

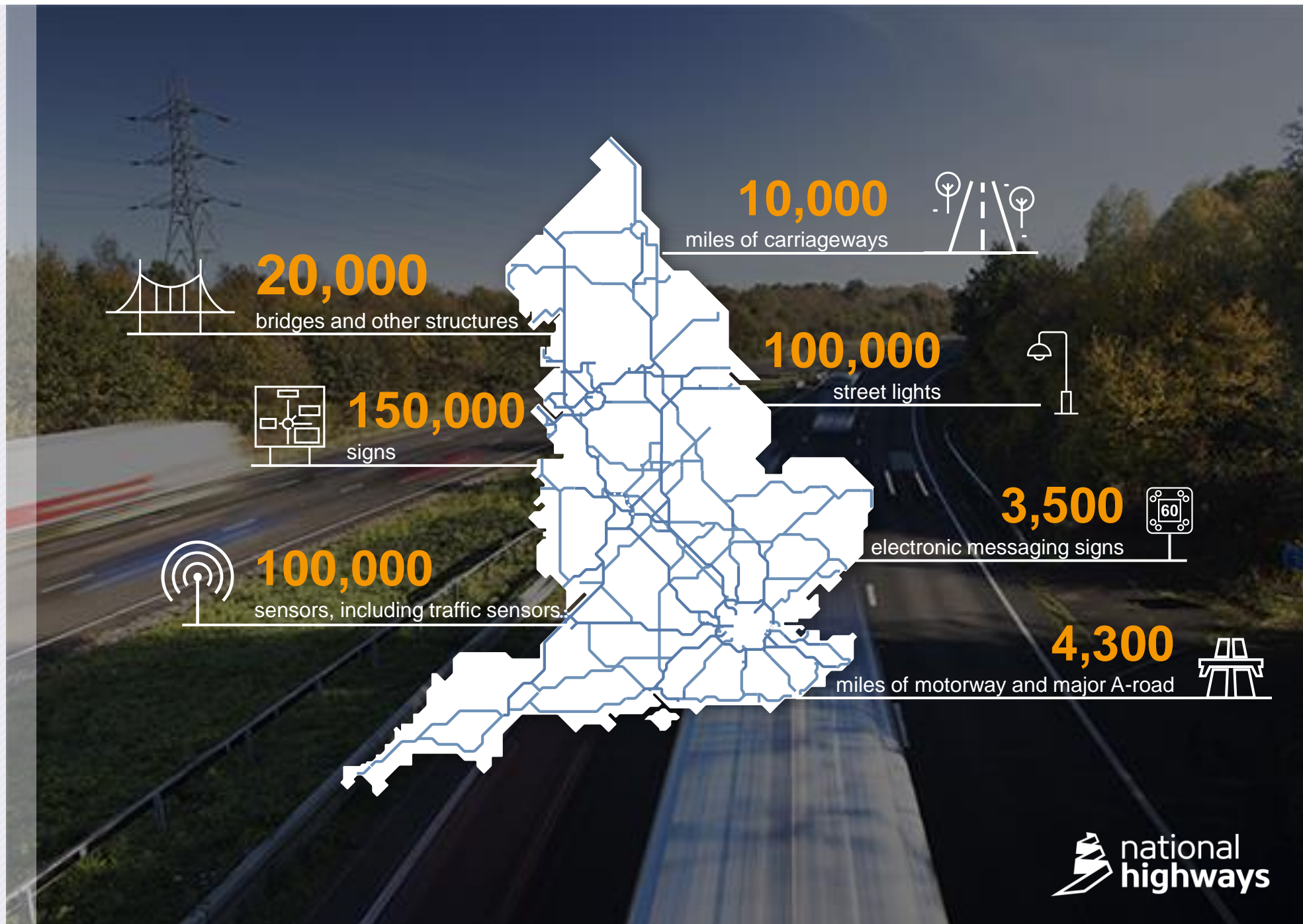
Procurement Opportunities

at National Highways

23 September 2021

Our road network

We manage and improve over 4,300 miles of motorways and major roads in England known as the strategic road network



**Established in 2015, we're a
government owned, publicly
funded company**

Everything we do, from
designing our roads to
clearing incidents, helps
keep traffic moving 24
hours a day, 365 days
a year.



Working with the
Department of Transport
and other government
bodies, to ensure
investment in our roads
delivers the maximum
benefit for taxpayers.



