

Pre Market Engagement Brief

Bulk Waste Removal Services

Project Reference WCHPME2025

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 successfully managed their own estates for many years and provided local housing services on behalf of WATMOS.

WATMOS was set up to build on the success of tenant management 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 help scrutinise the management of their own estates;
* 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 WATMOSand our estates[here](https://www.watmos.org.uk/home)

1. **Current Arrangements**

**Service Overview**

The current contract for Bulk Waste Removal Service runs until 31st January 2026.

The contract consists of the collection of bulk waste from the following estates, all located in the London Borough of Lambeth:

* Ethelred Estate
* Thorlands Estate
* Magdalen Estate

The scope of the contract is the removal of bulk waste items including but not limited to:

* Mattresses
* Large electrical items
* Domestic appliances
* Furniture
* Paint tins
* Tyres
* General waste

Waste is collected weekly at Ethelred Estate and Thorlands Estate, and fortnightly at Magdalen Estate.

The source of the bulk waste is a combination of fly tipping and the collection of Resident’s bulk waste items.

The total waste removed between February 2024 and January 2025 was:

* Ethelred Estate – 43 tons
* Thorlands Estate – 31 tons
* Magdalen Estate – 14 tons
1. **Future Requirements**

The procurement process for the new Bulk Waste Removal Service is expected to commence in May 2025 with the new contract commencing by 1st February 2026.

Prior to launching the procurement process, WATMOS is undertaking a Pre Market Engagement exercise.

The purpose of the Pre Market Engagement exercise is to:

* Establish the market capacity for bulk waste removal
* Establish potential Bidder interest in this opportunity
* Establish key risks and barriers
* Establish solution options
* Establish the optimum contract term
* Establish procurement options and timescales
* Establish cost drivers and indicative budgets
* Establish the potential to generate Social Value
* Shape the content of the Tender documentation
1. **Pre Market Engagement Exercise**

The Pre Market Engagement exercise will be conducted via a 1-hour Teams meeting with each Participant during March 2025.

Meeting spaces are limited and will be allocated on a first come first served basis to Interested Parties responding to this Brief.

Interested Parties wishing to attend should register their interest by no later than 7th March 2025 to our appointed Procurement Advisors, Clarity Procurement Solutions:

nathan@clarityprocurement.co.uk

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

Subject to availability, meeting dates will be confirmed to Participants week commencing 10th March 2025.

1. **Important Notes**

The deliverables from this Pre Market Engagement 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 Pre Market Engagement or not, or has otherwise been involved in the preparation of the procurement procedure, WATMOS will take appropriate measures to ensure that competition is not distorted by the participation of that Participant.

Such measures will 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 will only be excluded from the procurement procedure where there are no other means to ensure compliance with the duty to treat Bidders equally.

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

Participants will bear their own costs and under no circumstances whatsoever will WATMOS become liable for any participation costs associated with this Pre Market Engagement. WATMOS will similarly not be liable in the event that a procurement process following this Pre Market Engagement is not undertaken, whatever the reason.

1. **Definitions**

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

“WATMOS” refers to WATMOS Community Homes

“Interested Parties” refers to providers who express an interest in participating in the Pre Market Engagement

“Participants” refers to the providers that WATMOS has invited to participate in this Pre Market Engagement

“Pre Market Engagement” refers to this exercise

“Tender” refers to any Tender that WATMOS may issue subsequent to this Pre Market Engagement