

**Power to your
procurement**

**RM6320
Construction Works &
Associated Services inc.
ProCure24**

**Industry Update
27 March 2025**



**Crown
Commercial
Service**

Thank you for joining. We will begin shortly

Agenda

1

Welcome and housekeeping

Introductions and housekeeping for the session

2

CWAS3 recap

Our vision and goals

3

Progress & early insights

Engagement activity and what we've learned to date

4

Early design options

Some considerations and blue sky thinking on what we've learned

5

Next steps

Timeline & three month lookahead

6

Discussion & Q&A

An opportunity to reflect and ask questions

7

Closing remarks

Summary and wrap up

Welcome & housekeeping

Thank you for joining us

- This webinar is not being recorded but this presentation will be available to download from our CWAS 3 webpage.
- Please keep cameras off and microphones on mute for the presentation part of this session. You'll be advised when to switch on for the Q&A section.
- Q&A will take place after the presentation. Please feel free to add any questions in advance as we go through.
- We have 1 hour and 30 minutes. 45 minutes for the presentation plus 45 minutes for Q&A and further discussion.
- A version of today's presentation will be made available available on our webpage
<https://www.crowncommercial.gov.uk/agreements/RM6320>
alongside responses to any questions raised

Vision and goals

- To be the construction framework of choice for the public sector
- To continue driving The Construction Playbook and Gold Standards across industry
- To maximise our contribution to delivering social value, innovation and sustainability for the nation
- To support and enable market and SME growth
- To provide routes to market that deliver sustained value and the future needs of our customers



CWAS3 / ProCure24

NHS England & ProCure24

NHSE & CCS Partnership

- NHSE has a commitment as ProCure to over £7bn worth of active projects and are working as BAU and are committed to support the NHS in construction
- NHSE is supporting the delivery of the ProCure24 health strategy through the new CWAS3 arrangement commercial arrangement, in collaboration with CCS
- Our partnership with CCS continues to grow and will build on lessons learned and market innovations to improve our future agreement
- The ProCure24 strategy development is currently focused on engaging with Trusts and the supply market to help shape the new Lot structure and scope of service.

Engagement to date

2024/25

220

survey data submissions from existing and potential, new CCS clients and suppliers

50/50

split between existing CCS and potential, new suppliers

70+

one to one supplier engagement sessions held by CCS (35 hours of dialogue!)

56

public sector organisations identified for ongoing client engagement

Early insights - what's important

Suppliers

	Most important
Direct Award procedure	1
Lot structure	2
CCS / Client collaboration	3
Framework Pricing	4
Further comp procedure	5
FAC-1 T&C's	6
Model contract forms	7
SME optimisation	8
Customer / Sector diversity	9
Driving Gov policies	10
Baseline insurances / certifications	11
	Less important

Customers

	Most important
Speed of procurement options/route to market	1
Pre-assured suppliers (Quality)	2
Reduced risk of procurement non-compliance	3
Pre-assured suppliers (Financially)	4
Procurement flexibility	5
Defined procurement procedure	6
Reduced project costs/cost certainty	7
	Less important

Common themes: **Pace and agility, collaboration, flexibility and assurance**

Early insights - what are our challenges

Suppliers

	Most Challenging
Pipeline visibility	1
Early Contractor Involvement	2
Tender documents & Quality Criteria	3
Sustainability/Net Zero Carbon Targets	4
Specification	5
Social Value	6
Framework level compliance	7
KPIs and Performance	8
	Less Challenging

Customers

	Most challenging
Cost & funding constraints	1
Engagement in tendering	2
Sustainability Targets	3
Embedding Social Value	4
Procurement/Commercial capability	5
Driving SME opportunities	6
	Less challenging

