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Contract

Strategic partners for the development, delivery and operation of Extra-Care housing in Cornwall

The Cornwall Council

F03: Contract award notice

Notice identifier: 2021/S 000-001224

Procurement identifier (OCID): ocids-h6vhtk-028c1e

Published 21 January 2021, 11:19am

Section I: Contracting authority

I.1) Name and addresses

The Cornwall Council

County Hall, Treyew Road

Truro

TR1 3AY

Contact

Mr John Ward

Email

john.ward@cornwall.gov.uk

Telephone

+44 1872326058

Country

United Kingdom

NUTS code

UKK3 - Cornwall and Isles of Scilly

Internet address(es)

Main address

<http://www.cornwall.gov.uk>

I.4) Type of the contracting authority

Regional or local authority

I.5) Main activity

General public services

Section II: Object

II.1) Scope of the procurement

II.1.1) Title

Strategic partners for the development, delivery and operation of Extra-Care housing in Cornwall

Reference number

DN350137

II.1.2) Main CPV code

- 85000000 - Health and social work services

II.1.3) Type of contract

Services

II.1.4) Short description

The long term strategic objective of the Contracting Authority is to offer a more diverse

range of social care options to older people in Cornwall that enables and supports them to live independently in their own homes for longer.

The Contracting Authority therefore wishes to procure a strategic partner and award a contract for the design, funding, construction and operation of a minimum of 250 extra care units in each of West Cornwall, Mid Cornwall and East Cornwall totalling a minimum of 750 extra care units across Cornwall.

The Strategic Partner will be responsible for providing care services in the extra care units and this will be delivered under a separate care contract.

The strategic partner(s) will also be appointed to a Framework Agreement to provide one or more service (construction, care and housing support services) to the Contracting Authority, other Contracting Authorities or private sector organisations across Cornwall in relation to extra-care housing schemes.

II.1.6) Information about lots

This contract is divided into lots: Yes

II.1.7) Total value of the procurement (excluding VAT)

Lowest offer: £1 / Highest offer: £942,000,000 taken into consideration

II.2) Description

II.2.1) Title

Strategic Partner for the Development, Delivery and Operation of Extra-Care Housing in West Cornwall

Lot No

1

II.2.2) Additional CPV code(s)

- 45000000 - Construction work
- 50700000 - Repair and maintenance services of building installations
- 70000000 - Real estate services
- 71000000 - Architectural, construction, engineering and inspection services
- 85144000 - Residential health facilities services

- 85312500 - Rehabilitation services

II.2.3) Place of performance

NUTS codes

- UKK3 - Cornwall and Isles of Scilly

Main site or place of performance

West Cornwall

II.2.4) Description of the procurement

The Contracting Authority wishes to procure a strategic partner and award to them a public service contract for the design, funding, construction and operation of a minimum of 250 extra care units in West Cornwall. The Strategic Partner will be responsible for providing care services in the extra care units and this will be delivered under a separate care contract.

The procurement is being undertaken in separate lots — 1 for each of West Cornwall, Mid Cornwall and East Cornwall. A supplier may apply for all 3 lots but can only use the same care provider in 2 of the 3 lots. The strategic partnership contract will last up to 30 years. The care contract will last for up to 14 years with a possible extension up to 3 years. The procurement of a care provider to provide care services once the original care contract has expired will be led by the Contracting Authority in collaboration with the Strategic Partner.

The strategic partner is responsible for raising finance to include securing third party funding, such as private investment or Homes England funding (if applicable).

Alongside procuring a strategic partner for the delivery of the services set out above, the Contracting Authority wishes to also procure a Framework Agreement for it and other public and private bodies that wish to design, fund, construct and operate (include providing care services) extra care facilities in Cornwall can call-off from. The Contracting Authority intends to appoint each strategic partner which is awarded the strategic partnership contract in each lot a place on the framework. The framework providers will be able to provide services across Cornwall and not just in the region(s) for which they are the strategic partner.

