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Tender

Development Consultancy Framework for the Provision of Employers Agent, Cost Consultancy, CDM Advisor, and Principal Designer Services

THE GUINNESS PARTNERSHIP LIMITED

UK4: Tender notice - Procurement Act 2023 - [view information about notice types](#)

Notice identifier: 2025/S 000-031376

Procurement identifier (OCID): ocds-h6vhtk-050d49

Published 10 June 2025, 6:19pm

Changes to notice

This notice has been edited. The [previous version](#) is still available.

This amendment to the original notice does not fundamentally alter the proposed aims or aspirations of the procurement, or its conduct in any way, however clarifies a number of aspects relating to the conduct of the procedure which may not have been clear to bidders in the original publication. This information has been available throughout within the published PSQ documentation.

Scope

Reference

PRJ1000019

Description

The Guinness Partnership (TGP) is seeking to establish a multidisciplinary framework to deliver a range of development consultancy services across its nationwide portfolio. The framework will support the delivery of new build affordable housing, building safety, and planned maintenance projects, and will cover the following service areas:

Employer's Agent - including contract administration, project management, and procurement advice.

Cost Consultancy - full financial management of projects, including budgeting, tender review, and value engineering.

CDM Advisor and Principal Designer - ensuring compliance with Construction Design and Management Regulations and promoting health and safety throughout the lifecycle of the works.

These services will be required across England, with a focus on key regions such as Greater Manchester, London and the South-East, Bristol, Gloucester and Exeter, Yorkshire and Derbyshire. Flexibility and strong regional coverage are essential due to TGP's dispersed housing stock.

Commercial tool

Establishes an open framework

A series of frameworks with substantially the same terms. Awarded suppliers are carried over and new suppliers can bid.

Total value (estimated)

- £38,130,000 excluding VAT

- £45,760,000 including VAT

Above the relevant threshold

Contract dates (estimated)

- 1 November 2025 to 31 October 2028
- Possible extension to 31 October 2033
- 8 years

Description of possible extension:

In accordance with the terms of the Procurement Act, open frameworks must be reopened for further competition no later than the end of their maximum three-year initial term. As such it is Guinness' intention to reopen the framework for competition no later than the end of year 3 of the framework.

The length of the subsequent framework is permitted under the Procurement Act to be for a maximum of 5 years, so is envisaged to run for this period of time, although may at Guinness' discretion be reopened at an earlier stage.

The total maximum term of the open framework may not exceed 8 years in total and therefore will be capped at this length. Call-offs may be awarded that expire after any of the above-stated framework end dates, provided these are within reason and in accordance with any limitations set out within the Procurement Act 2023 or other relevant legislation.

Main procurement category

Services

CPV classifications

- 71315100 - Building-fabric consultancy services

- 71315200 - Building consultancy services
- 71315210 - Building services consultancy services
- 71315300 - Building surveying services
- 73220000 - Development consultancy services

Not the same for all lots

Contract locations are shown in Lot sections, because they are not the same for all lots.

Lot 1. Employer's Agent and Cost Consultancy (North Region)

Description

This lot is designed to secure suppliers with the combined capability to deliver both Cost Consultancy and Employer's Agent services, offering clients a single, coordinated approach to project delivery and financial management for the North Region of England.

Employer's Agent Service Objectives:

Deliver end-to-end contract administration, project management, and consultancy services to support the successful delivery of construction projects, including advising on procurement strategies and tendering approaches.

Oversee all project phases from inception to completion, ensuring strict compliance with contractual obligations, regulatory standards, and the Employer's requirements.

Where required, provide integrated cost consultancy to maintain robust financial oversight and ensure value for money throughout the project lifecycle.

Facilitate proactive coordination among all stakeholders to uphold quality, control costs,

meet programme targets, and effectively manage risks and project changes.

Explore and implement opportunities to integrate cost consultancy within the Employer's Agent role for comprehensive project support.

