

WE ARE  
**SANDWELL!**



# **Sandwell Council's Voids Meet the Buyer Wednesday 6 November 2024**



**Social Value  
In Sandwell**



# Welcome and House Keeping

**Nicy Morgan**



Councillor Sukhbir Gill

Cabinet Member for  
Business and Skills



# Overview of Social Value



**Social Value  
In Sandwell**

**Michael Wragg  
Senior Social Value Officer**



# What Social Value Means to Sandwell – Four Pillars

## Social Value in Sandwell



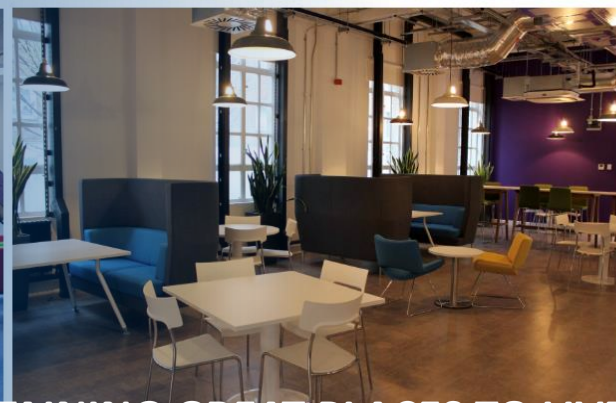
- **Employment & Skills Opportunities for local people – Work Experience / Trials, Apprenticeships, Jobs**
- **Community Engagement - Schools/Colleges/Community Groups & Charities – Inspirational talks/activities, sharing skills / expertise, repairs, donations of time or financial**
- **Local Spend – Setting targets / encouraging the use of local suppliers & supply chain. Increases employment levels and money spent staying in the local economy**
- **Environment – Reduce, Re-use, Re-cycle. Reduction of carbon, landfill waste, energy**



# An Introduction to



# BUILDING SOLUTIONS



CREATING AND MAINTAINING GREAT PLACES TO LIVE AND WORK

# Phil Clee - Commercial Lead – Residential North

[Phil.Clee@vincifacilities.com](mailto:Phil.Clee@vincifacilities.com)

07816 515335

# Simon Houlton - Project Manager (Sandwell)

[Simon.Houlton@vincifacilities.com](mailto:Simon.Houlton@vincifacilities.com)

07816 515335 (mobile)

0121 520 8336 (office)

# Iain Loveridge - Commercial Manager [Iain.Loveridge@vincifacilities.com](mailto:Iain.Loveridge@vincifacilities.com) 07354 900251

# Bradley Round - Quantity Surveyor [Bradley.Round@vincifacilities.com](mailto:Bradley.Round@vincifacilities.com) 07514 316059

# Nishana Fathimath - Assistant Q.S. [Fathimath.Nishana@vincifacilities.com](mailto:Fathimath.Nishana@vincifacilities.com) 07566 780625