Common themes for improvement

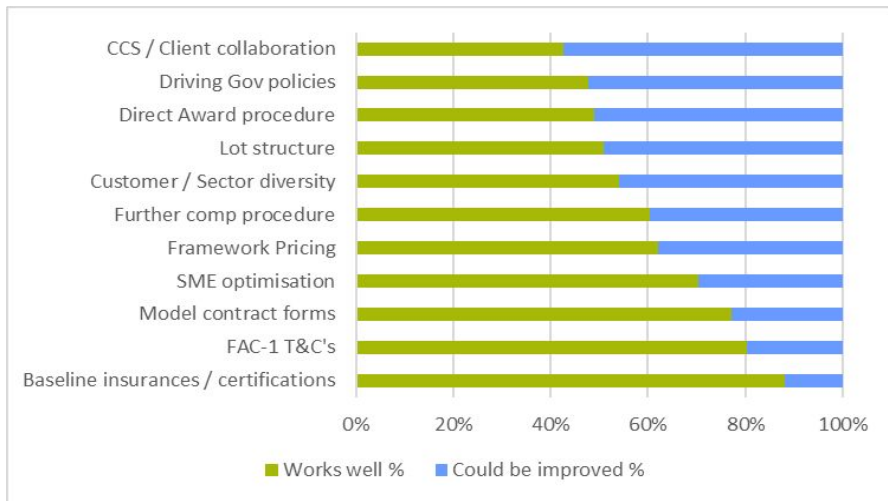
Cost and funding constraints > Pipeline visibility

Early contractor involvement > Tender appetite

Early insights - what could CWAS3 improve?