Cost Consultancy Service Objectives:

Manage all financial aspects of the project, including the preparation of cost plans, cashflow forecasts, and payment schedules.

Ensure accuracy and consistency in project documentation, review tenders for discrepancies, and negotiate with contractors to secure best value.

Advise on design, life-cycle, and operational costs, monitor budgets, and ensure adherence to financial constraints.

Lead value management initiatives, provide commercial contract advice, participate in progress meetings, and oversee financial reporting to ensure projects are delivered within budget and aligned with financial objectives.

Guinness intends to appoint 5 suppliers to this lot, although may appoint up to a maximum of 7 suppliers where final tender scores are significantly close. An objective methodology for this selection approach will be included within the ITT.

Lot value (estimated)

- £9,530,000 excluding VAT
- £11,440,000 including VAT

Framework lot values may be shared with other lots

Contract locations

- UKD - North West (England)
- UKE - Yorkshire and the Humber
- UKF - East Midlands (England)

- UKG - West Midlands (England)

Same for all lots

CPV classifications and contract dates are shown in the Scope section, because they are the same for all lots.

Lot 2. Employer's Agent and Cost Consultancy (South-East Region)

Description

This lot is designed to secure suppliers with the combined capability to deliver both Cost Consultancy and Employer's Agent services, offering clients a single, coordinated approach to project delivery and financial management for the South-East Region of England.

Employer's Agent Service Objectives:

Deliver end-to-end contract administration, project management, and consultancy services to support the successful delivery of construction projects, including advising on procurement strategies and tendering approaches.

Oversee all project phases from inception to completion, ensuring strict compliance with contractual obligations, regulatory standards, and the Employer's requirements.

Where required, provide integrated cost consultancy to maintain robust financial oversight and ensure value for money throughout the project lifecycle.

Facilitate proactive coordination among all stakeholders to uphold quality, control costs, meet programme targets, and effectively manage risks and project changes.

Explore and implement opportunities to integrate cost consultancy within the Employer's Agent role for comprehensive project support.

Cost Consultancy Service Objectives:

Manage all financial aspects of the project, including the preparation of cost plans,

cashflow forecasts, and payment schedules.

Ensure accuracy and consistency in project documentation, review tenders for discrepancies, and negotiate with contractors to secure best value.

Advise on design, life-cycle, and operational costs, monitor budgets, and ensure adherence to financial constraints.

Lead value management initiatives, provide commercial contract advice, participate in progress meetings, and oversee financial reporting to ensure projects are delivered within budget and aligned with financial objectives.

Guinness intends to appoint 5 suppliers to this lot, although may appoint up to a maximum of 7 suppliers where final tender scores are significantly close. An objective methodology for this selection approach will be included within the ITT.

Lot value (estimated)

- £9,530,000 excluding VAT
- £11,440,000 including VAT

Framework lot values may be shared with other lots

Contract locations

- UKF - East Midlands (England)
- UKG - West Midlands (England)
- UKH - East of England
- UKI - London
- UKJ - South East (England)

Same for all lots

CPV classifications and contract dates are shown in the Scope section, because they are the same for all lots.

Lot 3. Employer's Agent and Cost Consultancy (South-West Region)

Description

This lot is designed to secure suppliers with the combined capability to deliver both Cost Consultancy and Employer's Agent services, offering clients a single, coordinated approach to project delivery and financial management for the South-West Region of England.

Employer's Agent Service Objectives:

Deliver end-to-end contract administration, project management, and consultancy services to support the successful delivery of construction projects, including advising on procurement strategies and tendering approaches.

Oversee all project phases from inception to completion, ensuring strict compliance with contractual obligations, regulatory standards, and the Employer's requirements.

Where required, provide integrated cost consultancy to maintain robust financial oversight and ensure value for money throughout the project lifecycle.

Facilitate proactive coordination among all stakeholders to uphold quality, control costs, meet programme targets, and effectively manage risks and project changes.

Explore and implement opportunities to integrate cost consultancy within the Employer's Agent role for comprehensive project support.