---

**BUILDING SOLUTIONS**

---

**CREATING AND MAINTAINING GREAT PLACES TO LIVE AND WORK**

# Purpose of our Meet the Buyer

We need to refresh and extend our  
accredited supply chain

Main focus of today

Growing our local Sandwell Supply Chain

Also opportunities elsewhere all around the country

# VINCI Construction



Revenue: £2.1 billion  
Employees: 6,596

VINCI in the UK  
Revenue: circa £4 billion



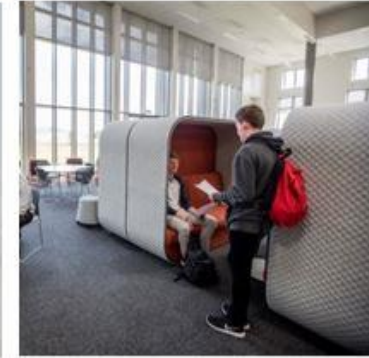
# Market Sectors



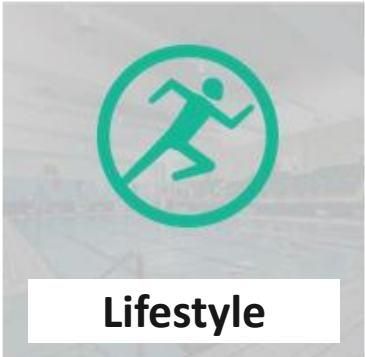
Healthcare &  
Wellbeing



Education



Residential



Lifestyle



Workspace



Travel



Technology



Logistics



Justice, Security  
& Defence

# Key Customers



# Our UK Group



UK



**BUILDING SOLUTIONS**

**OUR VISION | OUR MISSION | OUR VALUES**

EXCELLENCE



COLLABORATION



INNOVATION



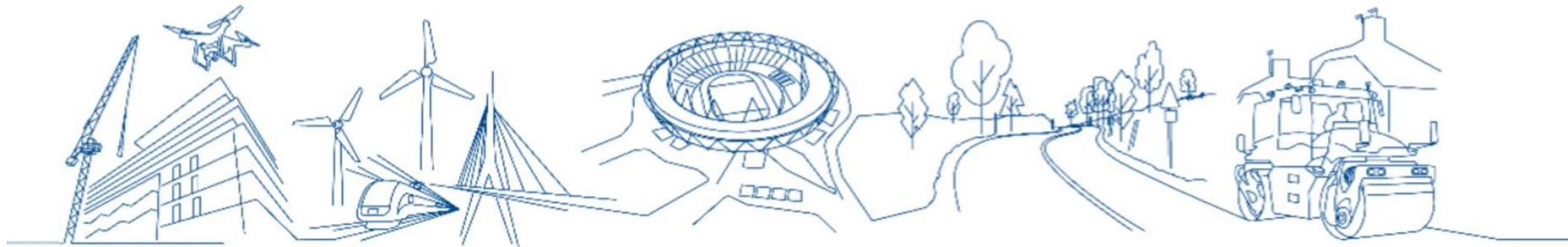
INTEGRITY



DISCIPLINE



*‘Building Solutions’ is the specialist **building** and **refurbishment** arm of VINCI Facilities*



## The Business

- **£170M+** Annual Revenue
- 235 Employees
- National Coverage
- 100s of Projects Delivered Annually

## Office Locations

- **Watford** (Head Office)
- **Sandwell (Tipton)**
  - Unit 7, Cleton Business Park, Cleton St, Tipton, DY4 7TR
    - Tel: 0121 520 8336
- Bromsgrove
- Rainham (Essex)
- Maidstone
- Woking
- Denton, Oxford, etc...

## Refurbishment and Remodelling

Projects **£1M to over £100M**

- Specialists works mostly to occupied properties
- Social Housing & some Private Housing
- Major Repairs, Aids and Adaptations, Voids, Planned Maintenance
- De-Carbonisation and Retrofit, PAS2035/PAS2038

# VINCI's History at Sandwell

- **20 years** continually working with SMBC since 2004/5
- **14** projects to date – **over £250M**
  - Decent Homes (3 phases – 2004/5 - 2018): **£189M**
  - Replacement Windows/Doors (2 projects): **£5M**
  - External Works / Retrofit: **£25M**
  - Soil Stacks: **£4M**
  - Voids (since 2014 – 4 contracts): **£13M (ongoing)**
  - Major Adaptations (since 2019 - 3 contracts): **£16M (ongoing)**

# Current Sandwell MBC Contracts

- **Major Adaptations (2023-2027) - £3M p.a.**

- **Lot 1** (Council properties) - £1.75M p.a.

- **Lot 2** (Private properties) - £1.25M p.a.

Works:

- BOSI / LAS, extensions, ramps, loft conversions, etc. (£5k - £150k each)

- **Voids (Aug 2022 – Aug 2026) - £1.5M p.a**

- Works to prepare vacant properties to lettable standard (£50 - £50k each)

# What Supply Chain are we looking for

- **Multi-trade** or **specialist** sub-contractors
  - **Extensions**
  - **Loft conversions**
  - **Ramps**
  - **Voids**
  - **Specialists:**
    - Plumbing & Heating, Electrical
    - Roofing, Scaffolding
    - Groundworks and Drainage, brickwork
    - Fencing, Landscaping
    - Windows & External Doors
    - Carpentry, decorating
    - Asbestos surveys/removal, waste removal, etc...