People rely on our roads

To connect people and to drive the economy

95

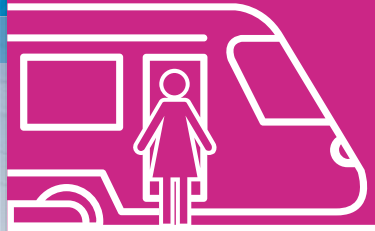
billion miles
travelled on the
SRN every year



Carrying

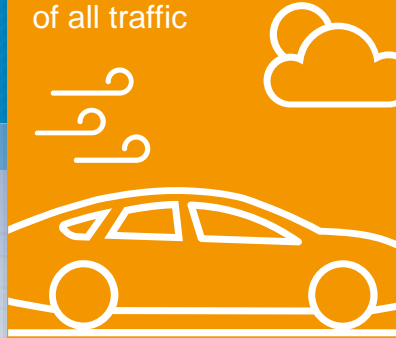
3x

more people than
the UK rail network



34%

of all traffic



and

68%

of all freight



Since 2015
We have reduced
the number of
casualties on
our roads by

↓ 18%



We care about the communities that live alongside our roads

Since 2015 we have committed over £528 million to projects which have:

**Reduced
Noise**



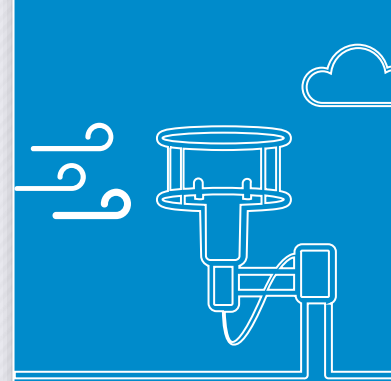
**Alleviated
flooding**



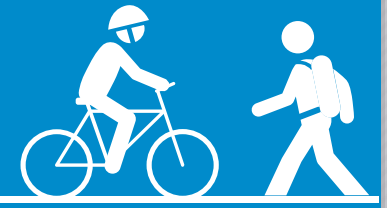
**Protected
biodiversity**



**Reduced
air pollution**



**Produced
alternative
routes for
walkers and
cyclists**



Our work helps unlock housing and employment sites

Since 2015 our investment into our Growth and housing fund will have helped create:

