



**PLACE Launch Event of the Design & Manufacture of Modular Homes 25/07/18 9am – 11am Tower Hamlets Council Chambers**

PLACE Procurement launch audio file found here: [wma](#) or [mp3](#) format.

**Agenda order & timings (in minutes) in audio file recording:**

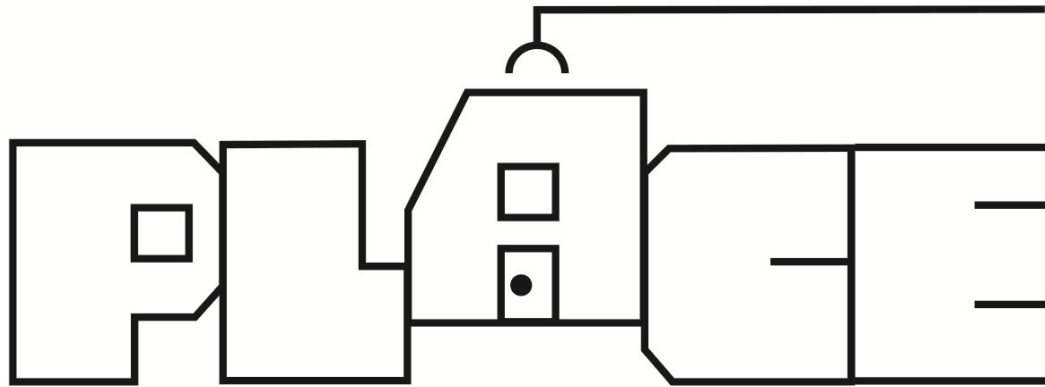
- 00:00** PLACE Overview  
*Mark Baigent, PLACE Ltd Director*
- 16:40** The Employer's Requirements  
*Robert Turner, PLACE Design Lead*
- 23:30** The Procurement Process  
*Andrew Shorter, Tower Hamlets Procurement*
- 30:00** Question & Answer session  
*Speakers + Elly Shepherd, London Councils Housing & Planning Head*

<b>Time (minutes during recording)</b>	<b>Question</b>
30:00	Do we want the modules to be constructed all at once and be stored until they are required on site?
32:00	Why have PLACE decided on blocks of flats of 4 stories over single dwellings of 2 stories?
33:45	What is the impact on the foundations? Will the foundations be reversible?
34:30	Will you have named sites available for discussion in the dialogue process?
36:10	Will there be a planning fast track process? Will there be concessions to the normal planning process?
37:55	What discussions have there been to date with London boroughs? Which boroughs are involved?
40:10	Who is procuring the site investigation works? As this is required to specify the right foundations.
42:25	Will there be warranty provision? How do you intend to incorporate this in the contract?
43:25	What is the rough price range per square foot?
43:45	Do you have any price range in mind based on commercial analysis?
45:20	Is the budget enough to provide strong enough structures for moveable flats?
45:45	What was the reasoning to divorce the site works & installation of modules and the design & manufacture of the modules as 2 separate contracts?
47:30	Would this be a suitable time to go in to a joint venture if we want to bid for site works too as a joint bid?
48:00	Is there confirmed Private and Public Funding available without requiring a warranty in place?

