

# **Construction Works & Associated Services 3 (CWAS3)**

Pre-webinar information for customer &  
supplier webinars 27 March 2025

25 March 2025

## Introduction

On 27 March 2025 CCS will be hosting its second set of webinars for customers and suppliers. These webinars will act as a follow up to the inaugural webinars hosted by CCS on 21 January 2025 and provide an update of the feedback and insights that have gathered through early market engagement. They will also provide some early considerations and ideas around potential structures and principles of the future CWAS 3 framework.

This document provides the agenda for the forthcoming webinars and a high level summary of our collective learning to date. We look forward to expanding further on this and inviting your thoughts when we welcome you to the next webinar on 27 March 2025.

**A reminder that webinars will take place as follows - please ensure you have accepted the official invitations that were issued to replace the previous placeholders:**

### Customer Webinar

10:00 to 11:30 on Thursday 27 March 2025

Microsoft Teams meeting

### Supplier Webinar

13:00 to 14:30 on Thursday 27 March 2025

GoTo Webinar platform

In the meantime should you have any queries please contact the team at [cwas3@crownccommercial.gov.uk](mailto:cwas3@crownccommercial.gov.uk).

# GoTo and Teams Agenda for the 27 March 2025

Both sessions will include break-out questions and temperature surveys so we can test thoughts on the day and help shape and inform responses to further Q&A. Following each session, questions and feedback will be collated and made available via the CWAS website <https://www.crowncommercial.gov.uk/agreements/RM6320>

## Presentation (45 minutes)

- **Welcome and housekeeping**  
Introductions and housekeeping for the session
- **CWAS 3 recap**  
Reminding ourselves of our vision and collective goals
- **Progress and insights**  
Engagement activity and what we've learned to date
- **Early design options**  
An overview of considerations and blue sky thinking, based on what we've learned
- **Next Steps**  
Three month lookahead

## Discussion (45 minutes)

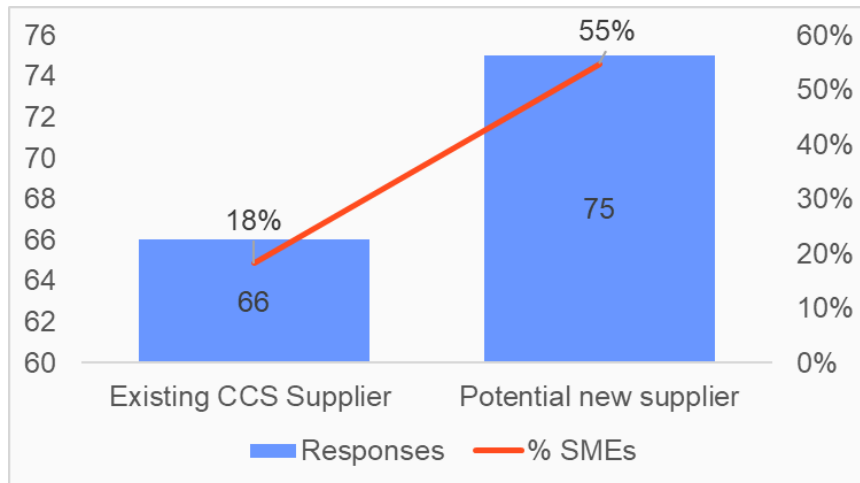
- **Survey**  
Your opportunity to influence our thinking and test the considerations shared
- **Q&A**  
Your opportunity to reflect and ask questions
- **Closing remarks**  
Summary and wrap up

