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national
procurement
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APSE Catering & Cleaning Advisory Group

Update on NPS Facilities Management Category

23rd April 2015

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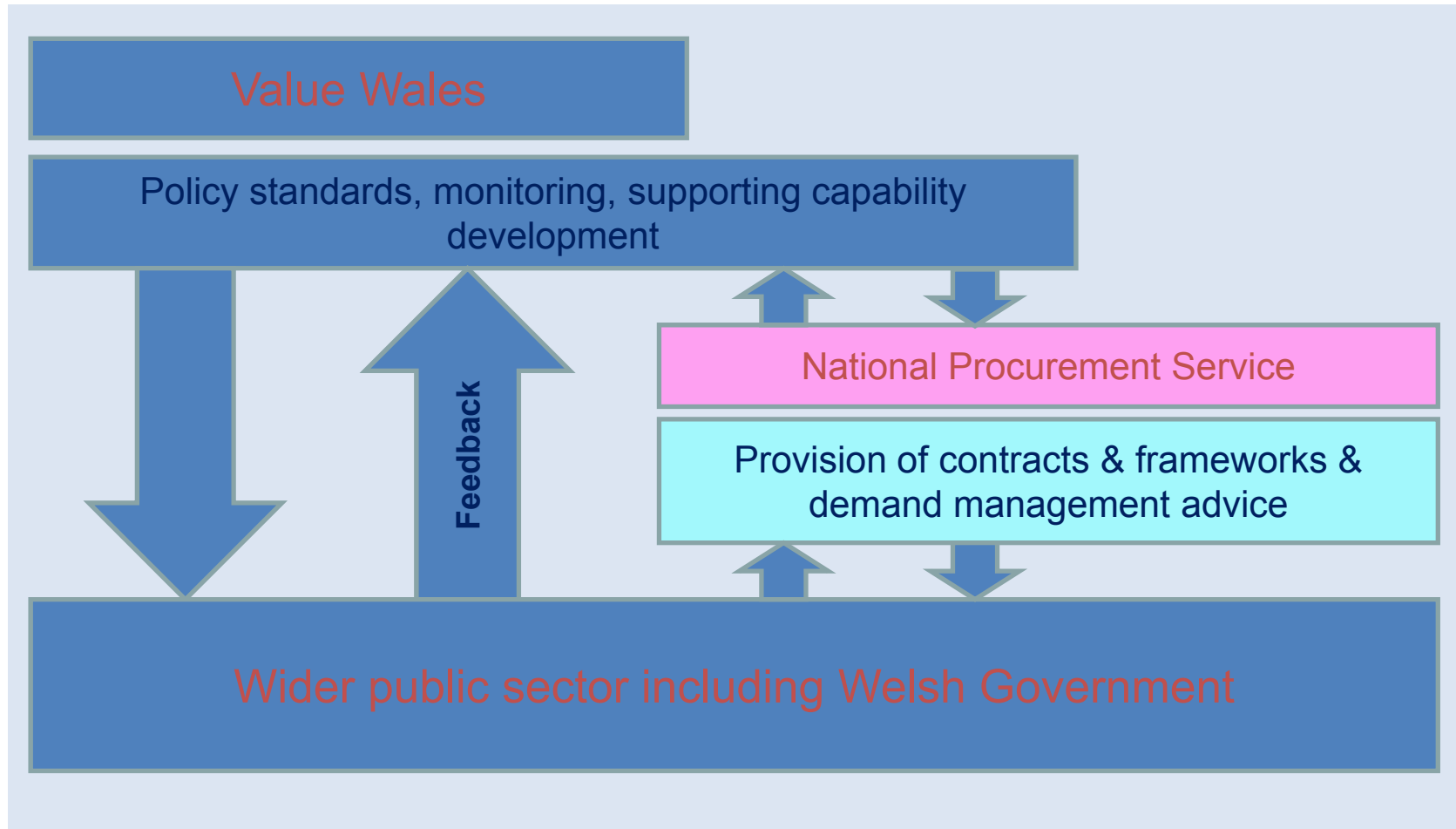


1.0 OVERVIEW OF NPS

- Launch November 2013
- Hosted by Welsh Government
- 73 member organisations
- Collaborative Procurement buying 'Once for Wales'
- Common and repetitive spend categories
- Fully operational from April 2016
- Funded through mandatory rebate from April 2016
- OBC Target of annual savings of £25m from April 2016 of which 36% is cashable
- Funded through Invest to Save
- Governance through independent Board and publicly appointed chair (Steven Morgan)

