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Contract

## **Landsolve 2.0 — Framework Agreement for Land Advisers/Brokers**

EN Procure Ltd

F03: Contract award notice

Notice identifier: 2021/S 000-001401

Procurement identifier (OCID): ocds-h6vhtk-028ccf

Published 22 January 2021, 6:41pm

### **Section I: Contracting authority**

#### **I.1) Name and addresses**

EN Procure Ltd

1st Floor, Sovereign Court, 300 Barrow Road

Sheffield

S9 1JQ

#### **Contact**

Mr Stuart Brown

#### **Email**

[tenders@efficiencynorth.org](mailto:tenders@efficiencynorth.org)

#### **Telephone**

+44 3306061460

#### **Country**

United Kingdom

**NUTS code**

UK - UNITED KINGDOM

**Internet address(es)**

Main address

<https://www.efficiencynorth.org>

Buyer's address

<https://www.efficiencynorth.org/procure>

**I.2) Information about joint procurement**

The contract is awarded by a central purchasing body

**I.4) Type of the contracting authority**

Other type

A consortium of organisations governed by public law

**I.5) Main activity**

General public services

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## **Section II: Object**

### **II.1) Scope of the procurement**

#### **II.1.1) Title**

Landsolve 2.0 — Framework Agreement for Land Advisers/Brokers

Reference number

DN506691

#### **II.1.2) Main CPV code**

- 71000000 - Architectural, construction, engineering and inspection services

#### **II.1.3) Type of contract**

Services

#### **II.1.4) Short description**

ENProcure is seeking to procure a framework of land advisers/brokers to assist in generating capital and maximising the value of land for the benefit of the public and charitable sector and/or developing surplus land assets with the aim of delivering social infrastructure or other public policy objectives.

The broker framework will be available for use by or on behalf of public and charitable sector organisations who will identify land assets for broker services with the aim of generating capital and maximising the value of land for the benefit of the public and charitable sector and/or developing these assets for social infrastructure or other public policy objectives. The framework across both lots will be used to deliver support and advice to clients during project development phases (from RIBA Stages 1 up to 4) and may also be used to provide services during and post the construction phase including acting as the client's agent and ensuring that the project is built out in accordance with the agreed specification, programme and outcomes.

Land brokers under Lot 1 will deliver these services throughout the project lifecycle, normally taking full financial risk on the project after an exclusivity arrangement has been entered into with the client. Land advisers under Lot 2 will deliver services by way of lump sum fees or time charge commissions and will not take any financial risk. It is anticipated that Lot 1 call-offs will involve a longer term partnership between the client and the land broker, whereas Lot 2 call-offs will be shorter term engagements to provide specific pieces of advice during the project lifecycle, with a focus on the early stage viability assessments.

Land brokers and advisers will be required to make an initial assessment of opportunity arising from the public asset. This assessment would involve looking at options for assembly and development, most likely to RIBA 1 but with surveys, planning advice and soft market testing to determine commercial viability and deliverability both within the context of local and national policy expectations and also the constraints that would be imposed by the prevailing development, finance and construction markets. Further to initial viability assessments, land brokers and advisers will then carry out detailed project scoping, concept design and due diligence, detailed design and planning preparation, planning and contracts up to start on site. Land brokers and advisers may also be retained by the client to provide services during and post the construction phase including acting as the client's agent and ensuring that the project is built out in accordance with the agreed specification, programme and outcomes.

Land brokers and advisers will need to be able to demonstrate their understanding of the technical and commercial requirements of this role and also their experience in responding within the context of local and central government policy. This will include the need to demonstrate relevant stakeholder management skills; an ability to help clients identify, maximise and realise policy and commercial benefits; to advise on procurement matters and risk management; and experience in working on projects that have delivered tangible social infrastructure and social benefits. Experience in key infrastructure areas will also need to be demonstrated, for example, health, care, education or housing.

Land brokers under Lot 1 will also need to demonstrate experience and track record in the timely negotiation and delivery of land sale and development agreements showing how they have previously delivered wrapped solutions to deliver public sector requirements at risk.

Legal services are not included in the scope of service for either lot under this framework. It is anticipated that the client would appoint a legal team, with the land broker or adviser broker acting as negotiator.