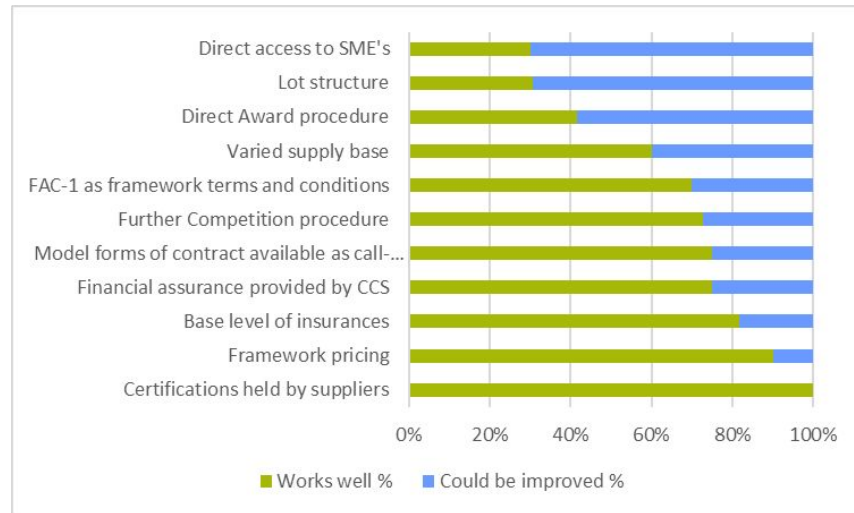
Suppliers

1. Collaboration
2. Delivering Policy
3. Direct award
4. Lot structure

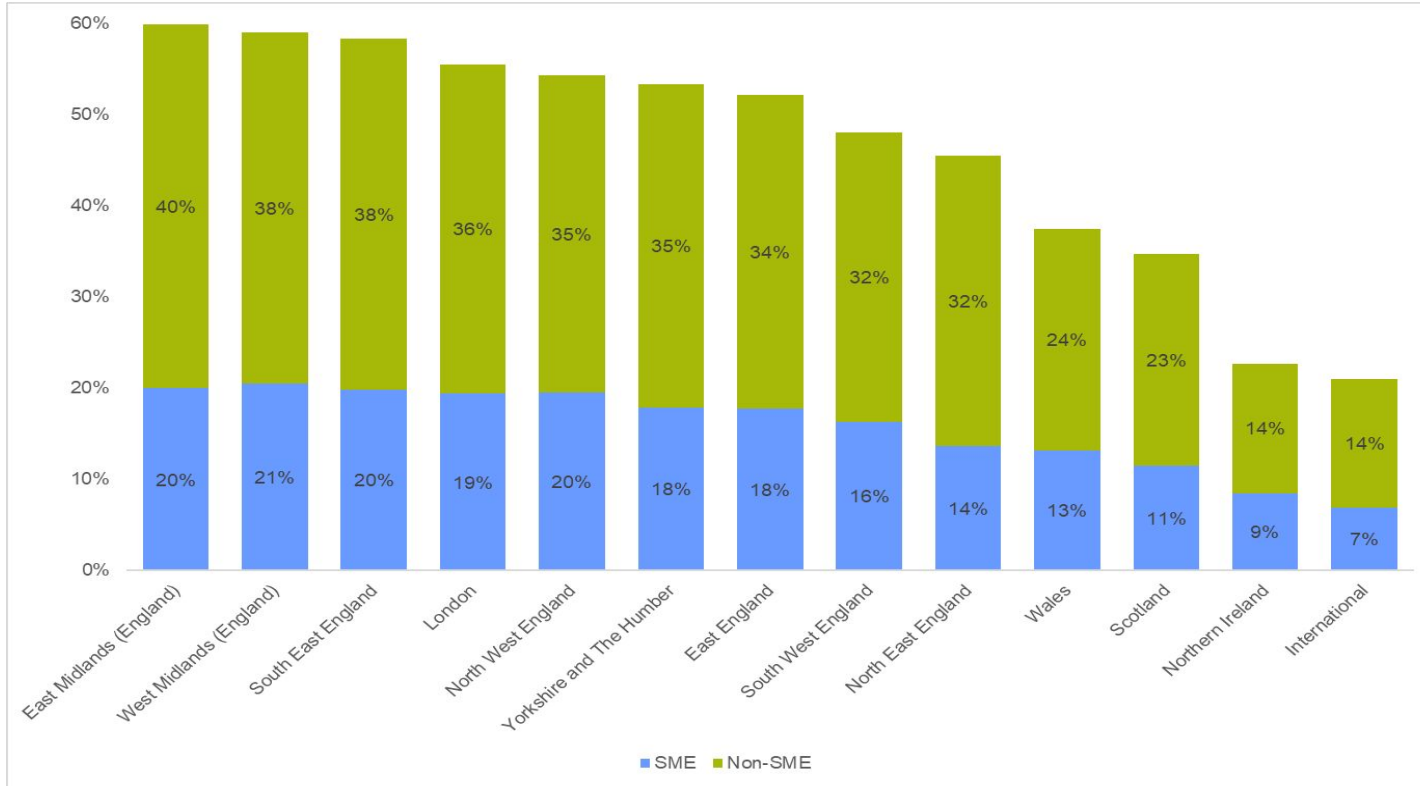


Customers

1. Direct SME access
2. Lot structure
3. Direct award



Early insights - regions and delivery



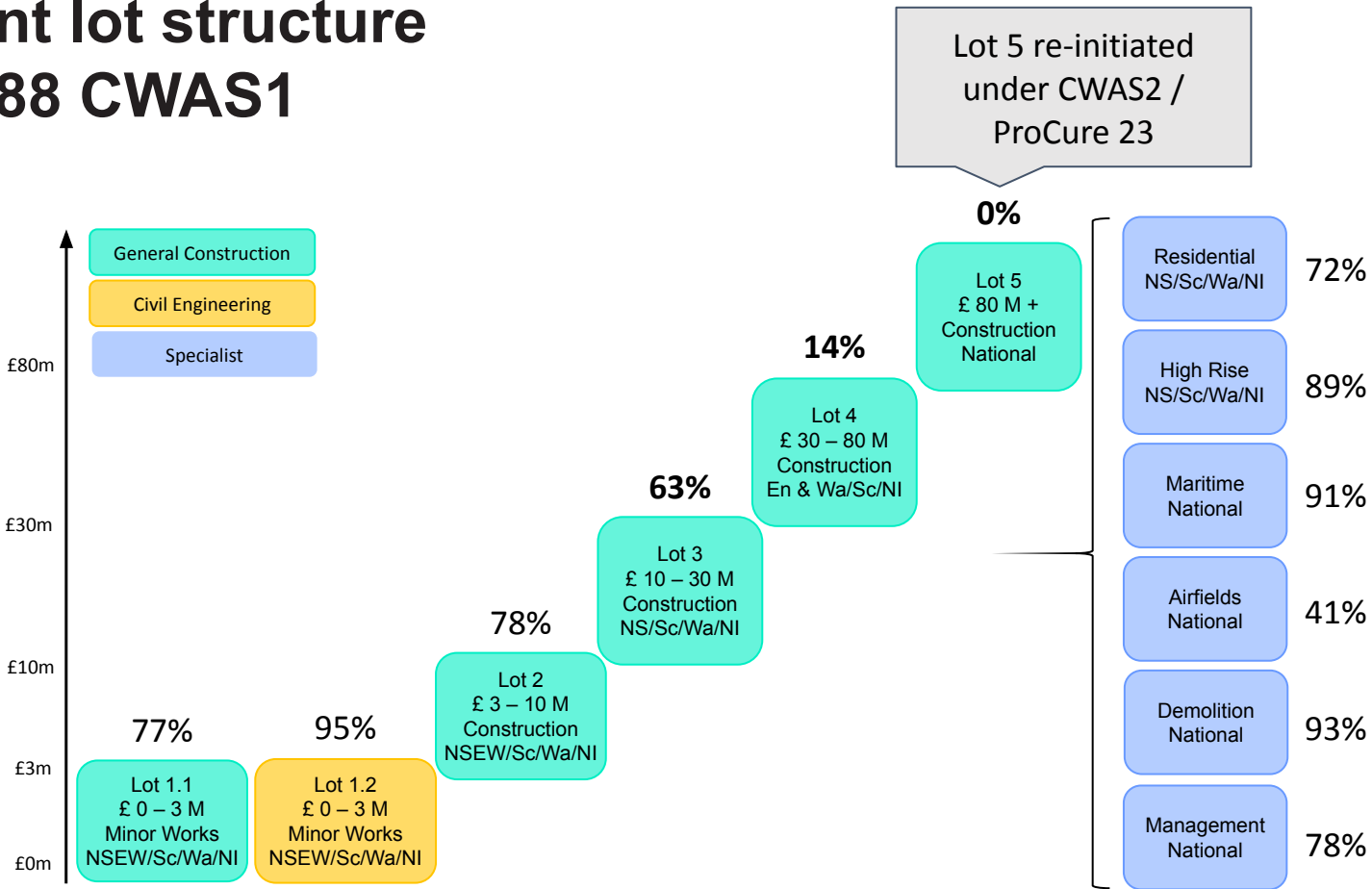
Our engaged market to date

SMEs make up around a third of the delivery capability across the UK

Our definition of overseas will be explored under the new Procurement Act

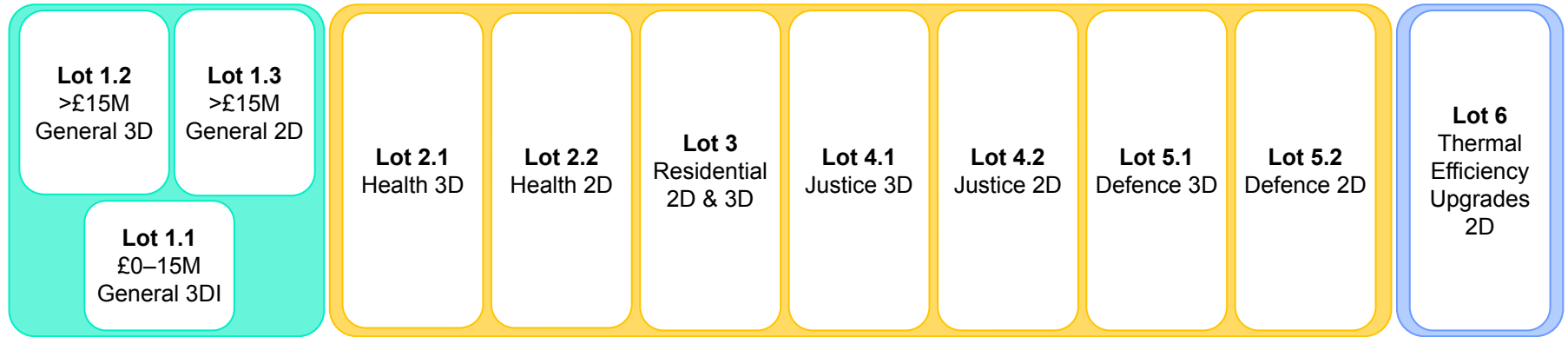
Formal engagement from May 2025 onwards will further map and define coverage to inform the lot structure

Current lot structure RM6088 CWAS1



Current lot structure

RM6184 OCS



Lot structure considerations (Subject to change)

Similar to existing

Construction Works and Associated Services 3 including ProCure 24

Construction Works and Services
(Including Off-site)



Regional / value banded Lots
Separation of general building &
civil engineering

Thematic / specialist sector Lots
e.g Defence, Nuclear, Overseas,
Residential

Manufactured Solutions
(3D Volumetric / 2D Panelised)



Value banded Lots
Hire Lot(s)

Thematic / specialist sector Lots
e.g Defence, Health, Justice

ProCure 24



Regional / Value banded Lots

Lot structure considerations (Subject to change)

Virtual Lot

Construction Works and Associated Services 3 including ProCure 24

Construction Works and Services
(Including Off-site)

Regional / value banded Lots
Separation of general building &
civil engineering

Thematic / specialist sector Lots
e.g Defence, Nuclear, Overseas,
Residential

Manufactured Solutions
(3D Volumetric / 2D Panelised)

Value banded Lots
Hire Lot(s)