44,000

houses

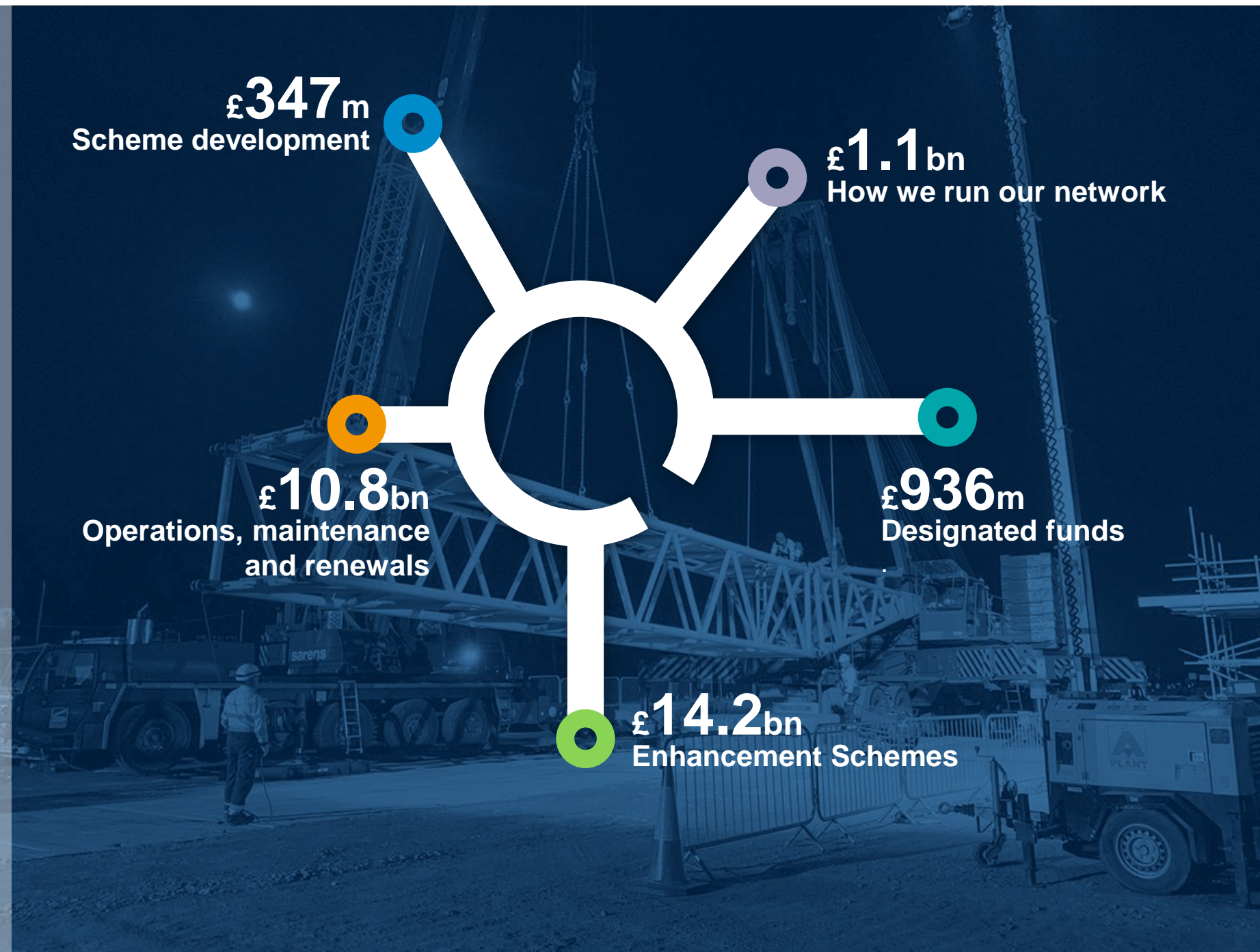


45,000

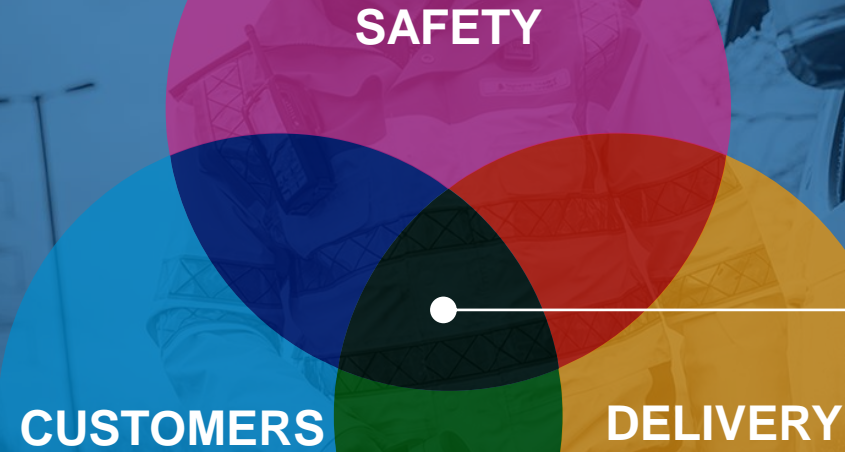
jobs



Between 2020-2025, we will invest £27.4 Billion in our network



A focus on safety, customers and delivery



Our three
imperatives underpin
everything we do

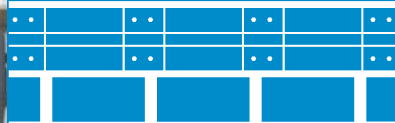
Safety

Our first imperative, this means safety for all those who use or cross our roads, for our neighbouring communities, and for our people and supply chain.

Our road network is already one of the safest in the world



Large renewal programme for our safety barriers



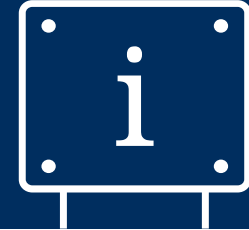
Cut the number of people killed or seriously injured on our roads by half by 2025*



Safer high-risk roads, accident-cluster and potential suicide-cluster areas



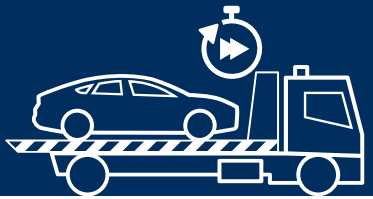
Improved information to drivers to help them be safer on all our roads



Customer

We are committed to making out customers' journeys safer, more reliable and smoother, providing them with the best information possible

Improved
incident
clearance
rates



Better network
availability



Enhanced
information
on roadworks



60mph speed
limit through
roadworks,
where safe



Delivering
£2.23bn
of efficiencies
for tax payers

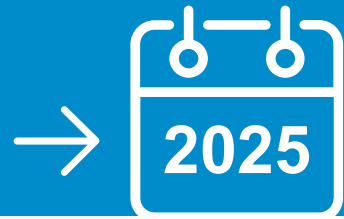


Delivery

Providing value for money, minimising disruption and enhancing the nation's economy, while leaving a positive legacy for communities and the environment.