II.2.5) Award criteria

Quality criterion - Name: Quality / Weighting: 70

Price - Weighting: 30

II.2.11) Information about options

Options: No

II.2.13) Information about European Union Funds

The procurement is related to a project and/or programme financed by European Union funds: No

II.2) Description

II.2.1) Title

Strategic Partner for the Development, Delivery and Operation of Extra-Care Housing in Mid Cornwall

Lot No

2

II.2.2) Additional CPV code(s)

- 45000000 - Construction work
- 50700000 - Repair and maintenance services of building installations
- 70000000 - Real estate services
- 71000000 - Architectural, construction, engineering and inspection services
- 85144000 - Residential health facilities services
- 85311000 - Social work services with accommodation
- 85312500 - Rehabilitation services

II.2.3) Place of performance

NUTS codes

- UKK3 - Cornwall and Isles of Scilly

Main site or place of performance

Mid Cornwall

II.2.4) Description of the procurement

The Contracting Authority wishes to procure a strategic partner and award to them a public service contract for the design, funding, construction and operation of a minimum of 250 extra care units in Mid Cornwall. The Strategic Partner will be responsible for providing care services in the extra care units and this will be delivered under a separate care contract.

The procurement is being undertaken in separate lots — 1 for each of West Cornwall, Mid Cornwall and East Cornwall. A supplier may apply for all 3 lots but can only use the same care provider in 2 of the 3 lots. The strategic partnership contract will last up to 30 years. The care contract will last for up to 14 years with a possible extension up to 3 years. The procurement of a care provider to provide care services once the original care contract has expired will be led by the Contracting Authority in collaboration with the Strategic Partner.

The strategic partner is responsible for raising finance to include securing third party funding, such as private investment or Homes England funding (if applicable).

Alongside procuring a strategic partner for the delivery of the services set out above, the Contracting Authority wishes to also procure a Framework Agreement for it and other public and private bodies that wish to design, fund, construct and operate (include providing care services) extra care facilities in Cornwall can call-off from. The Contracting Authority intends to appoint each strategic partner which is awarded the strategic partnership contract in each lot a place on the framework. The framework providers will be able to provide services across Cornwall and not just in the region(s) for which they are the strategic partner.

II.2.5) Award criteria

Quality criterion - Name: Quality / Weighting: 70

Price - Weighting: 30

II.2.11) Information about options

Options: No

II.2.13) Information about European Union Funds

The procurement is related to a project and/or programme financed by European Union funds: No

II.2) Description

II.2.1) Title

Strategic Partner for the Development, Delivery and Operation of Extra-Care Housing in East Cornwall

Lot No

3

II.2.2) Additional CPV code(s)

- 45000000 - Construction work
- 50700000 - Repair and maintenance services of building installations
- 70000000 - Real estate services
- 71000000 - Architectural, construction, engineering and inspection services
- 85144000 - Residential health facilities services
- 85311000 - Social work services with accommodation
- 85312500 - Rehabilitation services

II.2.3) Place of performance

NUTS codes

- UKK3 - Cornwall and Isles of Scilly

Main site or place of performance

East Cornwall

II.2.4) Description of the procurement

The Contracting Authority wishes to procure a strategic partner and award to them a public service contract for the design, funding, construction and operation of a minimum of 250 extra care units in East Cornwall. The Strategic Partner will be responsible for providing care services in the extra care units and this will be delivered under a separate care contract.

The procurement is being undertaken in separate lots — 1 for each of West Cornwall, Mid Cornwall and East Cornwall. A supplier may apply for all 3 lots but can only use the same care provider in 2 of the 3 lots. The strategic partnership contract will last up to 30 years. The care contract will last for up to 14 years with a possible extension up to 3 years. The procurement of a care provider to provide care services once the original care contract has expired will be led by the Contracting Authority in collaboration with the Strategic

Partner.

The strategic partner is responsible for raising finance to include securing third party funding, such as private investment or Homes England funding (if applicable).

Alongside procuring a strategic partner for the delivery of the services set out above, the Contracting Authority wishes to also procure a Framework Agreement for it and other public and private bodies that wish to design, fund, construct and operate (include providing care services) extra care facilities in Cornwall can call-off from. The Contracting Authority intends to appoint each strategic partner which is awarded the strategic partnership contract in each lot a place on the framework. The framework providers will be able to provide services across Cornwall and not just in the region(s) for which they are the strategic partner.