# Survey highlights

## Our Market

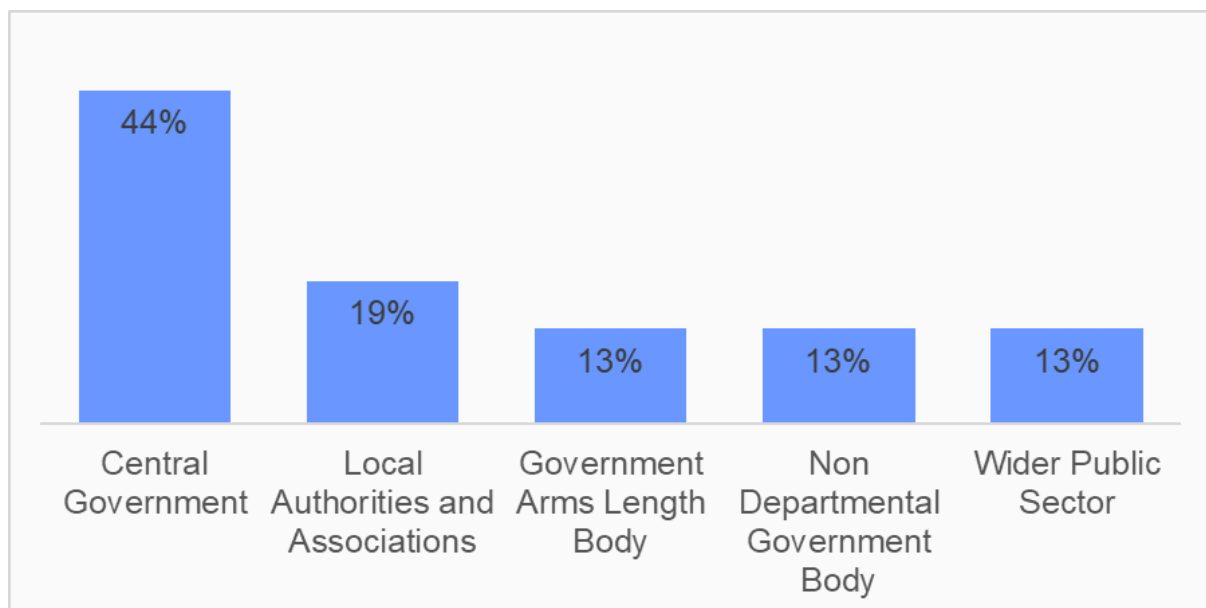
To date we've received over 141 responses to our initial survey from existing and potential, new suppliers.

SME representation across potential, new suppliers is good but we need to increase levels of engagement with our existing CCS framework SMEs.



## Our Customers

Our engagement with customers has been slightly different and led largely through existing strategic forums with the support of our CCS Customer Experience team. To date we are engaging with a range of organisations across the public sector and will continue to engage as we work through each project stage.



## Important framework features for 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
Customer / Sector diversity	8
Driving Gov policies	9
Baseline insurances / certifications	10
	Less important

Other common features put forward by suppliers included pipeline visibility, accessible call-off tender documents and opportunities for early contractor involvement.

## Important framework features for 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

Other common features put forward by customers included standardised KPI's, access to the right suppliers and maintaining maximum bid appetite.