50+

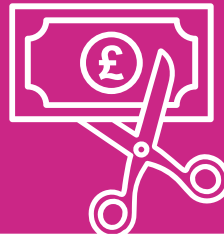
schemes in the
next 5 years



Over

£2bn

of efficiencies



Develop the next
generation of
schemes



Increased
investment to
pre-empt
problems



Economy

Every part of the country will see a positive effect as a result of our work

20m

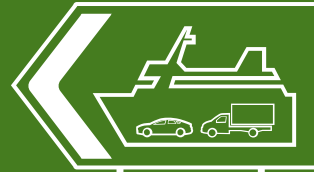
hours currently lost in
traffic congestion will
be saved



Over **£14bn** invested
and **£27bn** in benefits
to businesses and
road users from
enhancement schemes



**Connections
beyond the SRN**
will be created



Over

50

schemes will be
completed



Help to support up to

64,000

jobs



Environment

We will embed environmental considerations into all parts of our schemes, from designs to delivery, with the support of our dedicated Environment and wellbeing fund

Support government's ambition for net zero carbon by 2050



Reduce our own carbon emissions and encourage others to do the same



Tackle air quality



Mitigate noise for those living near our roads



Support the government in delivering their environmental strategies



Our work goes beyond operating, maintaining and improving roads

We use several dedicated funds – known as designated funds – to provide environmental, social and economic benefits to the people and businesses who live and work near to our strategic road network.



**Delivering
nationwide
benefits**

up to
64,000
jobs sustained in the construction industry

52
schemes to be opened

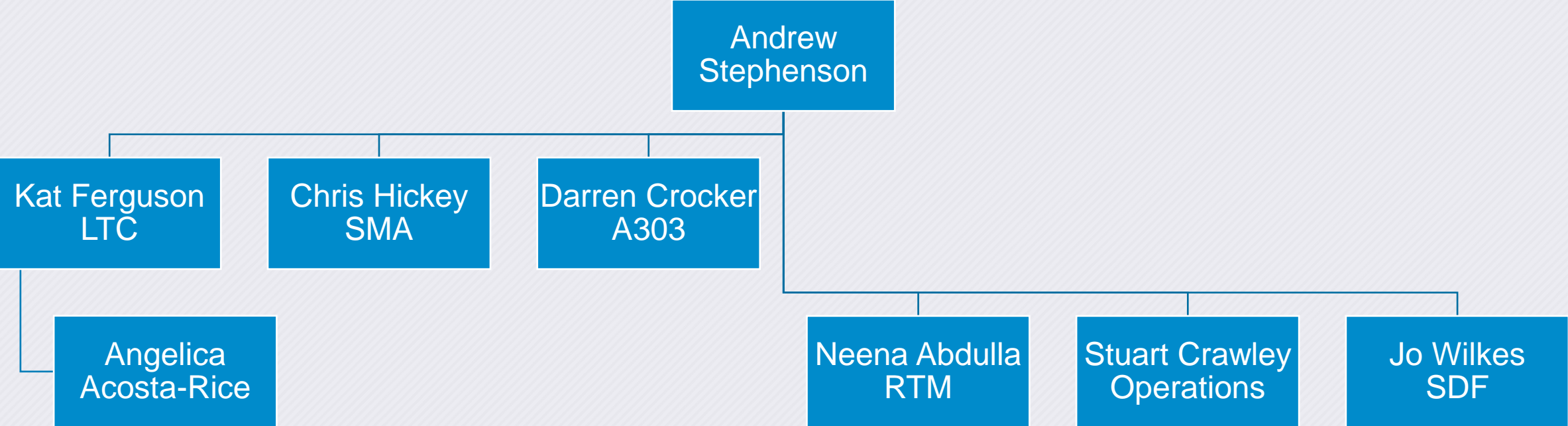
7,500
households helped through noise mitigation schemes