Cost Consultancy Service Objectives:

Manage all financial aspects of the project, including the preparation of cost plans, cashflow forecasts, and payment schedules.

Ensure accuracy and consistency in project documentation, review tenders for discrepancies, and negotiate with contractors to secure best value.

Advise on design, life-cycle, and operational costs, monitor budgets, and ensure

adherence to financial constraints.

Lead value management initiatives, provide commercial contract advice, participate in progress meetings, and oversee financial reporting to ensure projects are delivered within budget and aligned with financial objectives.

Lot value (estimated)

- £8,670,000 excluding VAT
- £10,400,000 including VAT

Framework lot values may be shared with other lots

Contract locations

- UKF - East Midlands (England)
- UKG - West Midlands (England)
- UKK - South West (England)

Same for all lots

CPV classifications and contract dates are shown in the Scope section, because they are the same for all lots.

Lot 4. CDM Advisor and Principal Designer (National Coverage)

Description

This lot seeks providers with the integrated capability to deliver both CDM Advisor and Principal Designer services, ensuring comprehensive support for health and safety compliance and risk management throughout all project stages, in line with the Construction (Design and Management) Regulations 2015 on a National basis in England.

Lot value (estimated)

- £10,400,000 excluding VAT
- £12,480,000 including VAT

Framework lot values may be shared with other lots

Contract locations

- UKC - North East (England)
- UKD - North West (England)
- UKE - Yorkshire and the Humber
- UKF - East Midlands (England)
- UKG - West Midlands (England)
- UKH - East of England
- UKI - London
- UKJ - South East (England)
- UKK - South West (England)

Same for all lots

CPV classifications and contract dates are shown in the Scope section, because they are the same for all lots.

Framework

Open framework scheme end date (estimated)

31 October 2033

Maximum number of suppliers

Unlimited

Maximum percentage fee charged to suppliers

2.5%

Further information about fees

Guinness intends to extend access to the framework to other Contracting Authorities, and an access fee will be charged when these third parties access the framework.

In accordance with the new rules under Procurement Act 2023, fees may only be recovered as a percentage charge of the contract award value from framework suppliers, and may therefore not be charged directly to those Contracting Authorities in exchange for access.

A framework fee will therefore be charged directly to suppliers that have been awarded a call-off contract. The sum due will be calculated as a fixed percentage (2.5 percent) of the estimated value of the call-off contract(s) awarded to the supplier, and subsequently updated to reflect actual turnover.

These fees will therefore need to be incorporated into each supplier's framework rate submission (should they be invited to submit a tender in the second stage of competition).

Please note that no access fee will be payable when Guinness itself makes use of the framework.

Fee collection:

It is currently envisaged that these fees will be calculated and charged to framework suppliers on a quarterly basis, based on a quarterly self-declaration to be provided by the framework supplier. This will form a condition of the framework contract with the supplier.

Framework turnover will then also be reconciled periodically (envisaged as annually) back to contracting authority spend, to ensure that the correct fees have been collected.

Framework operation description

Please refer to the PSQ document in Proactis -
<https://supplierlive.proactisp2p.com/Account/Login>

The framework will include both a suite of direct award mechanisms and a mechanism for further competitions to be carried out.

Direct award mechanisms will include the standard award to the top-ranked supplier (or other subsequent-ranked suppliers if the provider declines the opportunity), as well as a facility for an adjusted ranking system based on in-life factors such as existing workload distribution and performance.