#### **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: £0.01 / Highest offer: £250,000,000 taken into consideration

### **II.2) Description**

#### **II.2.1) Title**

Land Brokers

Lot No

1

### **II.2.2) Additional CPV code(s)**

- 70110000 - Development services of real estate
- 70120000 - Buying and selling of real estate
- 70310000 - Building rental or sale services
- 70320000 - Land rental or sale services
- 71000000 - Architectural, construction, engineering and inspection services
- 79411000 - General management consultancy services
- 79418000 - Procurement consultancy services

### **II.2.3) Place of performance**

NUTS codes

- UK - UNITED KINGDOM

### **II.2.4) Description of the procurement**

This lot will be for the construction of a variety of residential and commercial.

It is envisaged that the Land Brokers (Lot 1) will work with clients providing the following services:

— lead and project management,

— investment and commercial advice (including negotiation) to secure a fully tendered construction contract with a fixed price and the delivery of a land sale and development agreement,

— detailed design development, including full design team capability, including but not limited to architect and principal designer, cost consultant, mechanical and electrical services, structural engineering, civil/infrastructure engineering, landscape architects, acoustic, traffic, environmental, fire and BREEAM,

— stakeholder management and consultation, including local and national political stakeholders,

- planning and development advice and support, including the achievement of outline or detailed planning consent and other necessary consents (e.g. Section 77/Schedule 1 consent for the sale of school playing fields, education funding agency approval),
- detailed financial modelling and cost planning demonstrating a commercially viable scheme,
- development of the funding, procurement and delivery strategy to ensure the scheme is developed,
- provision of all necessary technical and planning surveys, including but not limited to transport/traffic, ecology, archaeology, geotechnical, utilities, asbestos, building condition, flood risk, energy assessment, arboriculture, air quality, noise and vibration,
- other ad-hoc advice, as may be required by the specifics of the project, including service delivery advice,
- in addition, land brokers may also be retained by the client to provide services during and post the construction phase including acting as the client's agent and ensuring that the project is built out in accordance with the agreed specification, programme and outcomes.

Land brokers under Lot 1 will deliver these services throughout the project lifecycle, normally taking full financial risk on the project after an exclusivity arrangement has been entered into with the client.

#### **II.2.5) Award criteria**

Quality criterion - Name: Operations management / Weighting: 30

Quality criterion - Name: Framework marketing / Weighting: 5

Quality criterion - Name: Social value / Weighting: 5

Price - Weighting: 60

#### **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: Yes

## Identification of the project

Identification of the project: a number of contracts called off under the framework agreement may be completed using funding received via the European Union including but not limited to the European Regional Development Fund.

### **II.2.14) Additional information**

The broker framework will be available for use by or on behalf of public and charitable sector organisations who will identify land assets for broker services.

It is envisaged that a framework agreement will be awarded to up to 6 consultants for this lot. The maximum number of bidders for this lot may increase where 2 or more bidders have tied scores in sixth position. EN:Procure also reserve the right to award to any bidder whose final score is within 2 % of the sixth or equal sixth position for this lot.

## **II.2) Description**

### **II.2.1) Title**

Land Advisers

Lot No

2

### **II.2.2) Additional CPV code(s)**

- 70110000 - Development services of real estate
- 70120000 - Buying and selling of real estate
- 70310000 - Building rental or sale services
- 70320000 - Land rental or sale services
- 71200000 - Architectural and related services
- 71310000 - Consultative engineering and construction services
- 71324000 - Quantity surveying services
- 71510000 - Site-investigation services
- 71520000 - Construction supervision services
- 71530000 - Construction consultancy services

- 71540000 - Construction management services
- 79411000 - General management consultancy services
- 79418000 - Procurement consultancy services

### **II.2.3) Place of performance**

NUTS codes

- UK - UNITED KINGDOM

### **II.2.4) Description of the procurement**

It is envisaged that the Land Advisers (Lot 2) will work with clients providing the following services:

- appraisal of development opportunities to determine commercial viability and deliverability; including: undertaking RIBA Stage 1 initial viability checks, strategic options analyses, planning assessments, due diligence and surveys to establish feasibility of the project,
- preparation of a detailed client brief financial modelling to assess initial viability,
- preparation of the planning development brief and initial liaison with the planning authority,
- local stakeholder mapping,
- early stage soft market testing,
- initial surveys to understand key site risks,
- preparation of a technical feasibility report including planning issues and an indicative master plan,
- this lot will also allow clients to secure support from a land adviser at any point during the lifecycle of a scheme for strategic and technical advice on the development of surplus assets,
- in addition, land advisers may also be retained by the client to provide services during and post the construction phase including acting as the client's agent and ensuring that the project is built out in accordance with the agreed specification, programme and outcomes.