12
new major road projects

£27bn
benefits from £14.2bn investment

20m
vehicle hours saved

Procurement Delivery Organisational Structure



Update on SDF

General Civils - Super Region											
1.1/C			1.1/N			1.1/S					
Supplier	Em		Supplier	Em		Supplier	Em				
Morgan General Construction & Infrastructure Ltd	60		Geoffrey Osborne Limited	116		Lurvia Infrastructure Ltd	144				
Camel Support Service Ltd	36		Qualiford Try Highways	70		MJ Church Plant Ltd	87				
General Civils - Region											
1.2/M			1.2/E			1.2/NW			1.2/NE		
Supplier	Em		Supplier	Em		Supplier	Em		Supplier	Em	
North Midland Construction plc	19		John Graham Construction Ltd	5		A.E. Yates	11		Interserve Construction Limited	36	
									Oyer & Butler Ltd	20	
									Jackson Civil Engineering Group Limited	38	
Drainage - Region											
2/M			2/E			2/NW			2/NE		
Supplier	Em		Supplier	Em		Supplier	Em		Supplier	Em	
Qualiford Try Highways	41		collierHoskott	21		Oyer & Butler Ltd	16		Camel Support Service Ltd	27	
									North Midland Construction plc	15	
									Interserve Construction Limited	23	
Temporary Traffic Management - Super Region											
3.1/C			3.1/N			3.1/S					
Supplier	Em		Supplier	Em		Supplier	Em				
Chevron Traffic Management Limited	115		Tanner Trading Limited	121		HW Martin (Traffic Management) Ltd	140				
(no supplier)	70		HW Martin (Traffic Management) Ltd	72		Chevron Traffic Management Limited	94				
Temporary Traffic Management - Region											
3.2/M			3.2/E			3.2/NW			3.2/NE		
Supplier	Em		Supplier	Em		Supplier	Em		Supplier	Em	
Star Highways Limited	34		Forest Traffic Services Ltd	13		Primer Traffic Management	17		Forest Traffic Services Ltd	19	
									Star Highways Limited	37	
Road Restraint Systems - Super Region											
4.1/C			4.1/N			4.1/S					
Supplier	Em		Supplier	Em		Supplier	Em				
Analytised Construction Ltd (AMCO Rail)	51		Colas Limited	59		Forest Traffic Services Ltd	26				
Colas Limited	36		Joe Hootcroft and sons	34		HW Martin (Traffic Management) Ltd	15				
Road Restraint Systems - Region											
4.2/M			4.2/E			4.2/NW			4.2/NE		
Supplier	Em		Supplier	Em		Supplier	Em		Supplier	Em	
Joe Hootcroft and sons	14		Joe Hootcroft and sons	10		Analytised Construction Ltd (AMCO Rail)	11		Analytised Construction Ltd (AMCO Rail)	12	
									North Midland Engineering	4	
									North Midland Engineering	5	
Landscaping & Ecology											
6/M			6/10.			6/13.			6/12.		
Supplier	Em		Supplier	Em		Supplier	Em		Supplier	Em	
Acornes Ltd	6		Green Valley Arboreal Ltd	3		AC Landscapes & Treeworks UK Ltd	2		Green Valley Arboreal Ltd	9	
AC Landscapes & Treeworks UK Ltd	4		Ground Control Ltd	2		Green Valley Arboreal Ltd	1		Ground Control Ltd	6	
Road Markings											
6/M.			6/NW.			6/NE.			6/E.		
Supplier	Em		Supplier	Em		Supplier	Em		Supplier	Em	
WJ North Ltd	12		WJ North Ltd	16		Primer Roadmarkings Limited	5		WJ North Ltd	14	
Wilson & Scott (Highways) Ltd	6		Primer Roadmarkings Limited	11		Coltrane Limited	4		Wilson & Scott (Highways) Ltd	5	
Road Lighting & Electrical											
7/7.			7/8.			7/NW.			7/12.		
Supplier	Em		Supplier	Em		Supplier	Em		Supplier	Em	
J. McCann & Co (Nottn) Ltd	11		J. McCann & Co (Nottn) Ltd	7		J. McCann & Co (Nottn) Ltd	9		J. McCann & Co (Nottn) Ltd	4	
Crown Highways	7		Crown Highways	5		Crown Highways	5		Crown Highways	2	
Structures Waterproofing & Expansion Joints											
8/7.			8/8.			8/10.			8/13.		
Supplier	Em		Supplier	Em		Supplier	Em		Supplier	Em	
Route One Infrastructure Ltd	6		Route One Infrastructure Ltd	19		Winnis Construction Ltd	2		Route One Infrastructure Ltd	5	
metrel construction	4		VolkerLeas	9		VolkerLeas	1		VolkerLeas	5	
Technology											
8/7.			8/8.			8/10.			8/13.		
Supplier	Em		Supplier	Em		Supplier	Em		Supplier	Em	
Crown Highways	4		J. McCann & Co (Nottn) Ltd	7		J. McCann & Co (Nottn) Ltd	5		Crown Highways	3	
Mason Street Furniture Ltd	3		Mway Communications Ltd	4		Mason Street Furniture Ltd	5		seent Technology Services Limited	2	
Structures, Structural Services & Concrete Repairs											
10/7.			10/8.			10/10.			10/13.		
Supplier	Em		Supplier	Em		Supplier	Em		Supplier	Em	
Balvac Ltd	8		Concrete Repairs Limited	25		Concrete Repairs Limited	20		Balvac Ltd	10	
VolkerLeas	5		VolkerLeas	16		Winnis Construction Ltd	13		Freymetal Limited	7	
Cathodic Protection											
11/7.			11/8.			11/4.					
Supplier	Em		Supplier	Em		Supplier	Em				
Concrete Repairs Limited	15		Concrete Repairs Limited	25		VolkerLeas	1				
			VolkerLeas	25							
Design - Region											
12.1/M.			12.1/E.			12.1/NW.			12.1/NE.		
Supplier	Em		Supplier	Em		Supplier	Em		Supplier	Em	
Bentley CIVIL Ltd	51		WSP Civils Limited	14		WSP Civils Limited	22		Jacobus Engineering UK Ltd	30	
									Bentley CIVIL Ltd	25	
									Seabra Engineering UK Ltd	32	
Design - Super Region											
12.2/C.			12.2/N.			12.2/S.					
Supplier	Em		Supplier	Em		Supplier	Em				
Seabra Engineering UK Ltd	43		Star Highways Limited	40		WSP Civils Limited	36				