- **Our Requirements:**

- Need to be Vetted / Approved
- Share our commitment to H&S and Social Value
- You represent VINCI on-site
- Resource/programme commitment

- **Our commitments:**

- Support and teamwork
- Long-term relationships / commitment
- Treated Fairly / Paid within 30 days

# Becoming VINCI accredited

- Constructionline registration
- Maintain an appropriate SSIP



# How to get onto our **Approved Supply Chain**

- VINCI use a web-based platform called **e-Source** which facilitates our PQQ and approval process
- You need to provide VINCI's site QS with relevant information, such as:
  - company legal name & reg number, VAT reg number, registered office address, bank account details, trades you carry out, your contact person for setting up your account
  - Is your company Registered with **Constructionline**
- A VINCI representative will then invite you to be entered through the e-Source onboarding process by filling out a **new vendor request**
- A **link** and **guidance notes** will be sent to you to allow you to log in  
<http://tradex.causeway.com/exchange/tradexLogin.jsp>
- Once logged in, provide basic information re. H&S, Finance and Insurances, Capabilities and Coverage, Quality and Environment, etc.
- Once completed – submit - reviewed by VINCI for approval - added to **Vendor Pool**
- **Don't be too daunted - VINCI commercial site team available to assist**

## Getting out of the Vendor Pool

- Work with our team
- to price tenders for new opportunities
- Or, negotiate prices on existing contracts
- If required, provide input to our programme and technical submission

## Contract Awarded

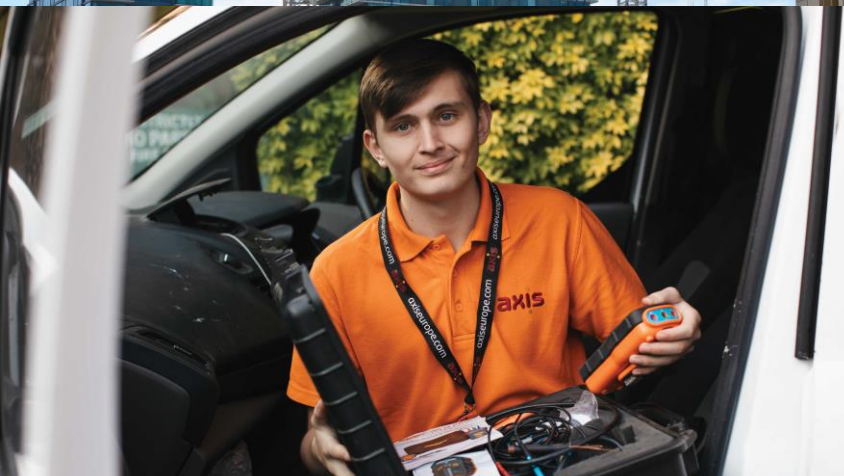
- H&S, Programming, Teamwork, Local Jobs, Social Value, etc.

Next...

axis



**axis**



FRAMEWORKS

# EFFICIENCY EAST MIDLANDS

**EEM** Working Together.  
Procuring Efficiently.



Property Improvements and Decarbonisation Works  
(2024-2028) Lot 1 Domestic and Commercial Property  
Improvement Works

FRAMEWORKS

# PROCUREMENT FOR HOUSING



Repairs & Maintenance (2023-2025)  
Lot 1 Responsive Repairs and Void Property Services  
Lot 2 Void Property Refurbishment  
Lot 3 Responsive Repairs

**FRAMEWORKS**

# RIVERSIDE HOUSING



Total Disrepair Solutions (2023-2029)  
Lots 2d, 2e, 2g, 2i & 2l East Midlands and West Midlands.

