

Question and Answer document from Market Warming Event

1. Do you have a preference for a single supplier for both lots?

We do not have a preference. We are prepared to accept bids from two different suppliers for each lot, or from a single supplier for both lots. We have taken the approach of procuring two lots specifically because we recognise that different suppliers may have different areas of expertise.

2. Is today's webinar available?

A recording of the webinar will not be available after the event. We will however share the slides from the event.

3. Are there any general eligibility criteria for this procurement?

The general criteria will be set out in the Request for Quotation Document (RFQ) to be published from 13 October.

4. Will DfE identify the 20 Local Authorities (LAs) requiring one-to-one interventions?

The 20 LAs will be selected using DfE operational data. There may be instances where an LA does not wish to take part or may already be receiving support from another organisation. As such, we will discuss and agree the final list with the successful supplier.

5. Noted this is England only. Is there any expectation that UK other regions may follow?

The services we are proposing will be for England only. There is no scope to extend this to other parts of the United Kingdom.

6. Could you explain why this is for 4.5 months and what the plan is after?

In light of the COVID-19 pandemic and uncertainty about its longer-term impact on the childcare market, we think that a contract of this duration will give us maximum flexibility to respond to the emerging needs of local authorities and childcare providers. Committing to a longer contract duration might limit our ability to respond if circumstances change and the market requires different support to that which we had originally envisaged.

7. Is there an incumbent supplier?

There is no incumbent supplier.

8. Will there be any TUPE requirements?

There will be no TUPE requirements given the time elapsed since our

last contract (which ceased in January 2020) and the different focus of this contract.

9. What were the providers who were delivering in January?

Our previous contract (Childcare Works) was delivered by a consortium of Hemsall's and Mott MacDonald and focused on delivery of the extended entitlement for 3- and 4-year-olds, referred to in the presentation as '30 Hours'.

10. What is the mechanism for front line providers (nurseries) to be engaged as they are the key to sufficiency and take-up?

We will expect our supplier(s) to find a way of engaging with their end users (local authorities, childcare providers and family-facing professionals) in developing the proposed activity. We expect their engagement approach to be reflected in bids.

11. In the PIN it states that the contract is only suitable for SME's and not VCSEs, is that still the case?

This was an error. The PIN has been updated to reflect that the contract is suitable for VCSEs.

12. Will there be an SLA or equivalent with LAs so that they will be measured on compliance [with recommendations to] support take up?

There will be no SLA in place for LAs to comply with recommendations made by our supplier(s). Please be assured that the KPIs (which will be included in the RFQ published from 13 October) developed will only be reflective of impact within the control of the supplier.

13. Will it be possible for you to share the contact details of the other potential suppliers in attendance at the market warming event?

We have not sought the permission to share the contact details of attendees with other organisations in attendance at the market warming event. We can however share your details with other organisations if you give us permission to do so.