



Midlands Highway Alliance Plus
MHA, MSIG, WMHA: Moving Forwards Together

Value and Skills

Wednesday 20 September 2023





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LAUNCHING PSP4

- Building on the past
- Ambitions for PSP4

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Introduction to PSP4

Professional Services Framework 4

Available to any local highway authority MHA+ member

Highways and municipal projects and services

Length up to 8 years (4+2+2) to help develop trusted relationships

Worth up to £960 million over 8 years

2 Lots:

- Lot 1 - Consultancy Services (Projects & Services);
- Lot 2 – Temporary Professional Staff

Admin-Lite approach – contract & commission manual on website

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Why use a framework?

Procurement savings

- Single procurement – time & costs shared
- Save time and cost of repeated tendering and bidding exercises
- Economies of scale – aggregated pipeline of work
- Flexibility in selection – direct award or mini-competition

Sustainable supply chain

- Continuous improvement with long-term relationships
- Benchmarking between suppliers

Strategic partnering

- Public/private capacity & capability
- Additional value to member authorities
- Additional value to local communities



Developing the PSP4 Framework

Challenge

- Satisfy needs of 31 local highway authority users
- Attractive to market/Competitiveness - improved workshare
- Ease of procurement - simple processes & procedures, flexibility in selection
- Develop collaboration & trusted relationships
- Improve on PSP3

- Based on client and supplier feedback on PSP3
- 12 workshops held with client representatives from 6 different local authorities

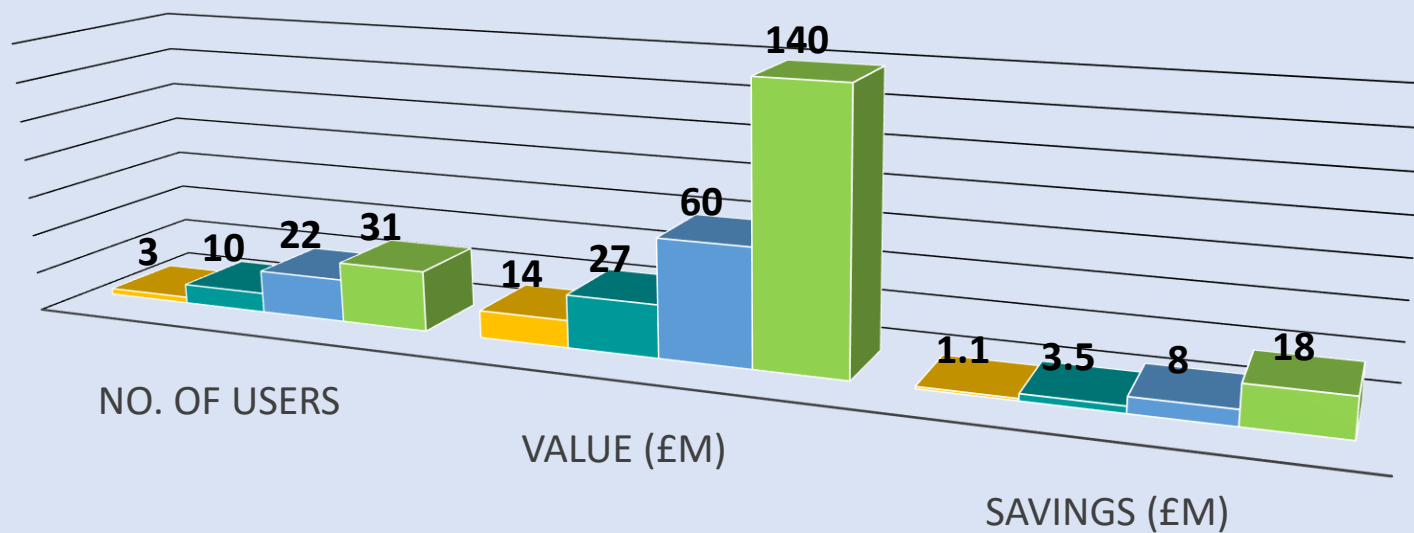




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Building on successful Frameworks

Framework Development from 2007- 2023



2007-2011 3CAP

2011-2015 PSP1

2015-2019 PSP2

2019-2023 PSP3



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Building on the positives

Client feedback

- Good access to skills & resources
- Strong ethos of effective delivery
- Specialist advice
- Ease of procurement – quick, simple, familiar processes & procedures; flexibility in selection
- Two suppliers so more opportunities/competition
- Collaboration & trusted relationships