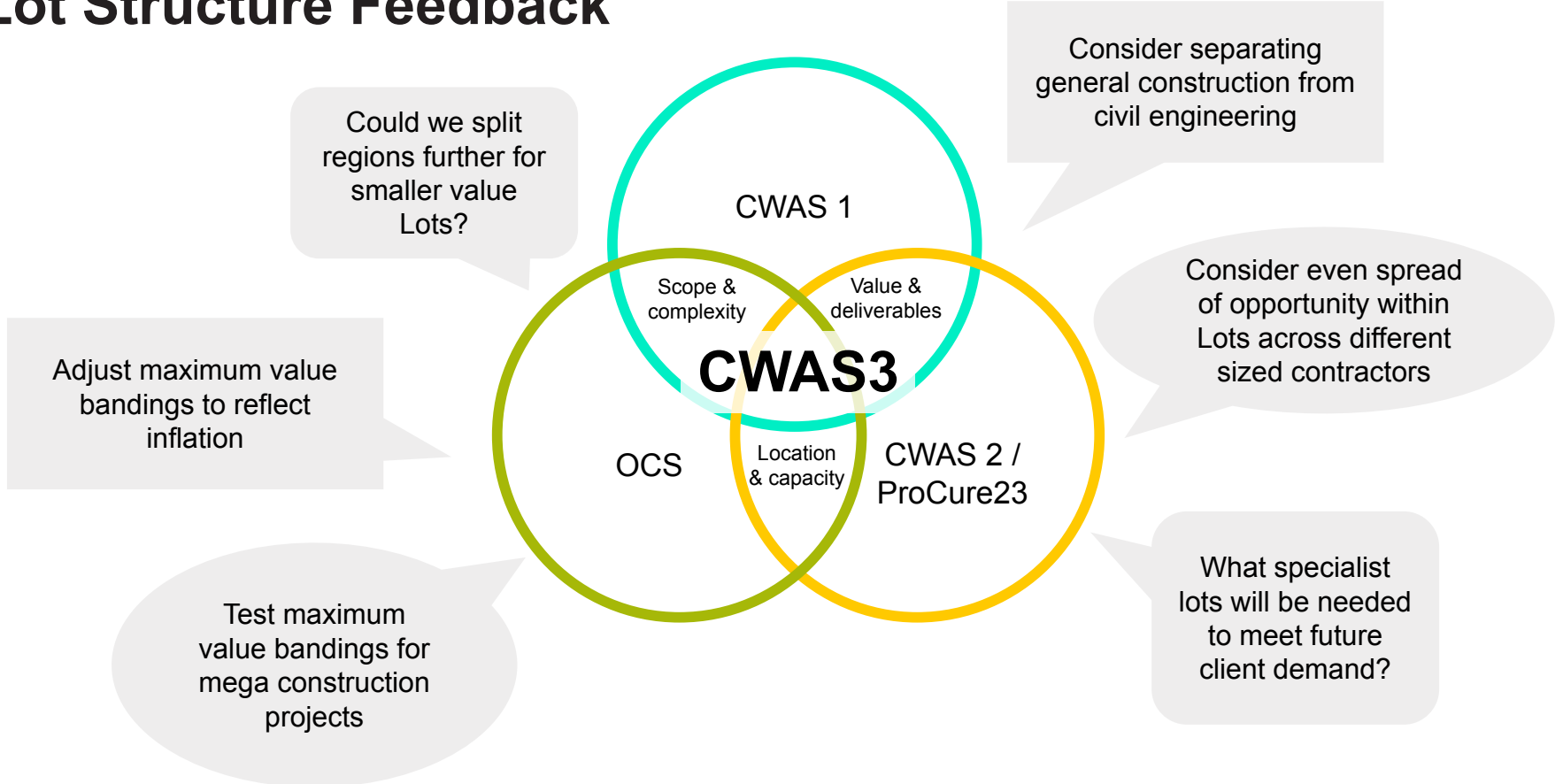
Thematic / specialist sector Lots
e.g Defence, Health, Justice

ProCure 24

Regional / Value banded Lots

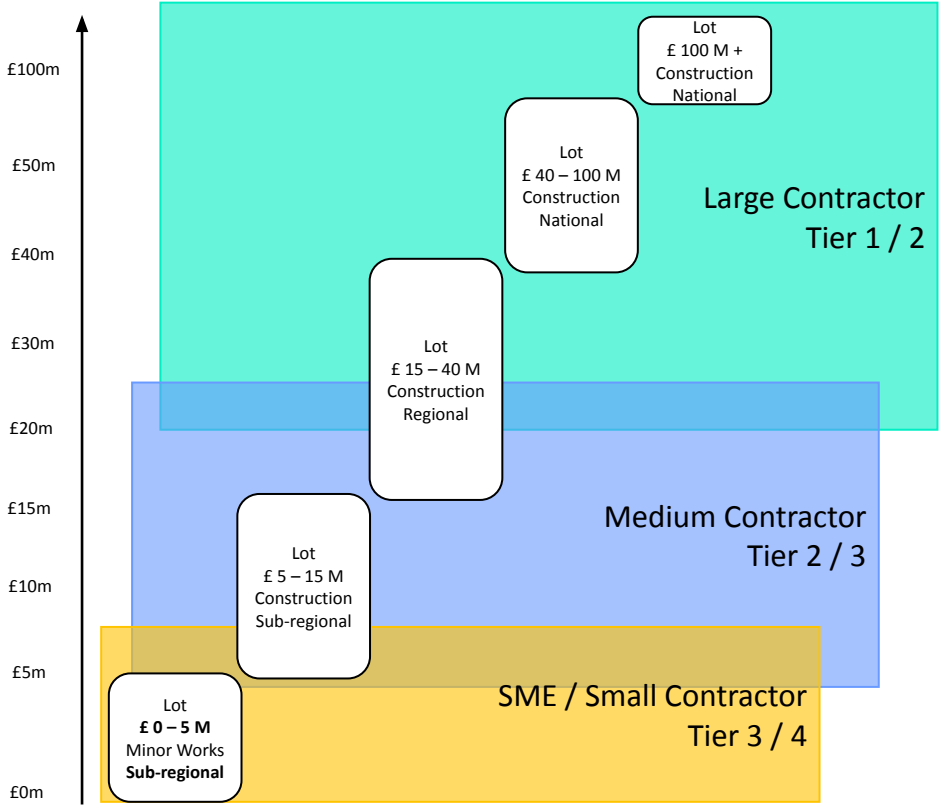
Virtual / Hybrid Lot
Cross-compete traditional and
manufactured solutions