# PROJECTS



- **Kitchens, Bathrooms, Rewires, Boiler Replacements, Reroofing, Full Heating Renewals**
- **3.8 Million pa**
- **25 Year Contract (2006 -2031)**

# PROJECTS



**CLARION**  
HOUSING GROUP

- **Kitchens, Bathrooms, Rewires, Windows, Heating Upgrades, Reroofing, External Painting.**
- **15 Million pa**
- **15 Year Contract (2024-2039)**

## AXIS SUB HUB

Our Supplier and Sub-contractor platform is called the Sub Hub ([subhub.axiseurope.com](https://subhub.axiseurope.com))

**NAME OF  
PROJECT**

**REMEMBER: Only pre-qualified companies can be selected to work on Axis projects.**

Registration only takes 10 minutes – you just need to provide your company documentation, such as:

**Insurance certificates**

**Company Registration Details**

**Trade and Safety Certificates**



# AXIS EUROPE.

If you're an experienced sub-contractor who prides themselves on a professional standard of workmanship, then we have great opportunities for you.

**WE DELIVER OVER**

**326,000**

**HOME REPAIRS ANNUALLY.**





**WE SERVICE AND REPAIR**

**54,000**

**GAS BOILERS.**





**We test, service and install**

 **52,000**  
**electrical systems.**



**WE'RE TRUSTED TO KEEP**

**800,000**

**HOMES SAFE AND COMFY.**



**RESIDENT SATISFACTION IS**

**94%**



**ON AVERAGE.**

# Hardyman & Co Ltd



# Who we Are /What we do ?

- We are a company that was founded in 2005.
- It's a well-established family-owned full construction business working with local authorities, housing associations and commercial clients across the Midlands.
- From our project inception to completion, Hardyman & Co are committed to delivering excellence at every stage.
- We have our 2 offices which are based in Meriden Warwickshire which is our HQ, the other in Albrighton near Wolverhampton.

# What we Look for in Supply Chains



We like to build those strong relationships, to ensure communication is kept between both parties.



Here at Hardyman & Co Ltd we like to ensure we see a proven record of delivering good quality works on time and meet deadlines for the satisfaction



We like to see that the 5 phases are achieved being the planning right through to the Returns, and processes of Delivery and Sourcing



**Hardyman**&Co.

# What we look for to get on our Supply Chain

Accreditations we Look for are as follows :

- Construction Line.

- NIC EIC Approved Contractor.

- Safe Contractor Approved.

Strong Relationships with all those involved.

Both have similar values in what our end goal is for the business/Businesses.



# How to find us :

- LinkedIn Page – where you can see regular updates of what we have going, new opportunities that we have won. Any events that we will be attending to.
- Website – this will show you any project that we have completed and some more information on us as a Company.

Contact Details:

Email Address – [Info@hardyman.co.uk](mailto:Info@hardyman.co.uk)