49:20	Who will be assembling the modules on site? The supplier of the modules?
51:05	So it is another party who will be assembling the modules on site?
52:20	Have PLACE considered splitting the design and manufacture to stimulate innovation further by allowing smaller companies to bid?
53:20	You may get better value by opening up the tender to a split between design and manufacture.
53:50	Will there be an overlapping contract that ties the site works contract and the design & manufacture contract?
54:25	What form of contracts will be in place for the two parties?
54:40	Are you undecided as to what form the contract for the site works will take?
55:35	The contract value range implies a range between 200 homes and 2000 homes. Will you expect a single supplier to provide capacity for 2000 homes? What do you expect as the improved value of looking at 2000 homes vs 200 homes?
57:00	What are the procurement timescales? When will the other procurements be launched?
58:20	Separation of the supply of modules and the assembly of the modules may result in issues with the technicalities of assembling the modules. Why is the procurement being separated?
60:50	Are you adding cost and practicality difficulties to the site works & assembly aspect by separating the contracts?
62:45	Is flexibility to alter the external fabric of the modules to suit the requirements of different planners required?
64:50	Are the space requirements fixed at the London Plan space standards?
65:35	PLACE state the modules have to look like any other building. Do the modules have to look like a terraced house?
67:05	Are you allowing for the fact that modules may require additional treatment to their exteriors on site to remain compliant?
69:50	Will the innovative aspect of the contract, the “movability”, be finalised in the dialogue stage or will this be further covered during the design phase of the contract?
71:50	Has there been any consultation with families expected to be occupying these homes? And how is it being pitched to them, will they expect to be there for the full 8-10 years?
73:20	Will several families or a single family be the occupants for the duration of the time the units are on site?
75:00	Could there be a scenario where the site development becomes permanent after the initial 8-10 years?
76:05	Will there be a deep social impact audit conducted?
77:35	You mentioned Joint Ventures. Are you going to circulate the list of attendees?
78:50	Will BIM be a requirement? And is it a factor in your scoring?
80:10	Are the council reserving the right to appoint more than one contractor to this contract? What are the safeguards against

	non-delivery and non-compliance?
81:40	What do you do if there's a failure in the contract?
82:10	Is there a specific spec on the type of electric heating, showers, water supplier, and other amenities like these?
83:10	How can you future proof the modules for regulation changes in 10 years' time?
84:20	Do the HQI internal storage space guides apply?
84:50	When you state modular, do you mean the pre-fabrication of the modules off-site and delivered whole or that components are made off-site and then assembled on-site?
85:40	Is there a separate ONM and transportation budget for future moves, or is it incorporated in to this contract budget? If not incorporated, does PLACE account for the quality and durability of materials in the weighting of materials in your evaluation?

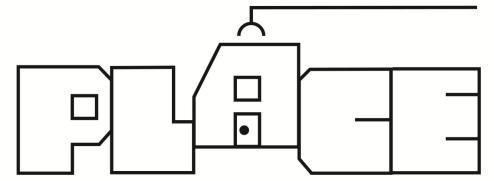
# **Pan-London Accommodation Collaborative Enterprise**



**Design & Manufacture of modular homes  
Procurement Launch Event**

25/07/18

# Agenda



**9:00 – 9:30**

Arrivals

**9:30 – 9:40**

PLACE Overview

*Mark Baigent, PLACE Ltd Director*

**9:40 – 9:50**

Employer's Requirements (The Specification)

*Robert Turner, PLACE Design Lead*

**9:50 – 10:00**

Procurement Process

*Andrew Shorter, Tower Hamlets Procurement*

**10:00 – 11:00** Questions from the floor

*Panel: Mark Baigent*

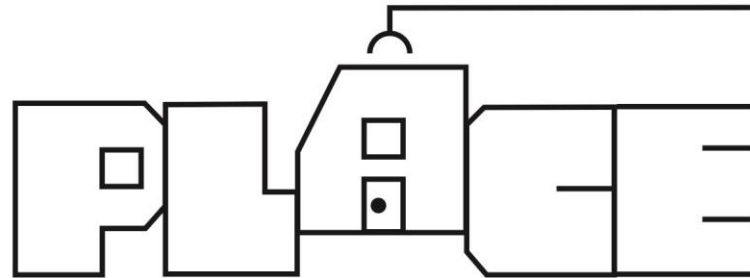
*Robert Turner*

*Andrew Shorter*

*Elly Shepherd (London Councils Housing & Planning Head)*

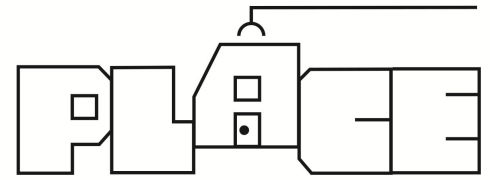
# Modular Temporary Accommodation for London

Mark Baigent  
Director of PLACE Ltd



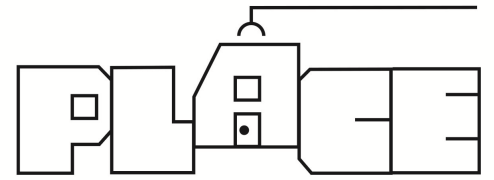
Pan-London Accommodation Collaborative Enterprise

