



Pre-Market Engagement

Re-procurement of the Register of Support Services (ROSS).

Ref: NHMF 312

Version control:

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Re-procurement of the Register of Support Services (ROSS).

1 Background:

Thank you for your interest in this pre-market engagement exercise.

The National Lottery Heritage Fund was set up in 1994 to give grants to a wide range of projects involving the local, regional and national heritage of the United Kingdom. We distribute a share of the money raised by the National Lottery for Good Causes.

We allocate grants to projects in England, Northern Ireland, Scotland and Wales and since 1994, we have awarded £8billion to more than 40,000 projects across the UK.

We are officially known as a 'non-departmental public body'. This means that, although we are not a government department, the Secretary of State for Digital, Culture, Media and Sport issues financial directions to us and we report to Parliament through the department. Our decisions about individual applications and policies are entirely independent.

The Fund is administered by the Trustees of the National Heritage Memorial Fund, which separately allocates grants to our national heritage, acting as a fund of 'last resort'.

The National Lottery Heritage Fund is the UK's leading funder of our diverse heritage and the only heritage organisation that operates both across England, Northern Ireland, Scotland and Wales and funds the entire spread of heritage – including buildings, museums, natural heritage and the heritage of cultural traditions and memories.

2 Consultants Framework:

During 2017-18 the National Heritage Memorial Fund ('NHMF', or 'the Fund') established a framework of consultants capable of providing a variety of professional services to the Fund.

The ROSS framework is required to support the NHMF in the delivery of its the management of lottery funding through its grant management services. The register of consultants is currently split into the following areas (see appendix A for definitions) of expertise:

1. Construction project management
2. Business development and management
3. Public engagement with heritage
4. Natural environment

5. Digital heritage

Although the framework currently consists of the different areas noted above, as part of the pre-market engagement we are in the process of reviewing and scoping these; no conclusions have been reached at the moment as to the configuration of the new framework.

We deploy the consultants on some projects to provide monitoring, mentoring and expert advice services across all key steps of our grant life-cycle.

The current framework started on 1 April 2018 and will run until 31 March 2024. The ROSS framework has been very successful and, in preparation for the re-procurement, the Fund is keen to build upon the success and add to the outcomes where possible.

For further information about ROSS, please visit the following -

General ROSS background - <https://www.heritagefund.org.uk/about/our-people/project-support-consultants-ross-framework>

How the Fund awards grants - <https://www.heritagefund.org.uk/funding/national-lottery-grants-heritage-250k-5m/receiving-grant>

EDI - <https://www.heritagefund.org.uk/about/insight/research/equality-diversity-and-inclusion-review-report>

General Fund background - www.heritagefund.org.uk

3 Pre-Market Engagement :

Some of the key areas for the re-procurement to consider will be as follows –

- Carbon Net Zero implications within the supply chain,
- Ensuring that our supply base has core values of diversity and equalities that match the Fund's own organizational values, and
- Considering how the market could offer better value to the Fund, e.g., by making upfront payments to suppliers to reduce cash flow issues, or by better scheduling of requirements by the Fund in order to aid supplier's capacity planning.

As part of our pre-market activities, the Fund wishes to engage with interested suppliers that can supply the skillsets listed above. Our geographical areas are indicated at Appendix B.

We will be carrying out our pre-market engagement during late July, August, and (if required) September, using a mixture of individual meetings via MS Teams with suppliers, and via a brief questionnaire.

If you are interested in engaging with us, please contact us to arrange a meeting. Places will be limited, but we will try to accommodate as many suppliers as possible. Please contact us via ROSSprocurement@heritagefund.org.uk

Please be aware that the pre-market engagement is not part of the formal procurement process.

4 Next steps:

A replacement for the ROSS Framework has to be procured by 1st April 2024 in accordance with public sector procurement requirements. A timetable will be published in due course, following the completion of the pre-market engagement process.

APPENDIX A

Framework Definitions –

Natural Environment

Individuals who have practical experience of working on projects focused on landscapes and natural heritage. This includes specialists with expertise in conservation of the following; habitats, species, semi-natural landscapes, designed landscapes (including public parks), geodiversity and the marine environment

Public Engagement with Heritage

Individuals who have experience of working in the following areas within the heritage sector :

A) Learning

Delivering learning outcomes in relevant settings and for a range of audiences including school children and adult learners.

B) Interpretation

Experts in current interpretation practice in relevant settings.

C) Inclusion, access and audience development

Experts in current best practice of inclusion, access and audience development in relevant settings.

D) Volunteering

Experts in recruiting and retaining volunteers and volunteer management.

E) Vocational training and/or workforce development

Experts who understand the current training infrastructure and funding of heritage skills.

Digital Heritage:

This area includes consultants proficient with the 6 general competencies listed below plus skills in how digital services may support heritage organisations in one of the following: marketing and access; collections management; product development; archiving; events & working online

1. Making use of data and technologies to support cultural, built and natural heritage

2. The Fund's open access requirements and how these support heritage
3. Basic legal requirements including accessibility, safeguarding, and procurement.
4. Identifying how digital approaches can best deliver or support strategic aims, and understanding when specific digital solutions are not appropriate or likely to be effective
5. Understand total cost of ownership in relation to digital investment and how to identify ongoing cost, capacity and development issues in relations to digital solutions
6. Mentoring, project management or evaluation skills as appropriate”

APPENDIX B – GEOGRAPHICAL AREAS AND SKILLS:

Area	Skillset 1: Construction Project Management	Skillset 2: Business Development	Skillset 3: Public Engagement With Heritage	Skillset 4: Natural Environment	Skillset 5: Digital Heritage
Scotland					
Wales					
N Ireland					
Mids & East					
North					
London & South					