The framework will also allow direct awards to any supplier on the framework, regardless of rank, in the following circumstances:

- where the Framework Supplier has already carried out services at risk for Guinness or the Authorised User in relation to the project to which the Call Off Contract relates,
- where the Call Off Contract has substantial similarities to a previous project in which the Framework Supplier was involved (whether such project was the subject of a Call Off Contract awarded under this Framework Agreement or not)
- where for reasons of urgency it is not reasonably practicable to award the Call Off Contract by way of a Mini-Competition,
- where Guinness or the Authorised User has determined through application of the Capability Criteria that only that Framework Supplier is capable of carrying out the Call Off Contract
- where Guinness or the Authorised User has determined that a Framework Supplier has unique insight and understanding of the project to which the Call Off Contracts relates and/or the project's key stakeholders,
- where the Framework Supplier has already performed services relating to the Call Off Contract and Guinness or the Authorised User requires continuity of service in respect of such a subsequent phase or stage of work,

- where Guinness or the Authorised User has invited expressions of interest from Framework Suppliers in relation to an intended Mini-Competition for a Call Off Contract, and only one Framework Supplier has responded to express their interest within the requisite timescale set by Guinness or the Authorised User,
- where the estimated value of the Services to be carried out under the Call Off Contract is less than the amount below which direct awards are permitted by Guinness's or the Authorised User's standing orders from time to time,
- where for reasons of confidentiality or commercial sensitivity it is not reasonably practicable to award the Call Off Contract by way of a Mini-Competition,
- where Guinness or the Authorised User is bound to work with a particular Framework Supplier by reason of any funding condition, or other contractual requirement imposed by another party.

Award method when using the framework

Either with or without competition

Contracting authorities that may use the framework

This Framework has been designed not only to meet the ongoing consultancy needs of The Guinness Partnership Limited (TGPL), but also to support wider sector collaboration. In addition to use by TGPL, the Framework will be made available to Authorised Users, which may include:

- Any entity within the same group of companies as TGPL ('Guinness Group Members'),
- Any entity in which TGPL or a Guinness Group Member holds an interest from time to time,
- Any Social Housing Provider in the United Kingdom (excluding TGPL and Guinness Group Members), and
- Any other 'Contracting Authority' as defined under the Public Contracts Regulations 2015 or the Procurement Act 2023.s]

Please refer to the PSQ Guidance document for further detail (the full scope cannot be

included in this notice due to a limitation on the no. of words / characters which can be included).

Participation

Legal and financial capacity conditions of participation

Lot 1. Employer's Agent and Cost Consultancy (North Region)

Lot 2. Employer's Agent and Cost Consultancy (South-East Region)

Lot 3. Employer's Agent and Cost Consultancy (South-West Region)

Lot 4. CDM Advisor and Principal Designer (National Coverage)

Refer to PSQ document.

Technical ability conditions of participation

Lot 1. Employer's Agent and Cost Consultancy (North Region)

Lot 2. Employer's Agent and Cost Consultancy (South-East Region)

Lot 3. Employer's Agent and Cost Consultancy (South-West Region)

Lot 4. CDM Advisor and Principal Designer (National Coverage)

Refer to PSQ document.

Particular suitability

Lot 1. Employer's Agent and Cost Consultancy (North Region)

Lot 2. Employer's Agent and Cost Consultancy (South-East Region)

Lot 3. Employer's Agent and Cost Consultancy (South-West Region)

Lot 4. CDM Advisor and Principal Designer (National Coverage)

Small and medium-sized enterprises (SME)

Submission

Enquiry deadline

25 June 2025, 1:00pm

Submission type

Requests to participate

Deadline for requests to participate

8 July 2025, 5:00pm

Submission address and any special instructions

<https://supplierlive.proactisp2p.com/Account/Login>

Tenders may be submitted electronically

Yes

Languages that may be used for submission

English

Suppliers to be invited to tender

Lot 1. Employer's Agent and Cost Consultancy (North Region)

Lot 2. Employer's Agent and Cost Consultancy (South-East Region)

Lot 3. Employer's Agent and Cost Consultancy (South-West Region)

Lot 4. CDM Advisor and Principal Designer (National Coverage)

12 to 15 suppliers per lot

Selection criteria:

per lot

Award decision date (estimated)

31 October 2025

Award criteria

Lot 1. Employer's Agent and Cost Consultancy (North Region)

