



Department for
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& Net Zero



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CATAPULT
Energy Systems

Procurement:

Procurement routes and frameworks



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What is the purpose of this guide?

This guidance aims to provide you with examples of frameworks that are available to use to source your requirements as part of the procurement process.

We welcome your feedback on this resource, please email ESC at PSDecarbGuidance@es.catapult.org.uk

Procurement routes

A Framework is an agreement put in place with a provider or range of providers that enables buyers to place orders for services without running lengthy full tendering exercises. Frameworks are generally based on large volume buying. Aggregating different buyers' potential needs means individual buyers can source services at lower prices, or with special added benefits and/or more advantageous conditions.

Most Frameworks:

- are multi-provider, allowing several qualified providers to be on the Framework.
- are generally compliant to the Procurement Regulations (PCR), removing the need to independently undertake a full procurement process, as this has already been done as part of setting up the Framework.

Agreed terms and conditions are usually provided so organisations, if permitted to do so, simply 'call-off' the Framework to meet their own requirements.

The procurement route is often linked to the funding that is provided. The following table provides a list of some of the contracts that are under a type of Framework agreement that may or may not be open for use by all public sector bodies that may require member status for use.

There are some Frameworks that are open to all public bodies, however there are other frameworks that are restricted to specific contracting authorities / public sector bodies. Some also require membership which may or may not incur a fee or a percentage charge to use the framework.

New frameworks become available and are tendered on a regular basis, and consideration in respect of joining and use of Government sourcing portals should be considered, allowing you to be made aware of any new frameworks that may be advertised.

When using these Frameworks, consideration should be given to the Treaty Principles (PCR, Regulation 18) of; Equal Treatment, Mutual recognition, Proportionality, Transparency & Non Discrimination.

When considering which framework to adopt, please be aware that should a tender need repeating, for whatever reason, the process will need to be re-started – from the beginning. The only exception to this rule is where there is 'subject to renewal' confirmation selected in tender documentation

(Note that further restrictions may be in force linked to particular areas of the public sector)

The following tables provide a summary of some of the frameworks available, including the pros and cons for each.

Procurement framework	Terms & Conditions- Contract type	Summary	Timeline to use	Pros	Cons
Re:fit	EPC	<p>This partnership is a joint venture between the Local Government Association, HM Treasury and the Welsh Government, facilitating change by working impartially and collaboratively across all parts of central, local and regional government, and the devolved administrations.</p> <p>This helps public sector organisations to invest in energy efficiency and energy generation projects by helping them to establish energy service contracts.</p>	<p>4-6 months</p> <p>NB: Most projects take 9 months in public sector</p> <p>Consideration of PCR Regulation 18.</p>	<p>Uses OJEU.</p> <p>Assists customers to determine funding and financing strategy.</p>	<p>EPC only framework.</p> <p>The framework suppliers are fixed over the duration.</p> <p>They offer financing options.</p> <p>£40k fixed fee and 0.75% post award contract cost (min £15k – cap £45k) for client.</p>
Heat Networks and Electricity Generation Assets (HELGA)	Can use HELGA or own body terms and conditions	<p>The recently established Heat Networks and Electricity Generation Assets (HELGA) framework has been introduced by the Crown Commercial Service. It represents a flexible and easy</p>	<p>4 months minimum though MEP working to shorten.</p>	<p>Dynamic purchasing system</p> <p>Flexible in that customers can develop the written</p>	<p>CCS do not provide detailed support in the tender process and do not host an online procurement</p>

