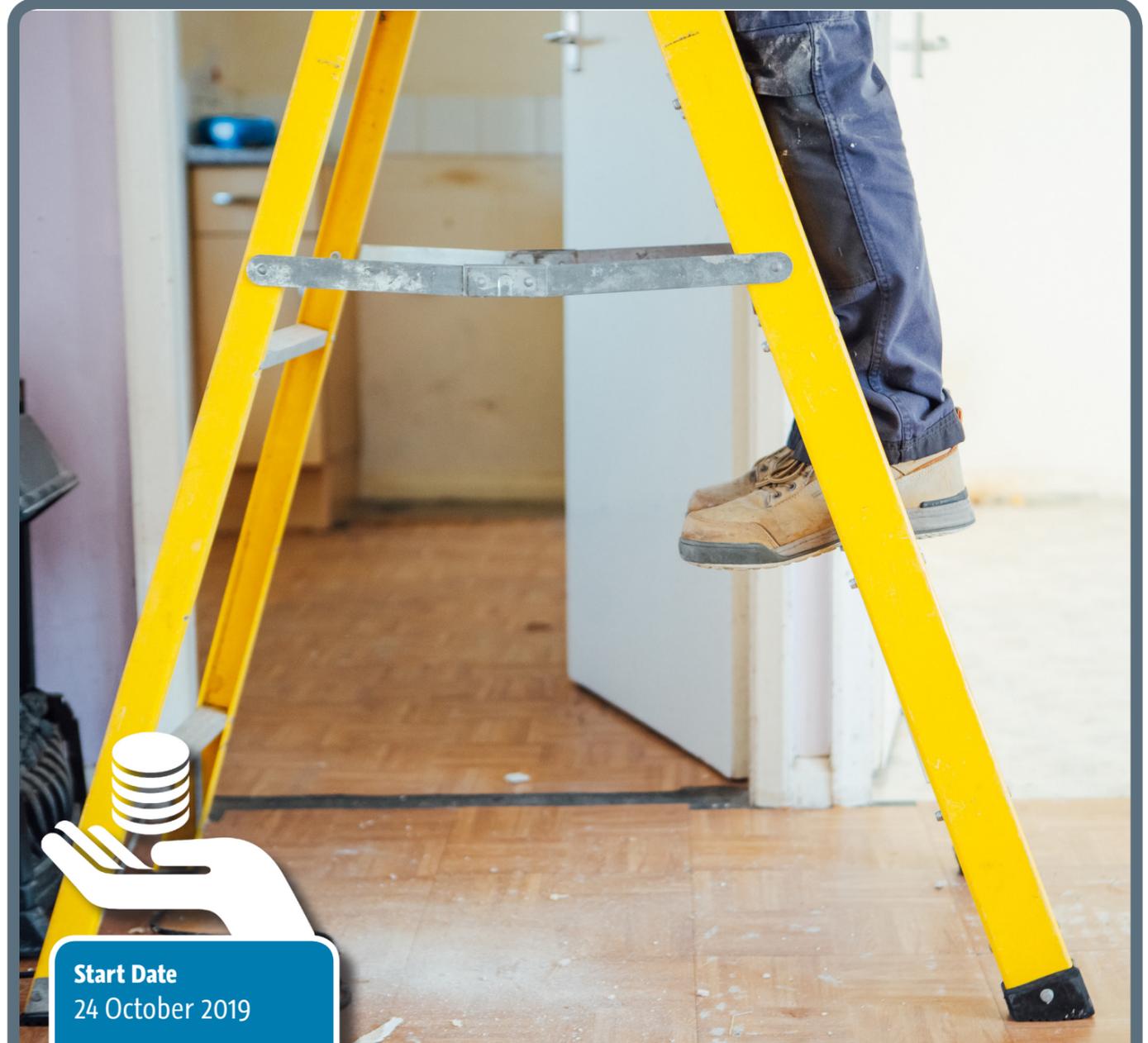


# How to access the framework

- 1. Get in Touch**  
Contact EN:Procure and arrange a meeting with a member of our Framework Management Team to discuss your requirements and potential for procuring them through the framework.
- 2. Tell us your requirements**  
Set out the key requirements and aspects of your project, such as type of work, a brief specification, timescales and budgets etc.
- 3. Agree the Call Off mechanism with us**  
EN:Procure will explain the 2 call off routes available to you under the framework; direct selection or mini-competition.
- 4. Prepare the contract**  
We will prepare the contract for execution by you and the successful contractor.
- 5. Kick Start Meeting**  
This is an opportunity to meet the teams delivering the works and ensure there is a full understanding of all the processes and responsibilities for delivering them.
- 6. On Site Phase**  
Use our tailored and efficient framework systems to complete valuations, manage progress and handovers and monitor and report KPI performance. Should you have any issues during this phase we will be happy to provide any additional guidance and use the appropriate framework mechanism as leverage to assist in the resolution of any issues which you may face.
- 7. Closeout**  
We will undertake a scheme review to develop action plans for ourselves and our contractors. This will inform future procurements and contractor selections.