Name	Description	Type	Weighting
Quality	A selection of quality criteria relating to the subject matter of the contract will be assessed. The exact headlines, questions and weightings are still being formulated, however are expected to include assessment of the following: - bidder's technical proposals and	Price	70%

Name	Description	Type	Weighting
	<p>proposed methodology for delivering services under the framework, - proposed resources to be available through the framework, including the proposed framework management team, delivery resources and exploration of qualifications for proposed staff - the quality evaluation may include evaluation of the bidder's proposed approaches to lot-specific considerations relating to the services delivered, to assess and understand the bidder's depth of knowledge and proposed approach to key challenges that are likely to be experienced during service delivery - proposals for added value, social value and environmental considerations These criteria are still to be fully refined, as are their individual sub-weightings, and are subject to change. The process may include for a clarification or scored interview process - the exact approach will be confirmed in the ITT documents.</p>		

Name	Description	Type	Weighting
Cost	<p>It is likely that proposed costs and fees will be assessed on the basis of a sliding scale of fees, which will be charged as a % of total expected project value, based on a sliding scale of different value bands. This would be, for e.g. % fees charged for the following project band values: - up to £500,000 - £1,000,000 - £2,500,000 - £5,000,000 - £10,000,000 - £20,000,000 - £35,000,000 - £50,000,000 - £100,000,000 and above Bidders are also likely to be asked to provide day rates for staff of different levels of skill and seniority (i.e. senior partner through administrator). These criteria are still to be fully refined, as are weightings, and are subject to change.</p>	Cost	30%

Lot 2. Employer's Agent and Cost Consultancy (South-East Region)

Lot 3. Employer's Agent and Cost Consultancy (South-West Region)

Lot 4. CDM Advisor and Principal Designer (National Coverage)

Name	Description	Type	Weighting
Quality	<p>A selection of quality criteria relating to the subject matter of the contract will be assessed. The exact headlines, questions and weightings are still being formulated, however are expected to include assessment of the following: -</p> <ul style="list-style-type: none"> - bidder's technical proposals and proposed methodology for delivering services under the framework, - - proposed resources to be available through the framework, including the proposed framework management team, delivery resources and exploration of qualifications for proposed staff - the quality evaluation may include evaluation of the bidder's proposed approaches to lot-specific considerations relating to the services delivered, to assess and understand the bidder's depth of knowledge and proposed approach to key challenges that are likely to be experienced during service delivery - proposals for added value, social value and environmental considerations <p>These criteria are still to be</p>	Quality	70%

Name	Description	Type	Weighting
	<p>fully refined, as are their individual sub-weightings, and are subject to change. The process may include for a clarification or scored interview process - the exact approach will be confirmed in the ITT documents.</p>		
Cost	<p>It is likely that proposed costs and fees will be assessed on the basis of a sliding scale of fees, which will be charged as a % of total expected project value, based on a sliding scale of different value bands. This would be, for e.g. % fees charged for the following project band values: - up to £500,000 - £1,000,000 - £2,500,000 - £5,000,000 - £10,000,000 - £20,000,000 - £35,000,000 - £50,000,000 - £100,000,000 and above Bidders are also likely to be asked to provide day rates for staff of different levels of skill and seniority (i.e. senior partner through administrator). These criteria are still to be fully refined, as are weightings, and are subject to change.</p>	Cost	30%

Other information

Description of risks to contract performance

There is a possibility that external factors could lead to a substantial increase (or decrease) in Guinness' Development Programme, Planned Maintenance Programme, Building Safety Programme, or other related programmes of work, which could significantly affect the levels of workload which will be procured through the framework.

External factors could also impact upon the scope and associated cost of requirements, due to the introduction of new legislation or regulation.

External factors could include, for e.g. significant changes in government funding, housing development policy, asset management legislation, or the introduction of general new policy or regulation affecting the housing sector its financing, or housing maintenance.

Significant shifts in the economy impacting the prices of land, the cost of labour or materials, could lead to significant changes in the costs of work, the amount of work being carried out, or a significant increase or decrease in the volume of construction work carried out by Guinness.