Phone Number – 01564 772250

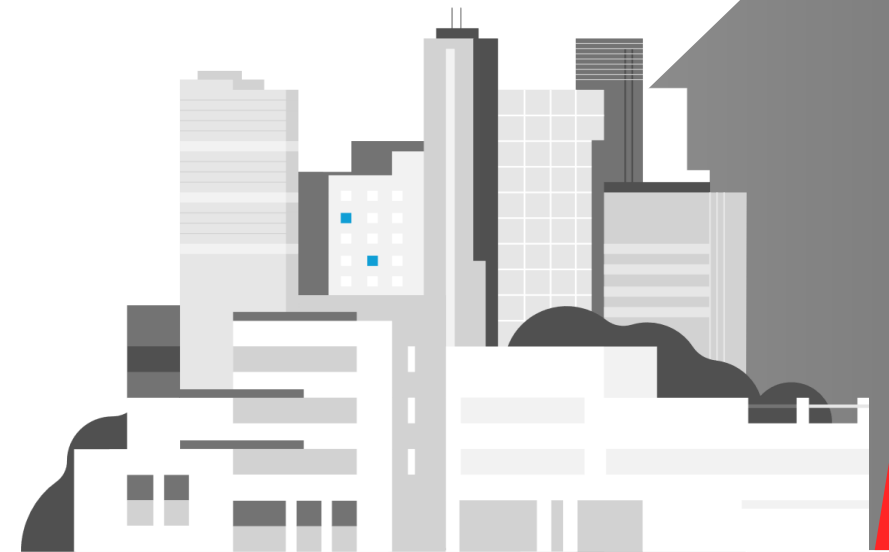


**Hardyman**&Co.

T. 01564 772250 E. [info@hardyman.co.uk](mailto:info@hardyman.co.uk)

**Head Office:** The Barns, Whitestitch Lane, Meriden, Warwickshire CV7 7JE

**North Office:** James House, Albrighton, Wolverhampton, WV7 3FA



# Good Morning!

---



## We are MCP Property Services

# Meet The Team

---



**Andrzej Rewt**  
Contracts  
Supervisor



**Rosie Hughes**  
Business  
Development  
Manager



**Glen Urquhart**  
Commercial  
Manager

# Who are we?

---

**Born in 1978, MCP is a wholly-owned, family business which has been delivering professional and committed services within the social housing sector for over 45 years.**

- ✓ Formed in **1978** as a plumbing contractor, we changed our name to MCP Property Services Ltd to reflect our additional service capabilities
- ✓ As a property service provider, we support registered social landlords, local authorities and housing associations
- ✓ Long-standing relationships with specialist subcontractor partners
- ✓ Commitment to adding value in the communities in which we work, providing social value investment initiatives, including **apprenticeships, employment and training and work experience**



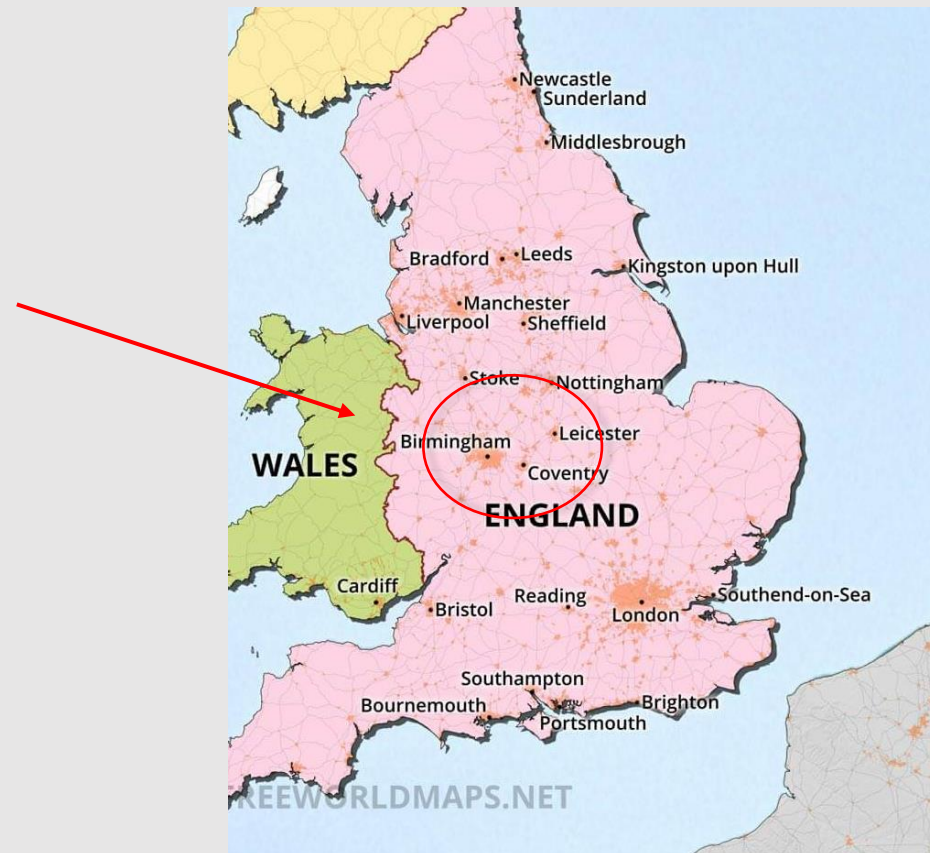
# What do we do?