Land advisers under Lot 2 will deliver services by way of lump sum fees or time charge

commissions and will not take any financial risk.

#### **II.2.5) Award criteria**

Quality criterion - Name: Operations management / Weighting: 30

Quality criterion - Name: Framework marketing / Weighting: 5

Quality criterion - Name: Social value / Weighting: 5

Price - Weighting: 60

#### **II.2.11) Information about options**

Options: No

#### **II.2.13) Information about European Union Funds**

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## **Section IV. Procedure**

### **IV.1) Description**

#### **IV.1.1) Type of procedure**

Open procedure

#### **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: [2020/S 212-520571](#)

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## **Section V. Award of contract**

### **Contract No**

1

### **Lot No**

1

### **Title**

Land Brokers

A contract/lot is awarded: Yes

### **V.2) Award of contract**

#### **V.2.1) Date of conclusion of the contract**

18 January 2021

**V.2.2) Information about tenders**

Number of tenders received: 2

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

**V.2.3) Name and address of the contractor**

Keyland Developments Limited

Western House, Western Way,

Bradford

BD6 2SZ

Country

United Kingdom

NUTS code

- UKE - YORKSHIRE AND THE HUMBER

National registration number

2180728

The contractor is an SME

Yes

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

Lowest offer: £0.01 / Highest offer: £150,000,000 taken into consideration

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## **Section V. Award of contract**

### **Contract No**

02

### **Lot No**

2

### **Title**

Land Advisers

A contract/lot is awarded: Yes

### **V.2) Award of contract**

#### **V.2.1) Date of conclusion of the contract**

18 January 2021

#### **V.2.2) Information about tenders**

Number of tenders received: 6

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

#### **V.2.3) Name and address of the contractor**

Arcadis Consulting (UK) Limited

Arcadis House, 34 York Way

London

N1 9AB

Country

United Kingdom

NUTS code

- UKI - LONDON

National registration number

2212959

The contractor is an SME

No

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

Lowest offer: £0.01 / Highest offer: £100,000,000 taken into consideration

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### **Section V. Award of contract**

#### **Contract No**

03

#### **Lot No**

2

#### **Title**

Land Advisers

A contract/lot is awarded: Yes

#### **V.2) Award of contract**

##### **V.2.1) Date of conclusion of the contract**

18 January 2021

##### **V.2.2) Information about tenders**

Number of tenders received: 6

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

##### **V.2.3) Name and address of the contractor**

Aspinall Verdi Limited

at Second Floor Matthew Murray House, 97 Water Lane

Leeds

LS11 5QN

Country

United Kingdom

NUTS code

- UKE - YORKSHIRE AND THE HUMBER

National registration number

6908655

The contractor is an SME

Yes

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

Lowest offer: £0.01 / Highest offer: £100,000,000 taken into consideration

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### **Section V. Award of contract**

#### **Contract No**

04

#### **Lot No**

2

#### **Title**

Land Advisers

A contract/lot is awarded: Yes

## **V.2) Award of contract**

### **V.2.1) Date of conclusion of the contract**

18 January 2021

### **V.2.2) Information about tenders**

Number of tenders received: 6

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

### **V.2.3) Name and address of the contractor**

BNP Paribas Real Estate Advisory & Property Management UK Limited

5 Aldermanbury Square

London

EC2V 7BP

Country

United Kingdom

NUTS code

- UKI - LONDON

National registration number

4176965

The contractor is an SME

No

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

Lowest offer: £0.01 / Highest offer: £100,000,000 taken into consideration

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## **Section V. Award of contract**

### **Contract No**

05

### **Lot No**

2

### **Title**

Land Advisers

A contract/lot is awarded: Yes

### **V.2) Award of contract**

#### **V.2.1) Date of conclusion of the contract**

18 January 2021

#### **V.2.2) Information about tenders**

Number of tenders received: 6

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

#### **V.2.3) Name and address of the contractor**

Edward Architectural Services Limited

2 Riverside Way, Whitehall Waterfront

Leeds

LS1 4EH

Country

United Kingdom

NUTS code

- UKE - YORKSHIRE AND THE HUMBER

National registration number

5569566

The contractor is an SME

Yes

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

Lowest offer: £0.01 / Highest offer: £100,000,000 taken into consideration

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### **Section V. Award of contract**