Finally, there is the ever-present possibility of further mergers between Guinness and other housing organisations, which could substantially alter the requirements under the framework. Whilst there are not currently any such major projects known to the Procurement Team, this is extremely common within our sector (for e.g. Guinness has recently completed a merger with another HA, Shepherd's Bush HA), so this is not outside of the realms of possibility.

Applicable trade agreements

- Government Procurement Agreement (GPA)

Conflicts assessment prepared/revised

Yes

Procedure

Procedure type

Competitive flexible procedure

Competitive flexible procedure description

This tender process will consist of two stages:

Stage 1 - Procurement Specific Questionnaire (PSQ) - This current stage of the process will provide a means of shortlisting suppliers to be invited to submit a formal tender, and for establishing that all Participants invited to tender are able to meet the specified conditions of participation (minimum standards required by Guinness).

The PSQ will be evaluated on the basis of a series of questions relating to the conditions of participation, which will be evaluated on a pass or fail questions (Guinness reserves the right to review that bidders continue to meet these conditions throughout the duration of the process), and a series of shortlisting questions (project specific questions) with individual weightings, which will be scored out of a total of 100 percent. Please note that there is a minimum score award required of 2 out of 5 for each and every scored PSQ question - bidders failing to achieve this will also fail the assessment process.

Bidders must meet all specified conditions of participation to be able to take part in the process. The scored project specific questions will be used to determine which bidders will be invited to submit a tender in the second stage.

Guinness proposes to shortlist 12 participants per lot, but may allow up to a maximum of 15 where scores are sufficiently close - see PSQ document for detail.

The evaluation methodology for the shortlisting stage is set out in the PSQ documents attached to the opportunity on Proactis.

Stage 2 - Invitation to Tender (ITT): Shortlisted Participants will be invited to submit a tender. The process will be a single-stage tender requiring a price and quality submission in a format specified by Guinness. ITT documents will be provided to shortlisting bidders at the commencement of the tender period.

Tenders will be scored on the basis of 70 percent quality, 30 percent price. Both the pricing and quality evaluation matrices are still in the process of being refined, and the detailed evaluation methodology will be set out in the ITT when published. Some of the currently envisaged evaluation criteria are included within the 'Lot' Award Criteria - please note that these are not firm and fixed and are subject to change.

Guinness intends to appoint 5 suppliers per lot (provided that sufficient acceptable tenders are received) up to a maximum of 7 suppliers per lot in the event that scores are sufficiently close.

The objective methodology for determining this will be included within the ITT when issued.

Justification for not publishing a preliminary market engagement notice

Not Applicable - A previous Preliminary Engagement Notice (UK2) Procurement identifier (OCID): ocids-h6vhtk-04e95b (2025/S 000-007848) was issued and linked to a tender notice (2025/S 000-018890). However, the tender notice was cancelled via a Notice to Terminate Procurement (2025/S 000-018949) due to an administrative error in the notice.

This issue has been corrected, and a new tender notice was issued under 2025/S 000-019160.

As the original tender notice was cancelled, it is not possible to link the prior Preliminary Engagement Notice to the new Tender Notice. This notice issued is for the same competition as referred to under previous notices, and should be considered as linking to, and being for the same competition as, the above Preliminary Engagement Notice and Tender Notice, however replaces any previously issued information within those notices for the same competition (2025/S 000-018890, 2025/S 000-007848).

Documents

Associated tender documents

<https://supplierlive.proactisp2p.com/Account/Login>

Contracting authority

THE GUINNESS PARTNERSHIP LIMITED

- Companies House: IP031693
- Public Procurement Organisation Number: PBNQ-4523-TMYT

7th Floor, 350 Euston Road

London

NW1 3AX

United Kingdom

Email: procurement@guinness.org.uk

Website: <http://www.guinness.org.uk>

Region: UKI31 - Camden and City of London

Organisation type: Public undertaking (commercial organisation subject to public authority oversight)