- ✓ Responsive day-to-day repairs, void refurbishment and maintenance works, including;
- ✓ Kitchen and bathroom refurbishment
- ✓ Flooring, roofing, windows, doors and cyclical decorations
- ✓ Aids and adaptations, carpentry and electrical repairs
- ✓ Fencing and fire improvement works,
- ✓ Glazing and groundworks,
- ✓ Masonry, painting and decorating
- ✓ Plastering and plumbing
- ✓ Roofing and damp & mould rectification
- ✓ Emergency out-of-hours service to general needs properties, sheltered schemes and hostels



# Our work now

We work throughout the West Midlands, Greater London and the South East and currently have a voids refurbishment contract with Sandwell MBC. We are keen to expand our activities in the Birmingham and West Midlands areas, across all work streams.



# What we look for in our supply chain

**We consider our subcontractors to be an extension of the MCP family. They contribute to our successful delivery on contracts where additional specialist partners are required.**

- ✓ At the start of a contract, we hold '**Meet the Contractor**' days and recruitment events locally to encourage subcontractors from the surrounding area
- ✓ We always opt for **locally-based suppliers**, so that we are proving our commitment to recruiting in the local community
- ✓ We evaluate through the **PAS 91** selection, vetting and approval process
- ✓ **Comprehensive Induction Process** covering contract objectives, commitments and contract promises can be delivered to all operatives, including supply chain/subcontractor partners.



# What we look for in our supply chain

When looking for a supply chain partner, we like to source for **consistency**. We identify this by quality of work, regular communication and a strive for continuous improvement.

We want to ensure all staff are comfortable before entering a home. Our subcontractor partners are offered the same awareness training as our in-house staff, this includes;

- ✓ Equality and Diversity training
- ✓ Mental health and safeguarding training
- ✓ Dementia and domestic abuse awareness training

We look for supply chain partners who encompass our values, who work for the benefit of the resident, and most importantly deliver high quality and efficient work!



# Our values

**Our Values portray ‘how’ we work. We place importance on alignment of values and approach with our supply chain partners**

- ✓ **Innovation** – We look for **better** ways to do things, suggesting new ideas or solutions to problems
- ✓ **Honesty & Respect** – Means being honest, owning up to mistakes, respecting others and being aware of the impact of your actions on others and ensuring no discrimination, harassment or victimisation
- ✓ **Team Player** – Means looking out for each other, helping each other to achieve team/Company goals and going above and beyond
- ✓ **Reliable and Dependable** – Being on time, doing what you say you will do and being consistent
- ✓ **Proactive** – Anticipating issues and opportunities and acting on them
- ✓ **Positivity** – Evidenced in your friendly approach and smile as well as always looking for and rewarding positive outcomes and using positive language and body language
- ✓ **Acting with integrity** – Doing the right thing, being trustworthy, professional and ethical



# How to get on our supply chain

---

**We'd love to chat to you! Please come and see us after the presentations.**

We are particularly interested in talking to companies who can offer the following trades:

- ✓ General Builders
- ✓ Plastering/Decorating
- ✓ Carpentry
- ✓ Plumbing



# Reaching out

---

*Please feel free to email us, if you haven't got time to stay for a chat!*

[GlenU@mcp.community](mailto:GlenU@mcp.community)

[RosieH@mcp.community](mailto:RosieH@mcp.community)

[Andrzejr@mcp.community](mailto:Andrzejr@mcp.community)



**Thank you for your time!**



# Helen Peach



## Business Development coordinator



**Support in  
Sandwell**

[business\\_growth@sandwell.gov.uk](mailto:business_growth@sandwell.gov.uk)

T: 0121 569 2700 (Contact Centre)