# Context



- More than 54,300 London homeless households living in temporary accommodation
  - Nearly 44,000 are families with children
- PLACE is a collaborative programme launched by the London boroughs to deliver new temporary accommodation on under-used sites
- The GLA awarded £11M from their Innovation Fund
  - Pan-London collaborative approach
  - Innovation in the off-site precision manufacturing market
  - Use of ‘meanwhile’ sites

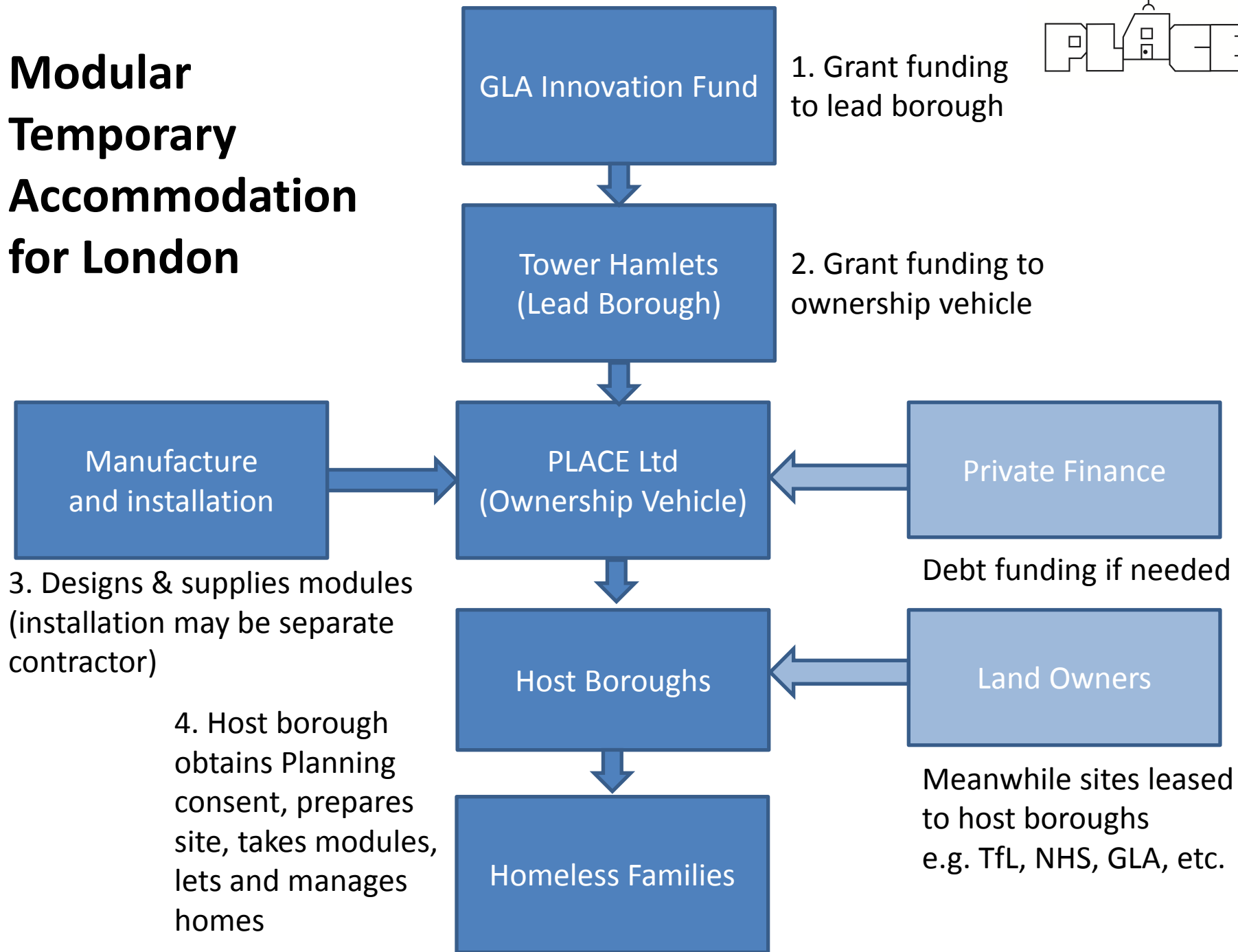
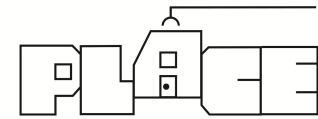
# Objectives