## Biggest challenges for suppliers

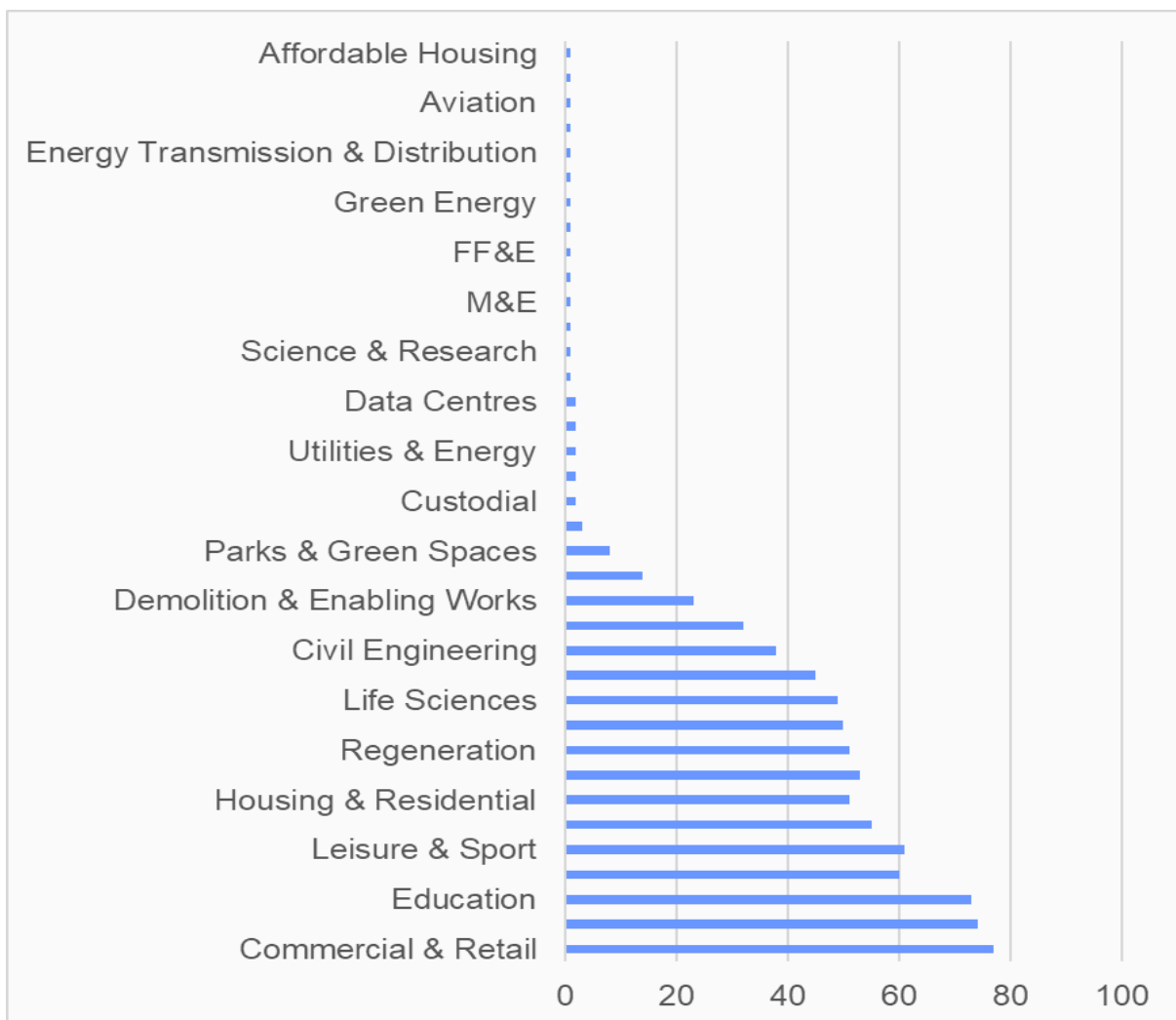
	Most Challenging
Pipeline visibility	1
Early Contractor Involvement	2
Tender documents & quality criteria	3
Sustainability and policy targets	4
Specification	5
Social value drivers	6
Framework level compliance	7
KPIs and performance	8
	Least Challenging

## Biggest challenges for customers

	Most challenging
Cost & funding constraints	1
Engagement in tendering	2
Sustainability targets	3
Embedding social value	4
Procurement/commercial capacity	5
Driving SME opportunities	6
	Less challenging