Lot Structure Feedback



Early thinking

General construction value bands and regions



Changes

- Value band adjustments
- Sub-regional i.e. North West, North East, East Midlands etc`

Benefits

- ✓ Recognises market inflation
- ✓ Increases scope for SMEs

Risks

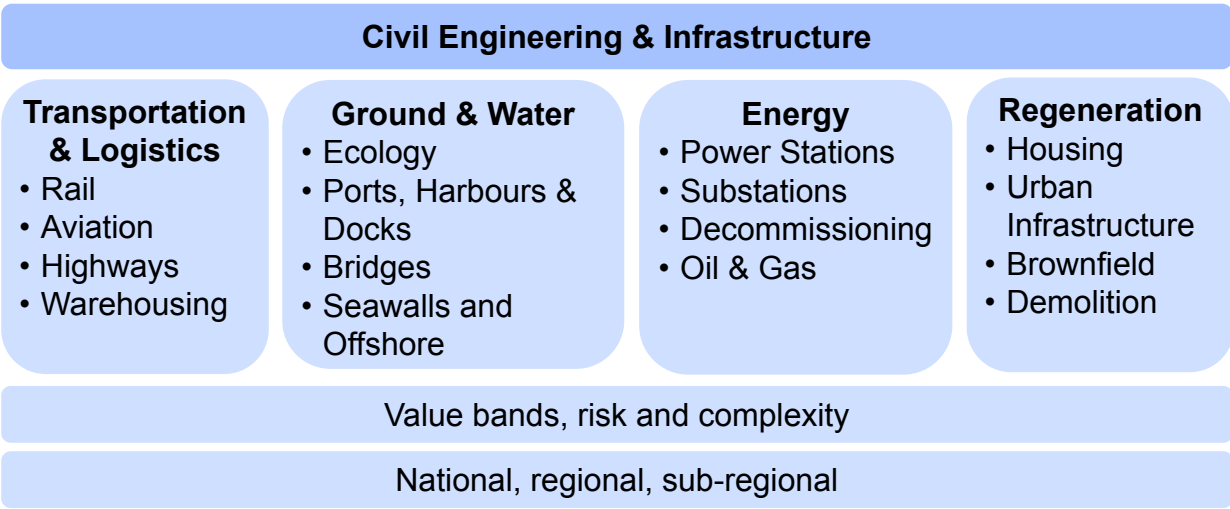
- Maintaining healthy split of opportunities between supplier tiers
- Feasibility of sustaining OHP % for mega projects

Further considerations of feasibility

- Ability to differentiate each lot in alignment with the markets own segmentation and future proof through tender quality and preferencing mechanisms

Early thinking

Civil engineering & infrastructure



Changes

- Potential specialist / thematic focus

Benefits

- ✓ Greater differentiation of supply chain aligned with industry
- ✓ Drives civil engineering spend through means tested routes

Risks

- Proportionality - balancing breadth and simplicity
- Specialist frameworks already exist, customers may already have their own

Further considerations of feasibility

- Test demand and sub-lot delineations
- Map supply chain and areas of specialism

Early thinking

Early Integrator

Exploring opportunities to incorporate MMC into the Project Brief and Project Programme

