

## INVITATION TO QUOTE

### Provision of a comprehensive review of the 'Build to Rent' sector to inform our Housing Delivery Programme

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#### 1. Introduction

The London Borough of Lambeth has an ambition to directly deliver significant volumes of new housing that meets the current and future need of Lambeth's residents (and which will add significantly to the availability of new homes at council rent levels). These ambitions cannot be effectively realised through conventional approaches alone.

The Council is committed to undertaking more direct delivery routes of new housing within the Borough. As part of this strategy, Cabinet (12 October 2015) approved a process to form and mobilise a new special purpose vehicle (to be called Homes for Lambeth), which will be a company wholly owned by the Council with a remit to deliver new homes in Lambeth, primarily on land owned by the Council. In parallel with this decision, the Council has commenced an estate regeneration programme (including six estates) and a small sites housing delivery programme. The entire programme will see up to 4,000 new homes constructed in Lambeth over the next 10 years. It is the current intention that new homes at council rent will be subsidised by the development of new homes at market rent which will be retained and managed by Homes for Lambeth.

In consideration of the above, the Council now is seeking to appoint a specialist adviser to work with the Council and its current advisers to develop the Homes for Lambeth commercial Build to Rent strategy.

Key components of the brief to include:

- Provide a comprehensive review of the Build to Rent market across Lambeth, Greater London and the United Kingdom which identifies competitors in the market; the varying levels of service offered; types of facilities provided; approach to marketing and brand position;
- Provide commentary on level of specification for apartments, amenities, common parts, commercial areas and service offering.
- Provide commentary on what renters consider to be the most important features of Build to Rent schemes;
- Identify both the best and worst examples of Build to Rent developments in London and lessons to be learned;
- Provide a detail on the likely rental levels achievable in Lambeth across the Borough (by Ward) for the various levels of Build to Rent offer identified;
- Provide detail on rental take up level, occupancy rates, unit turnover & average lease lengths across the Borough and London;

- Provide intelligence on likely future innovation in the sector including current and future technology and sustainability;
- Arrange a visit for Council team members to at least 3 Build to Rent schemes that showcase the competition across London;
- In consultation with the Council, formulate a report recommendation around the market position and Build to Rent offer Homes for Lambeth should target.

Development Management teams have been procured to progress three of the six estates within the estate regeneration programme. Other architects and design teams are directly involved on other projects. The successful consultant may need to liaise with these various design practices in the process of finalising the strategies.

This work needs to be completed by the end of March 2017.

The Council is open to tenders from consortia, but will only enter into contract with a single lead organization. The Council anticipates that this commission is worth around £15,000.

If you would like to express an interest in this project, please contact Michael Holland ([Mholland@lambeth.gov.uk](mailto:Mholland@lambeth.gov.uk)) for a more detailed brief.

## 2. Evaluation Criteria

Responses to this invitation to quote will be assessed on the basis of the information within quotes according to the following criteria: 40% price and 60% quality and technical.

### Price

Quantitative bids will be scored on the basis that the cheapest fixed price will be awarded the full 40 percentage points and the other bid prices awarded a score that reflected their proportional difference to the cheapest score, as follows:

- the Lowest price (A) will be awarded 40 points; and
- other bids (B, C, D etc) will be scored on the basis of the following formula  $(A/B) \times 100$  with this score (X) converted to a score out of 40  $(40 \times X/100)$ .

### Quality

Qualitative responses should not exceed 5 pages of A4 and should provide answers to the following questions:

No.	Requirements	Score
1	A methodology statement outlining; - your company approach and ethos; - your understanding of the brief and how you would deliver the services requested	15%
2	Set out your track record on providing strategic advice for Build to Rent to developers/public sector.	20%
3	Set out your experience of bringing innovation to new development projects	20%
4	Explain what else you would bring to this brief to help Lambeth ensure that its future built housing will be high quality and efficient	5%

5	Interview	15%
Total		75%

Based on initial scoring of submitted documentation, three tenderers will be invited to interview.

### 3. References

Please provide two references detailing:

- Project undertaken
- Client contact number and e-mail address

### 4. Form of Contract

It is proposed to use Lambeth Standard Contract Terms.

### 5. Timetable

Publicise Request for Quotation	30 January 2017
Deadline for Returns	10 February 2017
Interviews	w/c 20 February 2017
Start of Contract	27 February 2017
Contract Completion	End March 2017

### 6. Where to send quote

Please send quote by email to Michael Holland ([Mholland@lambeth.gov.uk](mailto:Mholland@lambeth.gov.uk)) by noon on 10 February 2017.

### Supplier Declaration

After you have completed this form, please read the statements below and agree to the following statements:

- I have read and understood Lambeth's procurement guidance for suppliers, "Selling to the Council"
- I accept the Terms and Conditions indicated on this form
- If I am selected to provide the above services and/or supplies this form and the information on it will form part of my contract with the London Borough of Lambeth
- If I am selected to provide the above services and/or supplies I will complete the Council's Supplier Self Certification form. Failure to complete this form will result in my quotation not being accepted
- Lambeth is under no obligation to accept the final results of the quotation competition or the lowest price for any particular item submitted by a supplier
- Non-delivery of services or products will result in non-payment by the Council
- False representation could result in de-selection from any competition or termination of contract

- It is a criminal offence to give or offer any gift or consideration whatsoever as an inducement or reward to any servant of a public body. I understand that any such action will empower the Council to cancel any contract or commission currently in force and may result in my exclusion from future work.
- Lambeth has the right to use this information for the prevention and detection of fraud
- If you understand and agree to these statements please check the box below. By checking the box you also certify that the information you have supplied is accurate to the best of your knowledge, has been prepared by your firm with the absence of collusion and that you accept the conditions and undertakings in this form. If you do not check the box you will not be able to work with the London Borough of Lambeth:

Yes ☐