Procurement Delivery Partner

LTC

Estimated Award

25/07/2021

01/09/2031

Sum of PTE Value

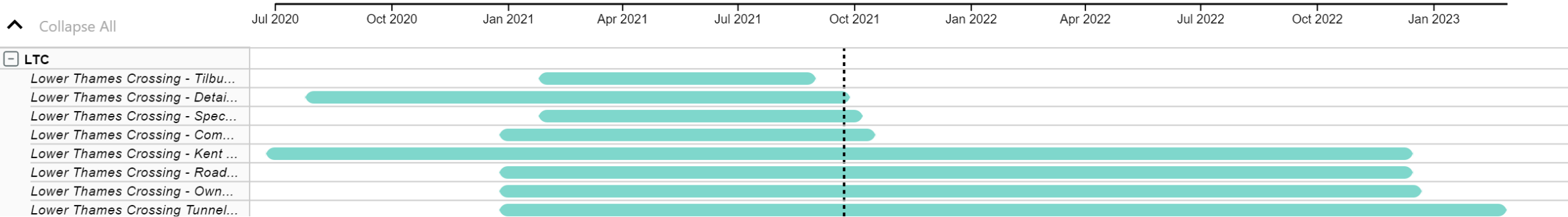
0.00

37,517,133,158.90

4.36bn

Sum of PTE Value

Contracts and Task Orders >£500k



HAPM	Contract Status	Estimated Award	Earliest Team needed in place	Framework	Procurement Delivery Partner
Lower Thames Crossing - Commercial Partner	Out to tender	18-Oct-2021	1-Jan-2021	Non HE Framework (will not issue HE task orders)	LTC
Lower Thames Crossing - Detailed design services for contestable gas assets	Tender Evaluation	28-Sep-2021	1-Aug-2020	Not a Framework	LTC
Lower Thames Crossing - Kent Roads	Out to tender	16-Dec-2022	1-Jul-2020	Not a Framework	LTC
Lower Thames Crossing - Owner Coordinated Insurance Policy (OCIP)	Strategy	23-Dec-2022	1-Jan-2021	Not a Framework	LTC
Total			1-Jul-2020		