Early Integrator
Early contractor involvement, options and feasibility

3D Off-site

2D Off-site

Innovation

Contractor / Manufacturer Design Input
Innovation, Sustainability & Social Value
Cost and Programme Optioneering
Delivery Model Assessments
Should Cost Modelling
Risk and Buildability
Mock-ups and Prototypes



DfMA Overlay to the RIBA Plan of Work



Changes

- Specialist / thematic Lot to facilitate early contractor and manufacturer involvement in early project planning and feasibility
- Bringing together traditional and offsite to drive innovation options in design and planning phase

Benefits

- ✓ Testing feasibility before key design decisions are made
- ✓ Comparison of full-life cost / benefit - avoiding direct comparisons of overheads and initial cost

Risks

- Ability to engage customers at the early stage needed to benefit

Timeline & next steps

Key milestones & deliverables

Mar 2025

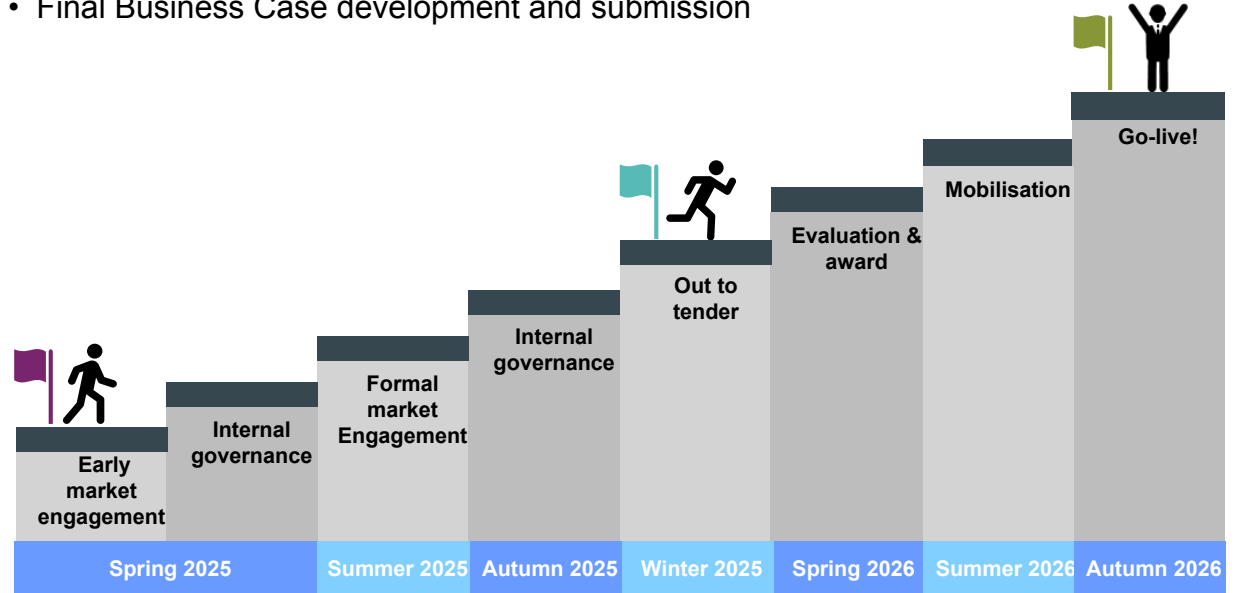
- Develop Outline Business Case - aligning market engagement outcomes, insights and lessons learned
- Further 121's with customers and suppliers as required

April 2025

- Submit and approve the Outline Business Case

May onwards

- Formal market engagement and development of detailed tender strategy and design
- Final Business Case development and submission



Keep in touch

- www.crowncommercial.gov.uk/agreements/RM6320
- cwas3@crowncommercial.gov.uk
- [Future Opportunity Notice \(Contracts Finder\)](#)
- [Future Opportunity Notice \(Find a Tender\)](#)

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