#### **Contract No**

06

#### **Lot No**

2

#### **Title**

Land Advisers

A contract/lot is awarded: Yes

#### **V.2) Award of contract**

##### **V.2.1) Date of conclusion of the contract**

18 January 2021

##### **V.2.2) Information about tenders**

Number of tenders received: 6

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

##### **V.2.3) Name and address of the contractor**

GenR8 Developments LLP

Parsonage Chambers, 3 The Parsonage

Manchester

M3 2HW

Country

United Kingdom

NUTS code

- UKD - NORTH WEST (ENGLAND)

National registration number

OC333103

The contractor is an SME

Yes

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

Lowest offer: £0.01 / Highest offer: £100,000,000 taken into consideration

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## **Section VI. Complementary information**

### **VI.3) Additional information**

Individual contracting authorities entitled to access the framework agreement will have the option to agree and award underlying contracts to the appointed consultants at any stage during the term of the framework agreement. The following contracting authorities will be entitled to agree and award underlying contracts under the framework agreement as and when required — Any member or customer of EN:Procure from time to time, which may include:

- (a) any social housing provider in the United Kingdom from time to time;
- (b) any local authority in the United Kingdom from time to time; and

(c) any Community Land Trust and community interest company from time to time; an

(d) any public sector body or register charity including:

(i) Educational Establishments: Nursery School, Primary School, Middle or High School, Secondary School, Academy, Special School, Pupil Referral Unit (PRU), Further Education, College, University. <http://www.schoolswebdirectory.co.uk/index.php>  
<http://www.ucas.com/students/choosingcourses/choosinguni/instguide/>  
<http://www.ukschoolsdirectory.net/searchresult.php>  
<http://www.edubase.gov.uk/search.xhtml?clear=true>

ii) Police, Fire and Rescue, Maritime and Coastguard Agency Emergency Services:

<http://www.police-information.co.uk/police-directory/index.php?category=6>  
<http://www.psni.police.uk/index.htm> <http://www.scottish.police.uk/>  
<http://www.nifrs.org/locations.php> <http://www.mcga.gov.uk/c4mca/mcga07-home.htm>  
<http://www.fireservice.co.uk/information/ukfrs>

(iii) NHS Bodies, the HSC (Northern Ireland) and Ambulance Services:

<http://www.nhs.uk/ServiceDirectories/Pages/AcuteTrustListing.aspx>  
<http://www.hscni.net/index.php?link=trusts>  
<http://www.engage.hscni.net/partners/NIAS.html>  
<http://www.show.scot.nhs.uk/organisations/index.aspx>  
<http://www.scottishambulance.com/AboutUs/HowWeOrganised.aspx>  
<http://www.wales.nhs.uk/nhswalesaboutus/structure> Central

(iv) Government Departments and their Agencies:

<http://www.direct.gov.uk/en/DI1/Directories/A-ZOfCentralGovernment/index.htm>

(v) Registered Charities: [http://www.charity-commission.gov.uk/About\\_us/Regulation/](http://www.charity-commission.gov.uk/About_us/Regulation/Registering_charities_index.aspx)  
[Registering\\_charities\\_index.aspx](http://www.oscr.org.uk/) <http://www.oscr.org.uk/>  
<http://www.dsdni.gov.uk/ccni.htm>

(e) any entity or joint venture company that any of the entities referred to in (a) to (d) hold an interest in from time to time;

(f) any procurement consortia.

‘Social Housing Provider’ for this purpose means any provider of social housing and includes, without limitation, registered providers, local authorities and Arms Length Management Organisations (ALMOs) and including any subsidiary and sponsoring department of such bodies.