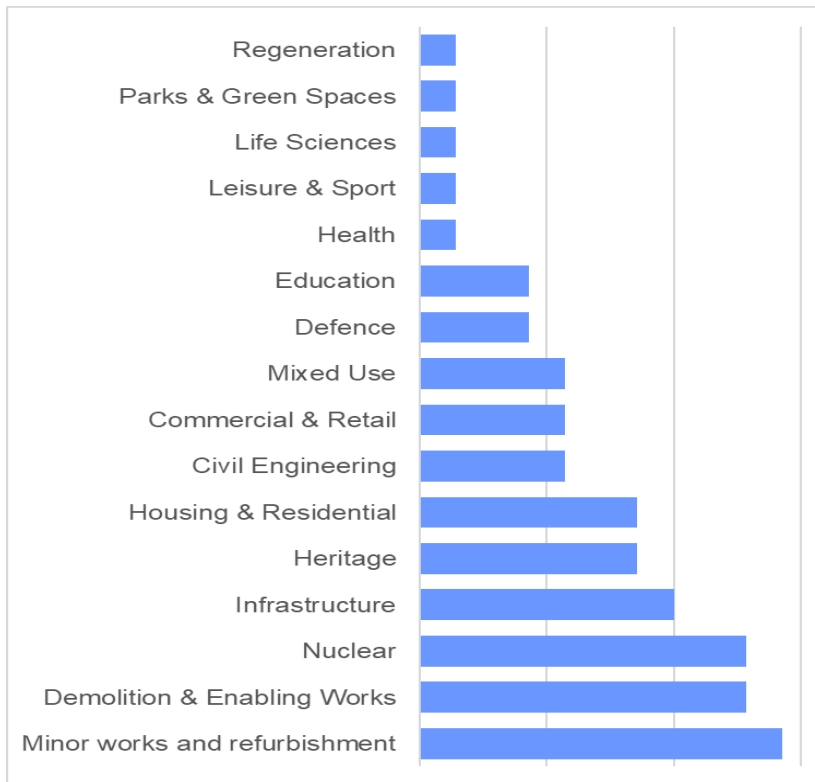
## Supplier market diversity

To date we've engaged with a broad and diverse supplier base, attracting insights that span a range construction industry sectors and specialisms.