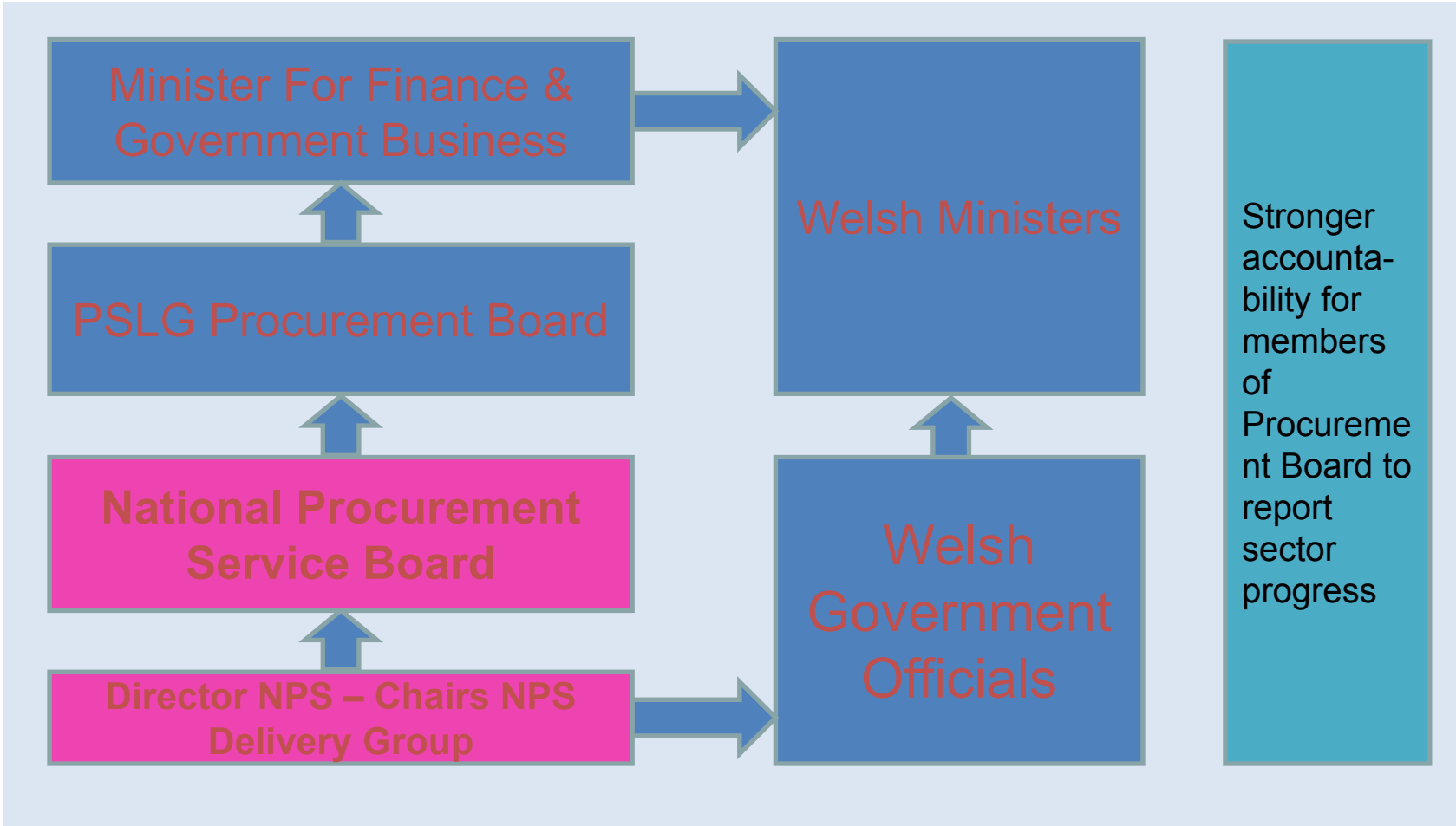


2.0 NPS INTERACTION





3.0 NPS GOVERNANCE & ACCOUNTABILITY





4.0 FACILITIES MANAGEMENT SUMMARY

Background

- Facilities Management Services (FM) procured and classified differently:
 - Organisation specific frameworks and contracts (OJEU and non-OJEU compliant).
 - External and/or collaborative frameworks (e.g. CCS).
 - In-house Maintenance Staff
 - Outsourced arrangements (TFM, Managed Services)
- FM Services the responsibility of different departments within individual organisations.
- Non standard structure poses a number of problems for collaboration.