**For more information contact**  
**Carl Bairstow, Head of Membership Development**  
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T: 0330 606 1460



**Start Date**  
24 October 2019

**End Date**  
23 October 2023

**OJEU Contract Notice**  
2019/S 100-241324

**OJEU Contract Award Notice**  
2019/S 206-501196



## EN:Procure Installation & Repairs Framework Access Guide

# Benefits for social housing landlords

The EN Procure Installations & Repairs Framework has been developed to provide substantial cost savings to housing providers by using volume procurement and collaborative purchasing strategies and continuous improvement to realise savings. Landlords can also benefit from benchmarking across a range of suppliers and contractors to ensure true best value is achieved.

Added social value measures are also embedded to maximise the framework's positive impact in local communities.



## Savings

The second generation works framework offered up to 19% average savings compared to previously paid prices of members and this new generation framework offers further savings. The most competitive contractors offer 13% average savings compared to recently tendered schemes procured through the previous EN:Procure Installers framework.



## User friendly process

The framework is backed by an extensive catalogue of schedules of rates to bring further speed and efficiency to the award of contracts, and has at its core standardised process, which improve project development and management.



## Flexibility

Lots are divided by scheme size. A variety of differing contract forms are available to suit members' preferences and the individual needs of the project:

- JCT (minor works, intermediate contract, standard building contract & measured term)
- NEC; or
- PPC



## SME engagement

To contribute to regional economic regeneration through targeted sourcing, Efficiency North has appointed high performing contractors, 70% of which are SMEs, not only to provide opportunities for local SMEs but also to offer the benefits these smaller size companies can provide for our client members, in addition to the value of larger national contractors. EN has aimed to create the right conditions to allow contractors and communities alike to thrive through the activity of the framework.



## #buildingcommunities



## Employment and training

Framework contractors are required to offer a minimum of 2 full time training opportunities per £1m project value spent through the framework to help local people get a foot on the career ladder. Efficiency North provide targeted support to ensure that the training opportunities connect with the local community.



## Speed and certainty

The framework is already compliant with UK and EU procurement legislation saving up to 77 days.



## Community investment

Surplus generated through the framework is gifted to the EN charitable trust EN:ABLE Communities, registered with the Charities Commission, which then distributes funds to support social mobility for communities within Efficiency North's social housing landlord membership.

# Framework Lots and Contractors



The framework has been developed to source the best in a wide range of disciplines to build a leading edge supply chain for social housing landlords.

**50 contractors** who demonstrated compliant experience, competence and capability were all appointed to at least one lot of the framework, however many contractors were successful in being appointed to more than one.

## Lots offer a wide range of works and services

- Kitchen and bathroom installations including adaptations
- Renewable Heating and Ventilation Installation
- Electrical Inspection, Testing and Remedial Repairs
- Windows and doors
- Brickwork, Masonry and Associated Ancillary Works
- General Building Works and Repairs
- Paint and Pre-paint Repair Works
- Environmental and Estate Improvement Works
- Voids Clean and Clear Monitor and Secure
- Voids Refurbishment Works
- External Works to High Rise
- External Wall Insulation
- Whole House Internal & External Installation Works

## Case Study: Working smarter to achieve more

**Member** Lincolnshire Housing Partnership

**Works** Up to £6m p.a. planned works programme: kitchen, bathroom, electrical, windows and doors & roofing works.

**Contract** JCT Measured Term

**Call off** Price and quality mini-competition

**Selected contractor** Engie Regeneration quickly mobilised a team of experienced staff to deliver the works.

**Social Value outcomes** 12 new full-time training positions for young and unemployed people in Grimsby.

**Support for the local economy** EN:Procure hosted a Meet the Buyer event, in partnership with Engie, to engage with local small and medium businesses and tradespeople to highlight opportunities for work in the supply chain.

**Savings achieved** 10% on average against previous market rates.

“We jointly devised a strategy to procure a partner who was the right fit, in terms of cost, quality and certainty of delivery. We've developed a successful strategic relationship with EN:Procure that adds broader business benefits and social value to support our continuing organisational effectiveness.”

Mark Jones,  
Director of Operations,  
Lincolnshire Housing Partnership



## Social Value Credits

Spend through the framework is directly converted into Social Value Credits.

Credits are then invested in one of 3 defined social value outcomes of the Registered Provider's choice.

This approach not only maintains and enhances EN:Procure's existing social value delivery approaches, but also creates a golden thread between spend via EN:Procure's framework agreements and a clearly defined model for translating that spend into social value outcomes that align with Registered Providers' own Social Value strategies.

	FUNDED POSITIONS IN-HOUSE	FURTHER COMMUNITY EMPLOYMENT	COMMUNITY INVESTMENT
<b>WHAT?</b>	Investment in employment positions within your own organisation in either trade or technical positions.	Investment in employment positions to support the communities you serve.	Investment in dedicated projects with community partners that bring about improvements in your community.
<b>HOW?</b>	Positions delivered via EN:Able Futures CIC for <ul style="list-style-type: none"> <li>• Shared apprenticeship service (Trade)</li> <li>• Academy (Technical)</li> </ul>	EN:Able Futures CIC support those people to become work ready and find employment, or Commission Local Employment Groups to support people to become work ready.	Projects are scoped and implemented with community partners and are monitored by the landlord and EN:Able Communities.
<b>BENEFITS</b>	You benefit from additional resources that creates employment within your communities.	You can demonstrate that you're investing in social value that creates employment within your communities but outside of the works.	You can demonstrate that you are investing in your communities.