II.2.5) Award criteria

Quality criterion - Name: Quality / Weighting: 70

Price - Weighting: 30

II.2.11) Information about options

Options: No

II.2.13) Information about European Union Funds

The procurement is related to a project and/or programme financed by European Union funds: No

Section IV. Procedure

IV.1) Description

IV.1.1) Type of procedure

Competitive dialogue

IV.1.3) Information about a framework agreement or a dynamic purchasing system

The procurement involves the establishment of a framework agreement

IV.1.8) Information about the Government Procurement Agreement (GPA)

The procurement is covered by the Government Procurement Agreement: Yes

IV.2) Administrative information

IV.2.1) Previous publication concerning this procedure

Notice number: [2019/S 023-050662](#)

IV.2.9) Information about termination of call for competition in the form of a prior information notice

The contracting authority will not award any further contracts based on the above prior information notice

Section V. Award of contract

Lot No

1

Title

Strategic Partner for the Development, Delivery and Operation of Extra-Care Housing in West Cornwall

A contract/lot is awarded: Yes

V.2) Award of contract

V.2.1) Date of conclusion of the contract

21 December 2020

V.2.2) Information about tenders

Number of tenders received: 1

The contract has been awarded to a group of economic operators: No

V.2.3) Name and address of the contractor

Mears Limited

1390 Montpellier Court, Gloucester Business Park, Brockworth

Gloucester

GL3 4AH

Country

United Kingdom

NUTS code

- UKK1 - Gloucestershire, Wiltshire and Bristol/Bath area

The contractor is an SME

No

V.2.4) Information on value of contract/lot (excluding VAT)

Lowest offer: £1 / Highest offer: £197,000,000 taken into consideration

Section V. Award of contract

Lot No

2

Title

Strategic Partner for the Development, Delivery and Operation of Extra-Care Housing in Mid Cornwall

A contract/lot is awarded: Yes

V.2) Award of contract

V.2.1) Date of conclusion of the contract

21 December 2020

V.2.2) Information about tenders

Number of tenders received: 1

The contract has been awarded to a group of economic operators: No

V.2.3) Name and address of the contractor

Mears Limited

1390 Montpellier Court, Gloucester Business Park, Brockworth

Gloucester

GL3 4AH

Country

United Kingdom

NUTS code

- UKK1 - Gloucestershire, Wiltshire and Bristol/Bath area

The contractor is an SME

No

V.2.4) Information on value of contract/lot (excluding VAT)

Lowest offer: £1 / Highest offer: £197,000,000 taken into consideration

Section V. Award of contract

Contract No

Strategic Partner for the Development, Delivery and Operation of Extra-Care Housing in East Cornwall

Lot No

3

A contract/lot is awarded: Yes

V.2) Award of contract

V.2.1) Date of conclusion of the contract

21 December 2020

V.2.2) Information about tenders

Number of tenders received: 1

The contract has been awarded to a group of economic operators: No

V.2.3) Name and address of the contractor

Mears Limited

1390 Montpellier Court, Gloucester Business Park, Brockworth

Gloucester

GL3 4AH

Country

United Kingdom

NUTS code

- UKK1 - Gloucestershire, Wiltshire and Bristol/Bath area

The contractor is an SME

No

V.2.4) Information on value of contract/lot (excluding VAT)

Lowest offer: £1 / Highest offer: £197,000,000 taken into consideration

Section V. Award of contract

Lot No

1

Title

Care Contract for the Development, Delivery and Operation of Extra-Care Housing in West Cornwall

A contract/lot is awarded: Yes

V.2) Award of contract

V.2.1) Date of conclusion of the contract

21 December 2020

V.2.2) Information about tenders

Number of tenders received: 1

The contract has been awarded to a group of economic operators: No

V.2.3) Name and address of the contractor

Mears Extra Care Limited

1390 Montpellier Court, Gloucester Business Park, Brockworth

Gloucester

GL3 4AH

Country

United Kingdom

NUTS code

- UKK1 - Gloucestershire, Wiltshire and Bristol/Bath area

The contractor is an SME

No

V.2.4) Information on value of contract/lot (excluding VAT)

Lowest offer: £1 / Highest offer: £117,000,000 taken into consideration

Section V. Award of contract

Lot No

2

Title

Care Contract for the Development, Delivery and Operation of Extra-Care Housing in Mid Cornwall

A contract/lot is awarded: Yes

V.2) Award of contract

V.2.1) Date of conclusion of the contract

21 December 2020

V.2.2) Information about tenders

Number of tenders received: 1

The contract has been awarded to a group of economic operators: No

V.2.3) Name and address of the contractor

Mears Extra Care Limited

1390 Montpellier Court, Gloucester Business Park, Brockworth

Gloucester

GL3 4AH

Country

United Kingdom

NUTS code

- UKK1 - Gloucestershire, Wiltshire and Bristol/Bath area

The contractor is an SME

No

V.2.4) Information on value of contract/lot (excluding VAT)

