|  |
| --- |
| http://www.adso.co.uk/wp-content/uploads/2015/04/getasset.jpg  **Schedule 6 – PRIOR INVOLVEMENT**  to the  INVITATION TO PARTICIPATE  for the provision of  **HIGHWAYS & TRANSPORT MAINTENANCE & CONSTRUCTION CONTRACT**  for  **Wokingham Borough Council**  January 2018 |

**Market Engagement by Wokingham Borough Council**

WBC caused a Prior Information Notice without a call for competition (PIN) to be published in the Official Journal of the European Union (OJEU) on 16th May 2017 (reference no: 2017/S 093-182320) in which it announced its intention to “…consult organisations with relevant delivery experience to secure the views of market participants on potential service delivery models,…”. The notice went on to announce that WBC would “…host a Market Discovery workshop at its offices on Mon 19th June 17…”, and requested organisations that wished to participate to submit an expression of interest.

The following organisations registered their interest in the market engagement:

|  |  |
| --- | --- |
| Atkins | Aecom |
| Arup | Balfour Beatty Living Places |
| Colas | Conway |
| Costain | Elliot Asset Management |
| Eurovia | Galliford Try |
| Gateway TSP | Hyperion (Asset Management) |
| Jacobs | Keir |
| Lagan Operations & Maintenance | Osborne |
| Project Centre | Ridge |
| Ringway | Tarmac |
| Valoriza Conservación Infraestructuras | Volker |
| Waterman | WSP |

A Market Discovery information pack was e-mailed to all registered potential suppliers.

A copy is included here:



Following the Market Discovery session, the organisations were asked to provide written feedback in eight subject areas, on a template provided by WBC:

1. Integration
2. Collaboration
3. Innovation
4. Investment
5. Managing the Asset
6. Contract Duration
7. Attractiveness
8. Other

WBC received written feedback from 16 organisations.

The feedback from comments made during the Market Discovery session and the subsequent written responses were used it to inform internal discussion about the nature/format of the future service delivery model, the scope of the contracts, the distribution of services between those contracts/sourced internally and the procurement approach.

A second open event – Market Engagement “Informing” – was held at the Council offices on 18th September 2017. At this event, WBC presented the principal conclusions from the market discovery feedback in each of the subject areas and outlined the intended approach for the new service delivery model. A selection of slides from the workshop was shared with all participants after the event and a copy is included here:



Following the session, the organisations were asked to provide written feedback in three general subject areas on a template provided by WBC:

1. Support
2. Concerns
3. Matters for clarification

WBC received written feedback from 13 organisations.  
The feedback from comments made during the Market Informing session and the subsequent written responses were used it to refine the future service delivery model.

In addition to the general market engagement, WBC made contact with four of the potential suppliers – Atkins, Balfour Beatty Living Places, WSP and Costain – to address specific areas of concern to the Council. Discussions centred on:

* the timing of the procurement and the specific intent of the negotiation phase;
* ways in which the tender/contract can allow for innovation;
* further options that might be included in the scope of the contracts;
* suitable approaches to ensure that conflicts of interest would not arise;
* a history of the current contracts to ensure lesson learned are incorporated;
* the potential benefits/pitfalls of a Joint Venture/other fully integrated approach;
* lump sum pricing options;
* complaints handling and claims defences.

A Market Update was sent out by e-mail on 11th December 2017.  
This document updated elements of the original information pack, summarised the final delivery model adopted by the Council, outlined the final scope of the services and potential for third party involvement and confirmed the intended procurement timetable, addressing the concerns raised about clashes with other LAs.

A copy is included here:



WBC confirms that the outcomes of the market engagement and discussions are incorporated into the procurement documents and thereby made available to all tenderers.