A list of current Social Housing Providers can be found by visiting [www.gov.uk/government/publications/currentregisteredproviders-of-social-housing](http://www.gov.uk/government/publications/currentregisteredproviders-of-social-housing)

For bidders' information a list of EN's current customers is:

ACIS Group — [www.acisgroup.co.uk](http://www.acisgroup.co.uk)

Ashfield District Council — [www.ashfield.gov.uk](http://www.ashfield.gov.uk)

Barnsley Metropolitan Borough Council — [www.barnsley.gov.uk](http://www.barnsley.gov.uk)

Berneslai Homes — [www.berneslaihomes.co.uk](http://www.berneslaihomes.co.uk)

Bradford Metropolitan Borough Council — [www.bradford.gov.uk/bmdc](http://www.bradford.gov.uk/bmdc)

Beyond Housing — [www.beyondhousing.org](http://www.beyondhousing.org)

Calder Valley Community Land Trust — [www.caldervalleyclt.org.uk](http://www.caldervalleyclt.org.uk)

City of Lincoln Council — [www.lincoln.gov.uk](http://www.lincoln.gov.uk)

City of York Council — [www.york.gov.uk](http://www.york.gov.uk)

Connect Housing — [www.connecthousing.org.uk](http://www.connecthousing.org.uk)

Derwent Living — [www.derwentliving.com](http://www.derwentliving.com)

Doncaster Council — [www.doncaster.gov.uk](http://www.doncaster.gov.uk)

First Choice Homes Oldham - [www.fcho.co.uk](http://www.fcho.co.uk)

Guinness Partnership — [www.guinnesspartnership.com](http://www.guinnesspartnership.com)

Harrogate Borough Council — [www.harrogate.gov.uk](http://www.harrogate.gov.uk)

Home Group — [www.homegroup.org.uk](http://www.homegroup.org.uk)

Hull City Council — [www.hullcc.gov.uk](http://www.hullcc.gov.uk)

Joseph Rowntree Housing Trust — [www.jrht.org.uk](http://www.jrht.org.uk)

Kirklees Council — [www.kirklees.gov.uk](http://www.kirklees.gov.uk)

Kirklees Neighbourhood Housing — [www.knh.org.uk](http://www.knh.org.uk)

Leeds and Yorkshire Housing Association — [www.lyha.co.uk](http://www.lyha.co.uk)

Leeds City Council — [www.leeds.gov.uk](http://www.leeds.gov.uk)

Leeds Jewish Housing Association — [www.ljha.co.uk](http://www.ljha.co.uk)

Lincolnshire Housing Partnership — [www.lincolnshirehp.com](http://www.lincolnshirehp.com)

Manningham Housing Association — [www.manninghamhousing.co.uk](http://www.manninghamhousing.co.uk)

Northumberland County Council — [www.northumberland.gov.uk](http://www.northumberland.gov.uk)

Ongo Homes — [www.ongo.co.uk/ongo-homes](http://www.ongo.co.uk/ongo-homes)

Pickering and Ferens Homes — [www.pfh.org.uk](http://www.pfh.org.uk)

Richmondshire District Council — [www.richmondshire.gov.uk](http://www.richmondshire.gov.uk)

Rotherham Metropolitan District Council — [www.rotherham.gov.uk](http://www.rotherham.gov.uk)

Rykneld Homes — [www.rykneldhomes.org](http://www.rykneldhomes.org)

Selby District Council — [www.selby.gov.uk](http://www.selby.gov.uk)

Selby and District Housing Trust — [www.selby.gov.uk/selby-and-district-housing-trust](http://www.selby.gov.uk/selby-and-district-housing-trust)

Sheffield City Council — [www.sheffield.gov.uk](http://www.sheffield.gov.uk)

South Yorkshire Housing Association — [www.syha.co.uk](http://www.syha.co.uk)

St Leger Homes — [www.stlegerhomes.co.uk](http://www.stlegerhomes.co.uk)

Together Housing Group — [www.togetherhousing.co.uk](http://www.togetherhousing.co.uk)

Wokingham Borough Council — <https://www.wokingham.gov.uk/>

Wakefield District Housing — [www.wdh.co.uk](http://www.wdh.co.uk)

Yorkshire Housing — [www.yorkshirehousing.co.uk](http://www.yorkshirehousing.co.uk)

EN:Procure reserves the right to cancel the procurement at any time and not to proceed with all or any part of the framework agreement. EN:Procure will not under any circumstance reimburse any expense incurred by bidders in preparing their tender submissions for the framework agreement.

## **VI.4) Procedures for review**

### **VI.4.1) Review body**

Royal Courts of Justice

The Strand

London

WC2A 2LL

Country

United Kingdom

### **VI.4.2) Body responsible for mediation procedures**

Cabinet Office

70 Whitehall

London

SW1A 2AS

Country

United Kingdom