Procurement Delivery Partner

Ops

Estimated Award

25/07/2021

01/09/2031

Sum of PTE Value

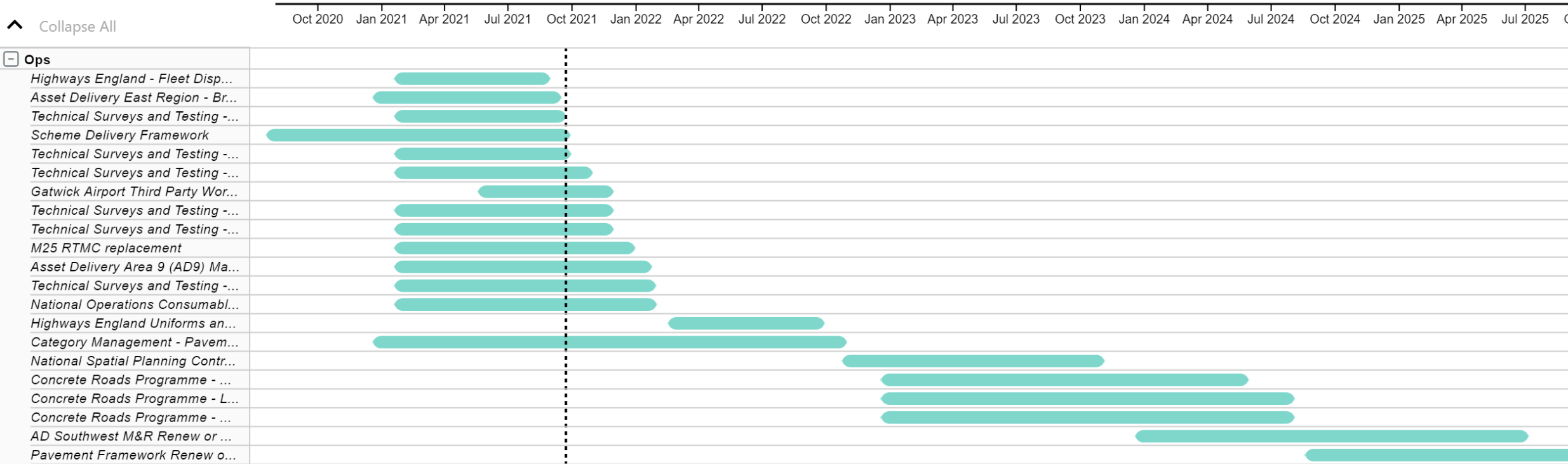
0.00

37,517,133,158.90

11.85bn

Sum of PTE Value

Contracts and Task Orders >£500k



Procurement Delivery Partner

CIP

Estimated Award

25/07/202101/09/2031

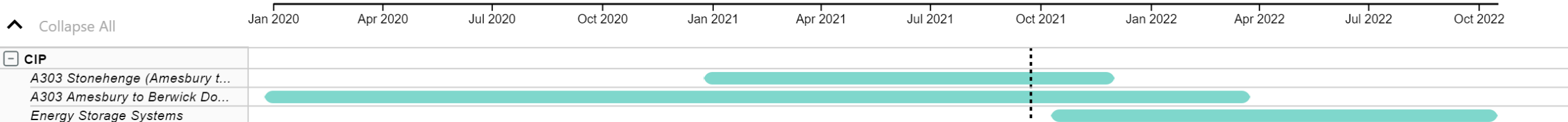
Sum of PTE Value

0.0037,517,133,158.90

1.37bn

Sum of PTE Value

Contracts and Task Orders >£500k



Contracts and Task Orders >£500k

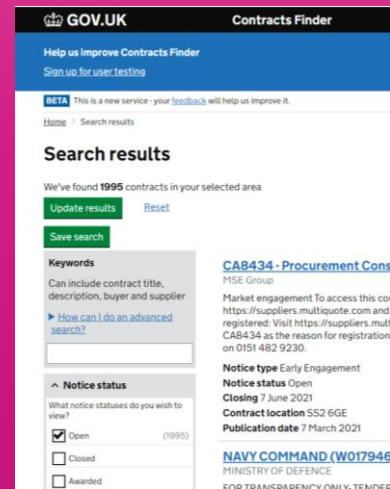
Collapse All



HAPM	Contract Status	Estimated Award	Earliest Team needed in place	Framework
A1 Doncaster to Darrington	Pipeline	1-Aug-2024	1-Feb-2023	Not a Framework
A11 Fiveways Junction	Pipeline	1-Feb-2025	1-May-2024	Not a Framework
A12/A14 Copdock Interchange	Pipeline	1-Feb-2022	1-Aug-2021	Not a Framework
A120 Braintree to A12 (Design Stage 3 & 4 Works)	Strategy	31-Mar-2022	1-Mar-2021	Non HE Framework (will not issue HE task orders)
A120 Braintree to A12 A120 Braintree	Strategy	31-Mar-2023	1-Oct-2021	Not a Framework
Total			5-Jan-2021	

