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**Preliminary Market Consultation Brief**

**Gas Servicing and Repairs, and Associated Compliance Services**

1. **Introduction**

WATMOS Community Homes (WATMOS) is a unique landlord owning just over 2700 homes for rent in the Walsall area of the West Midlands and Lambeth in London. There are also 379 leaseholder properties.

As a charitable housing provider, our main role is to provide accommodation for people in need of housing. We are founded on the principles of inclusion and resident empowerment in a culture which values people’s individual and collective contribution to their community.

WATMOS is based around Tenant Management Organisations (TMOs) that have successfully managed their own estates for many years and that provide local housing services on behalf of WATMOS. The TMOs are run by elected resident committees who employ their own staff providing housing services and looking after their estates.

WATMOS was set up to build on the success of tenant management in Walsall and as a landlord we are proud to offer something different.

Our approach is based on four key principles:

* Tenants and residents should be in the driving seat, empowered, encouraged and supported to manage their own estates;
* Housing services should be organised locally with accessible staff based in offices within walking distance on every estate. Service standards should be agreed within each locality that reflect the priorities set by the tenants and residents;
* Our estates should be attractive, desirable and offer a high level of security; and
* We shouldn’t just be managing housing; we should be building a real sense of community where people look after one another.

These principles are important to us and through them we aim to provide tenants and residents with good housing conditions that meet their needs and exceed their expectations within communities that encourage people to reach their potential and improve the quality of life for themselves and others.

We aim to be one of the best housing associations in the country and demonstrate that tenant management and local community control really works.

You can read more about WATMOS[**here**](https://www.watmos.org.uk/)

1. **Current Arrangements**

The current Gas Servicing Contract is divided as follows:

**Walsall**

The current Contract is a 1-star Service and covers 677 properties. There is also 1 commercial boiler that serves 19 properties and a further 3 boilers that are sited in estate offices. The current Contract expires in July 2019.

**Lambeth**

The current Contract is a 3-star Service and covers 687 properties. There is also a district heating scheme that supplies a further 243 properties where carcass checks are completed and a further 2 commercial boilers one of which serves only 3 properties and the second that serves one of the estate offices. The current Contract expires in March 2019 although the district heating scheme has not previously formed part of a service Contract.

In order for the WATMOS to maintain its regulatory responsibility for gas safety compliance, a new Service needs to be procured.

WATMOS also has numerous arrangements in place for other compliance services including:

* Periodic electrical inspections
* Legionella
* Asbestos
* Fire safety
* Air conditioning

1. **Future requirements**

WATMOS is in the early planning stages of procuring the new Service to replace the current Service, with an estimated go-live date of April 2019 for the Lambeth area and August 2019 for the Walsall area. WATMOS intends to award one Contract covering the Walsall area and one Contract covering the Lambeth area.

WATMOS also wishes to consider the feasibility of including other compliance services within the scope of the new Service.

The new Service shall be procured in accordance with the Public Contracts Regulations 2015.

The key objectives of the new Contract are:

* To ensure that WATMOS stays safe & legal
* To ensure the safety of WATMOS residents
* To improve Value for Money
* To determine the appropriate Contract term
* To increase the use of innovation and new/emerging technologies
* To improve contract performance
* To reduce servicing and maintenance costs
* To reduce no access occurrences
* To improve Social Value

1. **Objectives of Preliminary Market Consultation**

The objectives of the Preliminary Market Consultation are to:

* Discuss the current Service provision
* Determine market capacity and drivers
* Establish potential Bidder interest in the new Contract
* Discuss solution and technology options
* Discuss product/service development pipelines
* Explore the potential for innovation and added value
* Discuss the feasibility of including additional compliance services within the scope of the new Service
* Establish key cost drivers, current cost bases, pricing model options and estimated budgets
* Establish a fit for purpose Service specification

1. **Preliminary Market Consultation Process**

The Preliminary Market Consultation process shall be conducted via a 1-hour meeting with each Participant at the following addresses and dates:

**Walsall**

WATMOS Community Homes

116-120 Lichfield Street

Walsall

WS1 1SZ

Dates are 4th and 5th December 2018

**Lambeth**

WATMOS Community Homes

163-165 Lambeth Walk

Lambeth

London

SE11 6EE

Dates are 11th and 12th December 2018

Meetings shall be allocated on a first come first served basis to Interested Parties responding to this Brief. Interested Parties shall indicate if they can attend on either day (this will be subject to sufficient meeting slot capacity on each day).

Interested Parties wishing to attend shall register their interest by no later than 13:00hrs on Wednesday 28th November 2018 to our appointed Procurement Advisors, Clarity Procurement Solutions:

[nathan@clarityprocurement.co.uk](mailto:nathan@clarityprocurement.co.uk)

Interested Parties shall also indicate the names and positions of those wishing to attend.

Subject to availability, meeting dates shall be confirmed to Participants on Friday 30th November 2018.

1. **Important Notes**

In accordance with Regulation 40 of the Public Contracts Regulations 2015, the deliverables from this Preliminary Market Consultation may be used in the planning and conduct of the future Service procurement procedure, provided that it does not have the effect of distorting competition and does not result in a violation of the principles of non-discrimination and transparency.

Where a Participant has advised WATMOS, whether in the context of this Preliminary Market Consultation or not, or has otherwise been involved in the preparation of the procurement procedure, WATMOS shall take appropriate measures to ensure that competition is not distorted by the participation of that Participant.

Such measures shall include:

* The communication to the other Participants and Bidders of relevant information exchanged in the context of or resulting from the involvement of the Participant in the preparation of the procurement procedure
* The fixing of adequate time limits for the receipt of tenders

Participants shall only be excluded from the procurement procedure where there are no other means to ensure compliance with the duty to treat economic operators equally in accordance with regulation 18(1) of the Public Contracts Regulations 2015.

Prior to any such exclusion, Participants shall be given the opportunity to prove that their involvement in preparing the procurement procedure is not capable of distorting competition.

Participants shall bear their own costs and in no circumstances whatsoever shall WATMOS become liable for any participation costs associated with this Preliminary Market Consultation. WATMOS shall similarly not be liable in the event that any procurement process pursuant to this Preliminary Market Consultation is not undertaken, whatever the reason.

1. **Definitions**

“Bidder” – shall refer to the organisations formally invited to participate in the Tender

“WATMOS” shall refer to WATMOS Community Homes

“Interested Parties” shall refer to providers who express an interest in participating in the Preliminary Market Consultation

“Participants” shall refer to the providers that WATMOS has invited to participate in this Preliminary Market Consultation

“Preliminary Market Consultation” shall refer to this exercise, undertaken in accordance with Regulations 40 and 41 of the Public Contracts Regulations 2015

“Service” shall refer to the current and/or the new Gas Safety Service

“Tender” shall refer to any Tender which WATMOS shall issue subsequent to this Preliminary Market Consultation