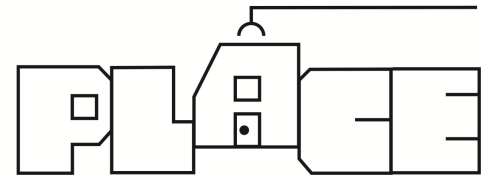
- Increase the supply of good quality family-sized accommodation for households that are homeless or at risk of homelessness
- Provide a lower cost, better quality, option for households that are placed in temporary accommodation (as an alternative to B&B, hostels and nightly-paid private housing)
- Deliver new homes on sites that would otherwise remain dormant over the short- to medium-term



# Modular Temporary Accommodation for London



# The Opportunity

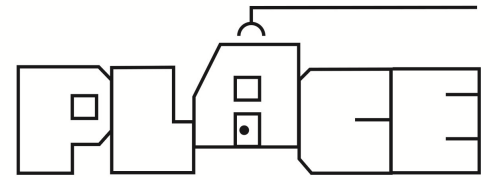


- Local authorities and the development sector working together to deliver innovation for the public good.
- PLACE will be a high profile and recognised programme that other cities and local authorities will be watching with a view to replicating.

## The Contract

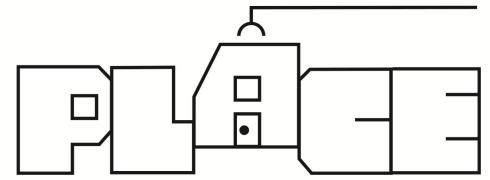
- **Type:** Supply of Goods
- **Valuation:** £9M to £75M
  - upper figure to account for contract extension and mitigate risks associated with uncertainty of what might lie ahead
- **Length:** 4 years + option to extend by 3 years

# Requirements

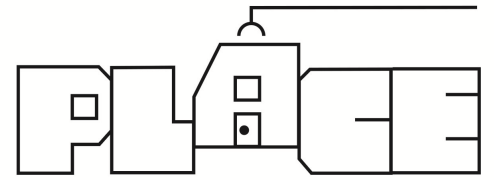


- Meanwhile sites – typically available for 8 to 10 years
- Ideally sites accommodate 20 to 50 homes
- Pan-London – viability varies by location and number of homes
- Local Housing Allowance rent levels (TA prices)
- Quality product – minimum 40 year life (up to 4 moves)
- Materials / construction type unspecified (innovation...!)
- Homes will meet Mayor’s housing space and design standards
- Speed and ease of demounting – moving – reinstalling
- PLACE Ltd owns homes and boroughs join as A or B members
- Host borough manages homes and takes void risk

# Timescale



- Company established (May 2018)
- £11m GLA grant agreement (July 2018)
- Launch OJEU procurement (July 2018)
- Award contract for design and manufacture (Spring 2019)
- First Planning application submitted (Spring 2019)
- Manufacture commences (Summer 2019)
- First site preparation and groundwork (Summer 2019)
- First modular homes installed on site (Autumn 2019)
- Additional sites into Planning, etc. (Summer 2019 onwards)
- All 200 modular homes delivered (Summer 2021)
- Potential to scale up further...



# Get in touch

## **MARK BAIGENT**

Director, PLACE Ltd

## **ALEX SEWELL**

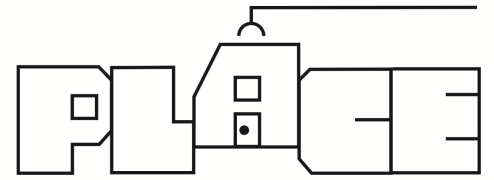
Special Projects Lead – Housing  
& Planning, London Councils

## **CHLOE LIANOS**

Project Manager, PLACE Ltd

[www.londoncouncils.gov.uk/place](http://www.londoncouncils.gov.uk/place)

**Email: [info@place-london.co.uk](mailto:info@place-london.co.uk)**

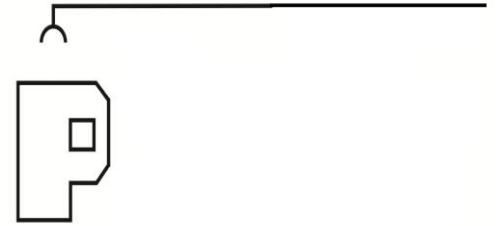


# **The Employer's Requirements**

What do we want you to build?