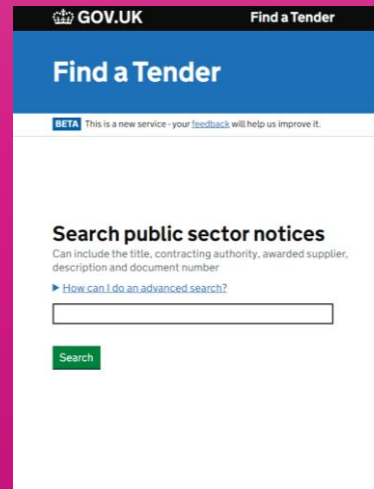
Hints and Tips 1 - Find an Opportunity

Contracts Finder



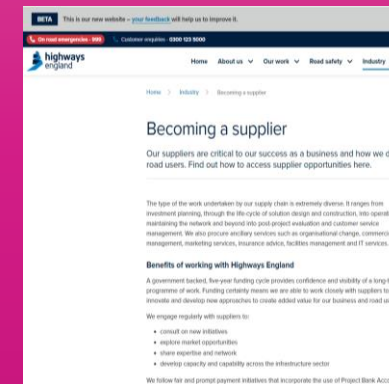
The screenshot shows the GOV.UK Contracts Finder search results page. It features a search bar at the top with the text "We've found 1995 contracts in your selected area". Below the search bar, there are filters for "Keywords" and "Notice status". The "Keywords" filter includes a search bar and a "Save search" button. The "Notice status" filter includes checkboxes for "Open", "Closed", and "Awarded". The search results list includes a contract titled "CA8434 - Procurement Cons" by MSE Group, with details on market engagement, registration, and a closing date of 7 June 2021. Another contract listed is "NAVY COMMAND (W017946)" by the Ministry of Defence.

Find a Tender




The screenshot shows the GOV.UK Find a Tender search page. It features a search bar at the top with the text "Find a Tender". Below the search bar, there is a section titled "Search public sector notices" with a description: "Can include the title, contracting authority, awarded supplier, description and document number". There is a link to "How can I do an advanced search?" and a search button.

Highways England Website



The screenshot shows the Highways England website. It features a header with the Highways England logo and navigation links. The main content area is titled "Becoming a supplier" and includes a section for "Benefits of working with Highways England". The benefits listed are: "A government backed, five-year funding cycle provides confidence and visibility of a long-term programme of work", "Funding certainty means we are able to work closely with suppliers to innovate and develop new approaches to create added value for our business and road users", "We engage regularly with suppliers to:", "• consult on new initiatives", "• explore market opportunities", "• share expertise and network", and "• develop capacity and capability across the infrastructure sector".

LinkedIn



The screenshot shows a LinkedIn post from Highways England. The post text reads: "For those of you following the progress with our new framework - Scheme Delivery Framework (SDF) we have now released our #lotting strategy for #marketengagement". It includes a link to the strategy: "https://lnkd.in/d/jMKXAP" and another link: "https://lnkd.in/d/F5u_Uy". The post also mentions several individuals: "Martin Hobbs Paul Williams Jas Claire MCIPS Megan Tomlinson Darrel Waka Glenda Davies Jaz Pargappa Allan Westoby Marshal Weerakone Ceng FHE Stuart Crawley". Below the text is a map of the United Kingdom divided into regions, with a video player overlay. The video title is "Scheme Delivery Framework SDF Lotting Strategy July 2020" and it has 07 comments.

Hints and Tips 2 – Understand SQ vs ITT



Selection Questionnaire

What you HAVE done before



Invitation to Tender

What you WILL do

Hints and Tips 3 - Obtaining a good score for your Quality Statement

- Use the **Tender Query period** effectively
- Read the **question** and ensure you can answer the question and provide good examples of what you've done.
- Ensure that you **split the page count effectively** between Methodology, Evidence and your Tender Commitments.
- **Make your evidence**, methodology and tender commitments **obvious**.
- **Identify the questions with the highest weighting** that will get you the most points, use the page count and your best answers on these questions.
- **Double check the scoring criteria** and make sure that you cover the elements required to get you the highest scores.
- Reflect the **scoring criteria** in your response
- Follow the instructions in the IfT

Classification	Score	Description
Good	6	<p>A good score will be applied if:</p> <ul style="list-style-type: none">a) The response answers the question and addresses all the requirements; andb) The response is supported by methodology directly supporting the delivery of the ambition, which includes defined procedures, resources and systems, and is supported by evidence. The methodology and evidence may be lacking in detail but in minor areas only; andc) The Tender Commitments collectively support the delivery of the ambition, and capture the methodology, with defined time-based outputs <p>Overall, the response provides Highways England with good confidence that the ambition will be achieved.</p>
Very Good	9	<p>A very good score will be applied if:</p> <ul style="list-style-type: none">a) The response meets the standard for good; andb) Both methodology and evidence are fully detailed; andc) The evidence demonstrates a very good likelihood of successful implementation; andd) The Tender Commitments contain outputs planned at times to optimise delivery of the ambition. <p>Overall the response provides Highways England with very good confidence that the ambition will be achieved.</p>
Excellent	10	<p>An excellent score will be applied if the response:</p> <ul style="list-style-type: none">a) meets the standard for very good; andb) Demonstrates it will contribute to continuous improvement <p>Overall the response provides Highways England with excellent confidence that the ambition will be achieved.</p>

Find out more



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