Procurement framework	Terms & Conditions- Contract type	Summary	Timeline to use	Pros	Cons
		way for potential public sector 'customers' to access a range of suppliers		<p>specifications with defined outcomes and deliverables.</p> <p>OJEU compliant.</p> <p>Free to access with no customer fees or charges.</p>	<p>portal.</p> <p>1% charge levied on the contractor.</p>
Carbon Energy Fund (CEF)	EPC	CEF is a privately run company that has links to some NHS trusts. It offers a full support EPC contract route where it operates as the middleman brokering EPC contractors and providing validation services.	Approx. 32 weeks (7-8 months)	<p>CEF has access to £300m+ of capital funding and wide choice of ESCo /EPC contractors</p> <p>Provide independent contract assurance through process</p>	<p>Privately run and for profit</p> <p>Fees negotiated but apply throughout</p> <p>Fees are percentage of capital value of the project</p>
ProCure23 (NHS only)	Not stated	ProCure23 (P23) is a Construction Procurement Framework administrated by the Department	Access to advice and Estate	Ability to control cost and get cost certainty by	Potential framework may not suitable, for the activity required

Procurement framework	Terms & Conditions- Contract type	Summary	Timeline to use	Pros	Cons
		of Health & Social Care for the development and delivery of NHS and Social Care capital schemes in England.	Development expertise very quickly with PSCP appointment within a timescale and a process that is in line with PCR, Regulation 18.	<p>agreement to a Guaranteed Maximum Price.</p> <p>Agreed rates, profit and overheads set at Framework level.</p> <p>Free VAT recovery service.</p> <p>Free Training to NHS and Social Care clients.</p> <p>Various funding methods.</p> <p>Free support.</p>	<p>but has some Mechanical and Electrical work e.g. hospital rewiring work circa £20m</p> <p>The framework is suitable as it has the ability to source providers quickly, however providers could be subcontracted.</p>
ESPO Framework 2664	Not stated	ESPO is a local authority owned purchasing and supply consortium. It is jointly owned by	Consideration of PCR.	The suppliers are not ranked so you can approach the	Purchase energy on behalf of local authorities up to the

Procurement framework	Terms & Conditions- Contract type	Summary	Timeline to use	Pros	Cons
		<p>the county councils of Cambridgeshire, Leicestershire, Warwickshire, Lincolnshire and Norfolk and city council of Peterborough.</p> <p>The framework is available for use nationally by any public body in the UK including NHS & HSC Bodies, Central Government Departments & their Agencies.</p>	Regulation 18.	<p>supplier of your choice immediately.</p> <p>You can place a direct call off order with any supplier on the framework based on the terms and price schedule.</p>	<p>entry point to the site – any siteworks that are behind the meter cannot be fulfilled using this framework.</p> <p>Fees options: % fee based on RIBA, hourly rates for a range of service disciplines and grades of seniority, or further competition.</p>
<p>NOCEPC</p> <p>(NHS only)</p>	Not stated	<p>The North of England Procurement Collaborative offers the Estates Consultancy Services which is a free to access framework offering customers a range of quality providers with health economy</p>	<p>Consideration of PCR</p> <p>Regulation 18.</p>	<p>Flexibility to direct purchase with no minimum volume or commitment period.</p>	<p>Only consultancy services are available currently – hard FM framework due out 4-6 weeks.</p> <p>At face value, it</p>

Procurement framework	Terms & Conditions- Contract type	Summary	Timeline to use	Pros	Cons
		experience through a multi-lot agreement. Services include project management, health and safety and architectural.			appears contract would be sub-contracted. There is a DPS for minor works. Membership fee applies but framework is free.
London Procurement Partnership LPP Consultancy Framework L0039 - Estates and Facilities Advisory Services	Not stated	NHS LPP develops and manages collaborative procurement projects on behalf of its members including acute, community and mental health trusts, as well as clinical commission groups. National Framework for construction works to provide high quality works (valued between £500,000 - £5,000,000) to public sector organisations in England. The framework will be segregated into 70 lots; made up	Consideration of PCR Regulation 18.	There is no charge for participating authorities to access this framework agreement; the only charge payable to LPP is the ABI charge from the Contractor. Standardised Forms of Contract. Engage SMEs	Again, the procurement framework at first review is too general for GDH needs and would likely be subcontracted. Mini competition only – no direct appointment.