# Chris Reynolds

## Procurement Sandwell Council





# Sandwell Council – Procurement



- **Who are we?**
  - Team of 22 handling Corporate Procurement, Construction, Adult Social Care and Public Health
- **What do we do?**
  - Support the Services areas with under £100K opportunities and manage all above £100K
- **How do we do it?**
  - E-procurement, Frameworks and Subject Matter Experts
- **What spend do we cover?**
  - Circa £500M
- **What are our Goals?**
  - VFM, Quality, Social Value
- **Do we always get it right?**
  - We do try to, although we have many conflicting drivers

**We are here to support Sandwell Council, the Residents and Local Suppliers (wherever possible)**





# So... you want to find opportunities with the Public Sector?





# Signposting to public sector opportunities...

- **Regenerating Sandwell** [www.regeneratingsandwell.co.uk](http://www.regeneratingsandwell.co.uk)
- **CONTRACTS FINDER** [www.gov.uk/contracts-finder](http://www.gov.uk/contracts-finder)
- **FIND A TENDER** [www.gov.uk/find-tender](http://www.gov.uk/find-tender)
- **FIND IT** [www.finditintheblackcountry.co.uk](http://www.finditintheblackcountry.co.uk)  
[www.finditinbirmingham.com](http://www.finditinbirmingham.com)
- **E- TENDER PORTALS**  
Numerous available but examples are below but all link through to Contracts Finder
  - Sandwell INTEND [www.in-tendhost.co.uk/sandwellmbc/asp/Registration](http://www.in-tendhost.co.uk/sandwellmbc/asp/Registration)
  - INTEND Local Councils - Sandwell/Dudley/Walsall/Birmingham
  - BRAVO SOLUTIONS NHS, HS2, Network Rail, Wolverhampton University
  - PRO-CONTRACT Wolverhampton City Council
  - DELTA Various contracting authorities across the UK





# Gov.uk Supplier Registration

<https://supplierregistration.cabinetoffice.gov.uk/>



Register now to access more than 4000 opportunities each month: [gov.uk/contracts-finder](http://gov.uk/contracts-finder)

## The Supplier Registration Service for Government

### Register as a supplier

Register to increase your visibility to over 6,000 government buyers.

### Complete a standard Selection Questionnaire

Start or update an SQ to support your application for government contract opportunities.

### The Modern Slavery Assessment Tool

Make your supply chains more resilient to risks of modern slavery.

### Search for low value contracts

Use Contracts Finder to find and apply for live government contracts

### Search for contracts across the UK

Use Find a Tender to find and apply for live government contracts, typically high value, across the United Kingdom

### Register as a buyer

Gain access to reliable, up-to-date supplier information

### Find a supplier

Search over 300,000 supplier profiles and assess suitability

**Dynamic Purchasing Systems and Low Value Purchase System**  
Offer your good and services, or find suitable suppliers. [View the available agreements](#)

### Sign in to your Dashboard

View and manage your account information

## Search public sector notices

Can include the title, contracting authority, awarded supplier, description and document number

### ▼ [How can I do an advanced search?](#)

- To search for any of the keywords, use an OR search. For example, **radio television**
- To search for all the keywords, use an AND search by placing a + with no spaces. For example, **administration+defence**
- To search for a phrase or exact match, use quotes. For example, "**Department of Health**"





# Using the portals for opportunities

- Contracts Finder and Find a tender are FREE to use (you should never pay to access opportunities)
- You can search for opportunities to directly bid (or quote dependent on the level of spend)
- You can also use them to look at who has been awarded contracts and consider if you want to approach a winner to seek out sub-contract opportunities. (if allowed in the contract award)





# What to do next?

- Register on the sites mentioned on the previous slides but particularly contracts finder and Find a Tender
- You can request alerts based on your area of interest i.e. cleaning, waste, training, marketing, catering etc  
We refer to these as your categories i.e what type of goods/services/works do you offer - you may have multiple so you can choose these
- All e-tender portals are managed by third parties who are paid to support you on registering so if you are unsure reach out to them for guidance
- Look out for events where you can network
- Look out for events on writing your bid If you are a member of a business group, they may provide free.





**We look forward to your future bids**

**Good Luck!**



# Next steps and Networking...





# Sandwell

Metropolitan Borough Council