Lowest offer: £1 / Highest offer: £117,000,000 taken into consideration

Section V. Award of contract

Lot No

3

Title

Care Contract for the Development, Delivery and Operation of Extra-Care Housing in East Cornwall

A contract/lot is awarded: Yes

V.2) Award of contract

V.2.1) Date of conclusion of the contract

21 December 2020

V.2.2) Information about tenders

Number of tenders received: 1

The contract has been awarded to a group of economic operators: No

V.2.3) Name and address of the contractor

Mears Extra Care Limited

1390 Montpellier Court, Gloucester Business Park, Brockworth

Gloucester

GL3 4AH

Country

United Kingdom

NUTS code

- UKK1 - Gloucestershire, Wiltshire and Bristol/Bath area

The contractor is an SME

No

V.2.4) Information on value of contract/lot (excluding VAT)

Lowest offer: £1 / Highest offer: £117,000,000 taken into consideration

Section V. Award of contract

Lot No

1

Title

Care Contract for the Development, Delivery and Operation of Extra-Care Housing in West Cornwall

A contract/lot is awarded: Yes

V.2) Award of contract

V.2.1) Date of conclusion of the contract

21 December 2020

V.2.2) Information about tenders

Number of tenders received: 1

The contract has been awarded to a group of economic operators: No

V.2.3) Name and address of the contractor

Cera Care Operations Limited

Office 4, 219 Kensington High Street

London

W8 6BD

Country

United Kingdom

NUTS code

- UKI - LONDON

The contractor is an SME

No

V.2.4) Information on value of contract/lot (excluding VAT)

Lowest offer: £1 / Highest offer: £117,000,000 taken into consideration

Section V. Award of contract

Lot No

2

Title

Care Contract for the Development, Delivery and Operation of Extra-Care Housing in Mid

Cornwall

A contract/lot is awarded: Yes

V.2) Award of contract

V.2.1) Date of conclusion of the contract

21 December 2020

V.2.2) Information about tenders

Number of tenders received: 1

The contract has been awarded to a group of economic operators: No

V.2.3) Name and address of the contractor

Cera Care Operations Limited

Office 4, 219 Kensington High Street

London

W8 6BD

Country

United Kingdom

NUTS code

- UKI - LONDON

The contractor is an SME

No

V.2.4) Information on value of contract/lot (excluding VAT)

Lowest offer: £1 / Highest offer: £117,000,000 taken into consideration

Section V. Award of contract

Lot No

3

Title

Care Contract for the Development, Delivery and Operation of Extra-Care Housing in East Cornwall

A contract/lot is awarded: Yes

V.2) Award of contract

V.2.1) Date of conclusion of the contract

21 December 2020

V.2.2) Information about tenders

Number of tenders received: 1

The contract has been awarded to a group of economic operators: No

V.2.3) Name and address of the contractor

Cera Care Operations Limited

Office 4, 219 Kensington High Street

London

W8 6BD

Country

United Kingdom

NUTS code

- UKK - SOUTH WEST (ENGLAND)

The contractor is an SME

No

V.2.4) Information on value of contract/lot (excluding VAT)

Lowest offer: £1 / Highest offer: £117,000,000 taken into consideration

Section VI. Complementary information

VI.3) Additional information

The Contracting Authorities Contract Notice (OJ S: 2019/S 023-050662) and procurement documents set out that:

- The Strategic Partner will be responsible for providing care services in the extra care units which will be delivered under a separate care contract with the Contracting Authority, and
- Where one tenderer bids for two or three lots the tenderer's strategic partnership proposal must include at least two different care providers across the lots.

Section V: Award of Contract in this Contract Award Notice confirms that the Contracting Authority received one tender in each of the three lots from the same supplier (Mears Limited). As the same supplier bid for all three lots, their strategic partnership proposal for each lot included two different care providers (a main and reserve care provider) in the one tender. The two care providers (Mears Extra Care Limited and Care Operations Limited) would be under a separate contract as a main and reserve care provider with the combined value of two care contracts in each lot (V2.4 of this Contract Award Notice) being in a range up to 117,000,000GBP.

VI.4) Procedures for review

VI.4.1) Review body

Cornwall Council

New County Hall, Treyew Road

Truro

TR1 3AY

Country

United Kingdom