# The ERs

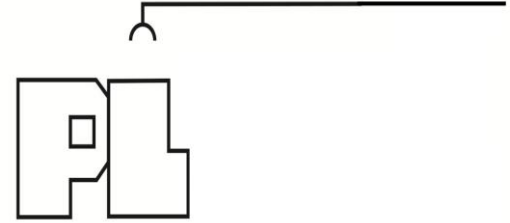
What do we want you to build?



- 200 flats
- 2 bedroom and 3 bedroom flats, including some 2 bedroom ones that are wheel-chair compliant
- Up to 4 storeys
- Block entrance / staircase / access
- Ancillary bits and bobs – balconies, bike shelters, refuse stores
- Delivered in batches of 10 – 25 flats to sites in London
- All 200 delivered 2019-21

# The ERs

What do we want you to build?



**The flats will be like any other, except that occasionally they must move**

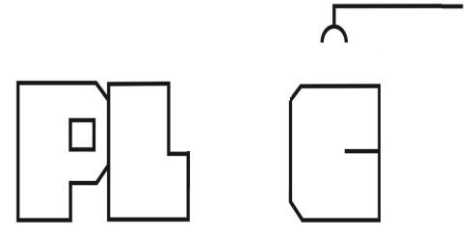
The moving process must:

- Be quick efficient and inexpensive;
- Not require any unusual skills, equipment or materials;
- Not cause undue disturbance to the finished external or internal surfaces



# The ERs

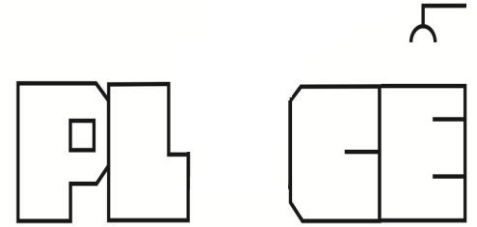
What do we want you to build?



- The design and arrangement of the flats must be adaptable for sites of varying size and shape.
- The individual flats need to be individually weather tight so they can be installed in any location within a block.
- We don't anticipate any changes in appearance with change in location.

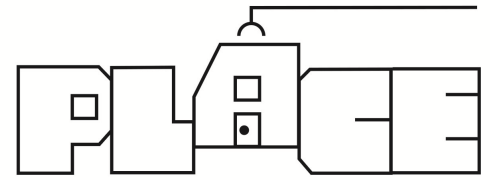
# The ERs

What do we want you to build?



## The detail of the ERs

- With the exception of the “moveability” requirements, there is nothing unusual in the requirements;
- The finished flats should look and feel like any other flat;
- The acoustic insulation requirements are “worst case”;
- The intended external appearance is contemporary, attractive, but not radical



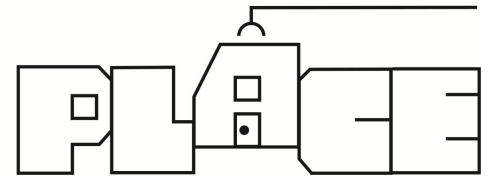
# The ERs

What do we want you to build?

Proposed delivery strategy:

1. Design, manufacture and delivery of the flats
2. Preparation of the sites, assembly and completion of the flats;
3. Relocation of the flats to subsequent sites;
4. Quality control and regulatory compliance;
5. Services connections;
6. Health & Safety (CDM)

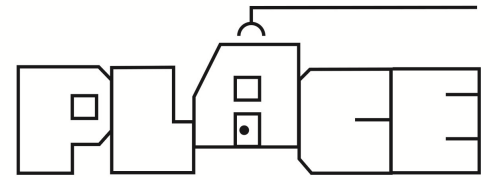
1, 2 & 3 may be combined



# **The Procurement Process**

Tender for the Design & Manufacture  
of modular homes

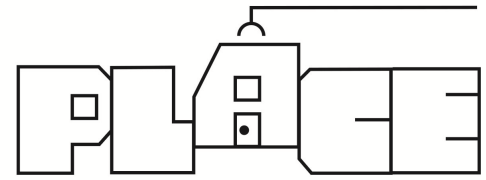
# Tender for the Design & Manufacture of modular homes



## Overview

- LBTH is tendering *on behalf of* **PLACE**
- EU-compliant process – but *contract* will be with the Teckal company
- Tender documents accessible at: <https://procontract.due-north.com/Login>
- Tender Reference Number: P5357
  - **Contract** Reference with PLACE will be different: PL0001LON
- The tender process comprises...