5.0 SERVICES IN SCOPE

HARD FM

Mechanical & Electrical

Fabric Maintenance

Reactive Maintenance

Electrical Testing

Fire Alarm Maintenance

Air Conditioning

SOFT FM

Cleaning & Hygiene

Reception / Porter / Concierge

Office Services

Guarding

Electronic Security

Grounds Maintenance

Catering & Hospitality

Pest Control



5.0 ACTIVITIES TO DATE

COMPLETED ACTIVITIES

- Development of Facilities Management Strategy for Delivery.
- Category Forum Groups (CFGs) established for full Category Portfolio.
- Analysis of 12/13 and 13/14 Spend Data.
- Engagement with Customers.
- Engagement with Suppliers (incumbent and new).
- Engagement with Business Support Services.
- Tenders published for Cleaning Services and Cleaning & Janitorial Materials

5.0 FM OPTIONS FOR DELIVERY

Option 1: Do Nothing	Option 2: Phased Approach	Option 3: Tiered Solution	Option 4: TFM Solution	Option 5: Phased/Tiered Approach
<p>Continue as is. High level of local contractors.</p>	<p>Manageable approach to delivery.</p>	<p>Collaborative Approach. Will satisfy ALL customers.</p>	<p>Simplified Route to Market.</p>	<p>Simplified and achievable route.</p>
<p>Disjointed Approach. No/limited opportunities.</p>	<p>Will take time to implement.</p>	<p>Challenging Time Frames. Resource Intensive.</p>	<p>Will NOT satisfy ALL customers.</p>	<p>Will take time to implement.</p>



5.0 FM OPTIONS FOR DELIVERY

OPTION	ADVANTAGES	DISADVANTAGES
1. DO NOTHING	<ul style="list-style-type: none"> • Satisfy some customers. • Continuation of high level of local suppliers. 	<ul style="list-style-type: none"> • Compliance issues for some organisations. • No opportunities for Standardisation. • No opportunities for Savings.
2. PHASED APPROACH	<ul style="list-style-type: none"> • Easily achievable time frames. • Will provide compliance (eventually). 	<ul style="list-style-type: none"> • Will take time to implement. • Does not satisfy some orgs FM strategies.
3. TIERED SOLUTION	<ul style="list-style-type: none"> • Should satisfy all organisations priorities. • Flexible approach to procuring FM. • “Tier limiting” . • Immediate Opportunities. • Opportunities for SME/MB growth. • Promotion of partnership working. 	<ul style="list-style-type: none"> • Requires significant buy in (customer/supplier) • Challenging time frames.
4. MANAGED SERVICE	<ul style="list-style-type: none"> • Provide compliance for all organisations. • Relatively simple to implement. 	<ul style="list-style-type: none"> • Could be damaging to local suppliers. • Will not satisfy ALL customer’s priorities.
5. PHASED / TIERED	<ul style="list-style-type: none"> • More achievable time frames than option 3. • Will satisfy all organisation’s priorities/strategies. • “Tier limiting”. • Opportunities for joint bidding/consortia. • Promotion of partnership working. 	<ul style="list-style-type: none"> • Multiple generations of framework required to implement.



5.0 PLANNED ACTIVITIES

PLANNED ACTIVITIES

- **Award of Cleaning Services Framework May 2015.**
 - 6 Service Categories and 3 Geographical Zones;
 - General Internal Cleaning, Canopy Cleaning, Specialist Cleaning, All-in Cleaning Service, Washroom Services & Air Fresheners.
 - North Wales, Mid & West Wales and South Wales zones.
- **Award of Cleaning & Janitorial Materials Framework June 2015.**
 - 3 Materials Categories and 3 Geographical Zones;
 - General Cleaning Materials and Apparatus, Bulk Materials & Innovative/Chemical Free Cleaning Product(s).
 - North Wales, Mid & West Wales and South Wales zones.
- **Award of Phase 1 Facilities Management Framework December 2015 (in development)**
 - Planned framework for Managed Service Agreement for all Facilities Management Services.
 - In place for all orgs but specifically for those structured to Outsourced Arrangements.
 - Proposed All Wales zone.
 - Development of forward programme for Facilities Management.



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6.0 QUESTIONS

Questions ?

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