Areas to improve

Client and supplier feedback

- Value through competition – attractive to market
- Information for client procurement teams
- Understanding of processes - simpler/online access to Framework
- Ability to engage Supplier 2/3
- Sense of community/collaborative relationships & projects
- Links to MSF4
- Framework management
- Effectiveness of 360° performance
- Reliability of delivery commitments so deliver on time (Lot 1)
- Skills available and reduce number of off-band rates (Lot 2)
- Pipeline planning



Ambitions for PSP4

Industry exemplar for Quality & Value through collaborative working

- Efficiency, effectiveness and reliability in delivery
 - framework management
 - performance management
 - pipeline planning
 - ease of use
 - simple online access, client support, flexibility
- Maximise benefits of collaborative relationships
 - whole project approach
 - collaborative working and projects





New features

Flexibility in Supplier selection - 6 options for Lot 1, 5 options for Lot 2

Default period of 7 calendar days on Lot 2 direct award

Drive improvement through performance management

- Additional Management Information at framework level
- Review and develop Performance Toolkit including KPIs
- Quarterly monitoring of performance
- Option to adjust tender quality scores at FW level (+10%/-25%)

Additional optional X clauses – sectional completion, delay charges

Review to extend earlier & workload share added as a criterion



Commissioning Manual



Contract documentation



Processes and documents



Further development to ensure:

- Processes simple and easy to follow
- Documents interactive where possible
- Streamlined mini-competition process
- Performance toolkit development
- Framework management information - monitoring, engagement, etc.
- Client support processes - self-help, training, core team resources, etc.





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Communications

- Single point of truth on website
- News blasts, newsletters, social media, etc.
- Roadshows – in person, virtual and You Tube
- Training materials – NEC4 training & You Tube ‘How to use’ videos
- Keep an eye on the website, Newsletter, and News Blasts for information

The screenshot shows the MHA website interface. At the top, there is a navigation bar with tabs for Home, About Us, Work Streams, and Thematic Groups. A search bar and a 'Sign up to our e-bulletin' link are also visible. The main content area features a 'NEWS' banner for September 2023. Below the banner, there is a section titled 'MHA+ annual event – have you booked your place yet?' which includes a table of the event's programme and a call to action to book a place. The programme table is as follows:

PROGRAMME	
09:00 - 09:30	Registration and Welcome
09:30 - 10:00	Breakfast & Opening Address
10:00 - 10:30	Value - Added for Supply and Performance
10:30 - 11:00	Business Case Management
11:00 - 11:30	Value Management - Performance Skills Academy
11:30 - 12:00	Lunch
12:00 - 12:30	Case Study: Networking and supplier collaboration
12:30 - 13:00	Networking & Lunch
13:00 - 13:30	Networking & Lunch
13:30 - 14:00	Networking & Lunch





Client Participation

Client engagement needed with Framework Community Board:

- Understand how the framework works
- Understand revised offers from suppliers
- Help review and prioritise development of supplier offers
- Help develop the improvements asked for in feedback
- Review operational performance and recommend actions to address
- Reflect on performance & lessons learned for continuous improvement – 360°

Framework Board

- Decide the strategic direction of the framework
- Review performance at as strategic level and decide on action





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The PSP4 Suppliers

Lot 1	Framework Manager	Framework Director
Amey	Chris Barker	Katie Burnell
AECOM	Sarah Guest*	Jason Clarke
WSP	Philip Santos	Anna Wilson
Lot 2	Framework Manager	Framework Director
Waterman Aspen	Vince Mandeir	Donnie Matheson
Matchtech	Mike Carter	Sam White

Lot 1




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Lot 2




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For more information on MHA+
and our PSP 4 framework
www.mhaplus.org.uk

PSP 4 Framework Managers

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QUESTIONS?

See FAQ on website:

Or Contact MHA+ Team:





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Direct Award Options

Lot 1 – 6 options

- Direct award to Primary Supplier
- Direct award to Regional Supplier (1&2, 3&4)
- Direct award based on client Quality:Price ratio
- Direct award with off-shore resources
- Direct award Top supplier may change if framework level performance

Lot 2 – 5 options

- Direct award – Primary Supplier (default after 7 calendar days)
- Direct award – based on client Quality:Price ratio
- Direct award – based on lowest rate for role required
- Top supplier may change if framework level performance adjustment agreed