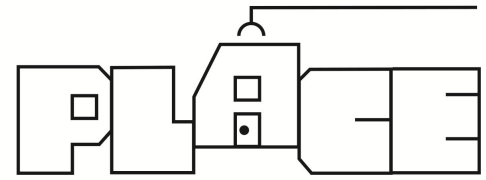
# Tender for the Design & Manufacture of modular homes



## The Procurement Process - Competitive Dialogue:

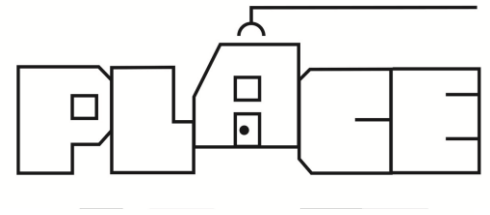
- Pre-qualification Stage – The Selection Questionnaire
    - Scored. Top six proceed to...
  - ISDS – Invitation to Submit Detailed Solution
    - First proposal
    - Scored against declared evaluation criteria – price and quality 30%:70% respectively
  - Leading three bidders invited to participate in Dialogue: ITPD
  - Three dialogue stages planned
    - Not planning to reduce bidder numbers at this stage
  - Dialogue to take place on key issues including:
    - Design details including...
    - Materials
    - Cost
    - Portability
    - Storage and transport
  - Invitation to Submit Final Tender
    - Same evaluation criteria will be used
- Key Milestones are: .....

# Tender for the Design & Manufacture of modular homes – Key Milestones



Event	Date
Deadline for submission of SQ	15 <sup>th</sup> August 2018 – 12.00 NOON!
Invitation to submit a detailed solution	13 <sup>th</sup> September 2018
Final date for submission of bids	13 <sup>th</sup> October, 1200 BST
Standstill period	29 <sup>th</sup> October – 2 <sup>nd</sup> November
Dialogue – stage 1	11 <sup>th</sup> – 17 <sup>th</sup> November
Dialogue – stage 2	18 <sup>th</sup> – 24 <sup>th</sup> November
Dialogue – stage 3 (if required)	25 <sup>th</sup> November – 1 <sup>st</sup> December
Invitation to submit a final tender issued	2 <sup>nd</sup> December
Return date for final bids	11 <sup>th</sup> December, 1200 GMT
Standstill period	12 <sup>th</sup> – 23 <sup>rd</sup> January
Successful bidder confirmed	24 <sup>th</sup> January
Contract commencement	1 <sup>st</sup> February 2019

# Tender for the Design & Manufacture of modular homes – More Detail

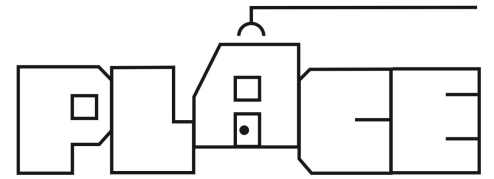


## Evaluation Criteria (summary):

CRITERION		WORD LIMIT	WEIGHTING
Quality	Question 1 - Design	none	35%
	Question 2 – Moveability	1000 Words	15%
	Question 3 – Supply chain	1000 Words	10%
	Question 4 - Environment	1000 Words	10%
	Subtotal for quality		
Cost	See clause 19 in the ITT for cost calculation methodology		30%
Total			100%



# Tender for the Design & Manufacture of modular homes



## Q & A

***Mark Baigent – PLACE Ltd, Director***

***Robert Turner – PLACE design lead***

***Andrew Shorter – Tower Hamlets, Procurement Officer***

***Elly Shepherd - London Councils, Housing & Planning Head***