Procurement framework	Terms & Conditions- Contract type	Summary	Timeline to use	Pros	Cons
		<p>of 5 works categories (split into 2 financial bands each), and 7 regions around England. Work Categories include: General Building Works, Acute Environment Works, Heritage Building Works, Mental Health Environment Works, and Modular Building Works.</p>		<p>through the use of smaller value project bands.</p> <p>Faster and less onerous than full OJEU.</p>	
<p>YPO</p>	<p>Not stated</p>	<p>100% publicly owned but for profit, by 13 local authorities. Their range includes around 30,000 products and 100 frameworks such as:</p> <p>Low Carbon Heating Systems and Combined Heat and Power - 669</p> <p>Low Energy Lighting Systems Lot 1 - Internal Low Energy Lighting Systems - Supply and Fit. Lot 2 - External Low Energy</p>	<p>Between 4 weeks up to 3 or 4 months.</p>	<p>Reduced timescales - with no need to publish requirements by OJEU or pre-qualify suppliers.</p> <p>Pre-defined terms and conditions Assured supplier standards</p> <p>Weightings are</p>	<p>Rebate is 1% of the overall cost paid by supplier/provider</p>

Procurement framework	Terms & Conditions- Contract type	Summary	Timeline to use	Pros	Cons
		<p>Lighting Systems - Supply and Fit Lot 3 - Emergency Lighting Systems - Supply and Fit</p> <p>Internal Fit Out and Maintenance - 882</p>		decided by the team running the tender	
<p>LHC (Targeted at housing)</p>	Not stated	<p>LHC is a not-for-profit, with 5 local hubs across the UK (SPA, CPC, WPA, SWPA, LHC). Frameworks can be used by local authorities, social landlords and other public sector bodies to procure works, products and services for the construction, refurbishment and maintenance of social housing and public buildings.</p> <p>Energy efficiency Measures & Associated Works- N8</p> <p>Energy Efficiency Consultancy</p>	Consideration of PCR Regulation 18.	<p>All frameworks are free to use.</p> <p>OJEU- compliant frameworks that lead to faster and more efficient procurement.</p> <p>Direct award or mini-competition.</p> <p>Terms and rates have been agreed.</p> <p>Where a mini-competition is required, the</p>	

Procurement framework	Terms & Conditions- Contract type	Summary	Timeline to use	Pros	Cons
		<p>Services framework- N8C</p> <p>N8 framework covers 21 energy efficiency measures, and associated works through 2 workstreams.</p>		majority of contractual arrangements have already been finalised.	
Fusion21	Not stated	<p>Private company, run as a social enterprise.</p> <p>Provides 5 frameworks that cover thermal performance, building fabric, heat and power, and building management systems.</p> <ol style="list-style-type: none"> 1. Decarbonisation 2. Energy Efficiency 3. Construction Works 4. Heating and Renewables 	Consideration of PCR Regulation 18.	<p>Direct award and further competition call-off options available.</p> <p>Appointed suppliers will be PAS2035:2019 compliant and Trustmark accredited (Decarbonisation</p>	Fusion 21 charges framework suppliers a 4% fee, included in the tendered rates of the appointed framework suppliers.

Procurement framework	Terms & Conditions- Contract type	Summary	Timeline to use	Pros	Cons
		<p>5. Consultancy</p> <p>Decarbonisation framework (lot 2) - £250 million for decarbonisation of public and education buildings.</p>		<p>framework)</p> <p>Compatible with public sector decarbonisation scheme funding.</p> <p>Increased collaboration with SMEs (83% of suppliers on the Energy efficiency framework are SMEs)</p> <p>Procurement is compliant with the Social Value Act (2012)</p>	
Crown	Not stated	A number of energy related contracts and frameworks	Various contracts		

Procurement framework	Terms & Conditions-Contract type	Summary	Timeline to use	Pros	Cons
Commercial		available via Crown Commercial services.	available with their own timelines		



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