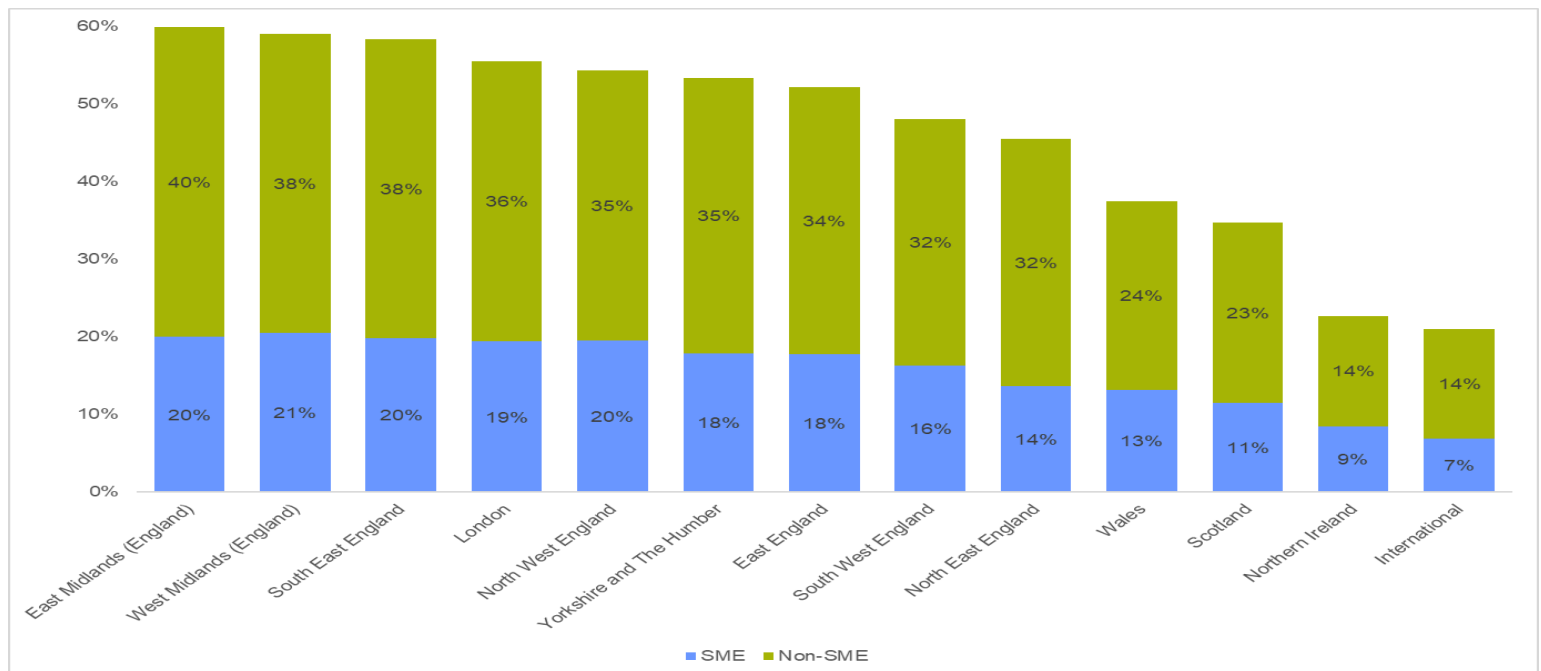


## Customer sector focus

We continue to look to the future with our customers and support them in shaping priorities. This list is by no means exhaustive and we'll be sharing further updates with the market as we collaborate in our design.



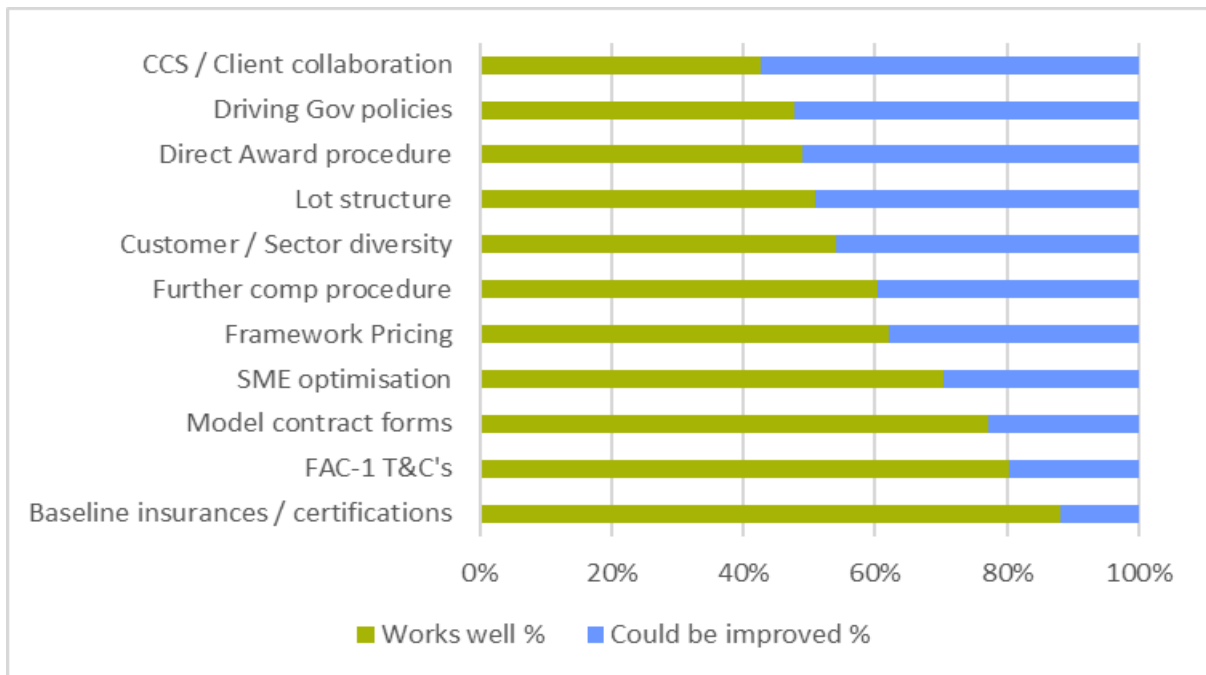
### Exploring regional capacity



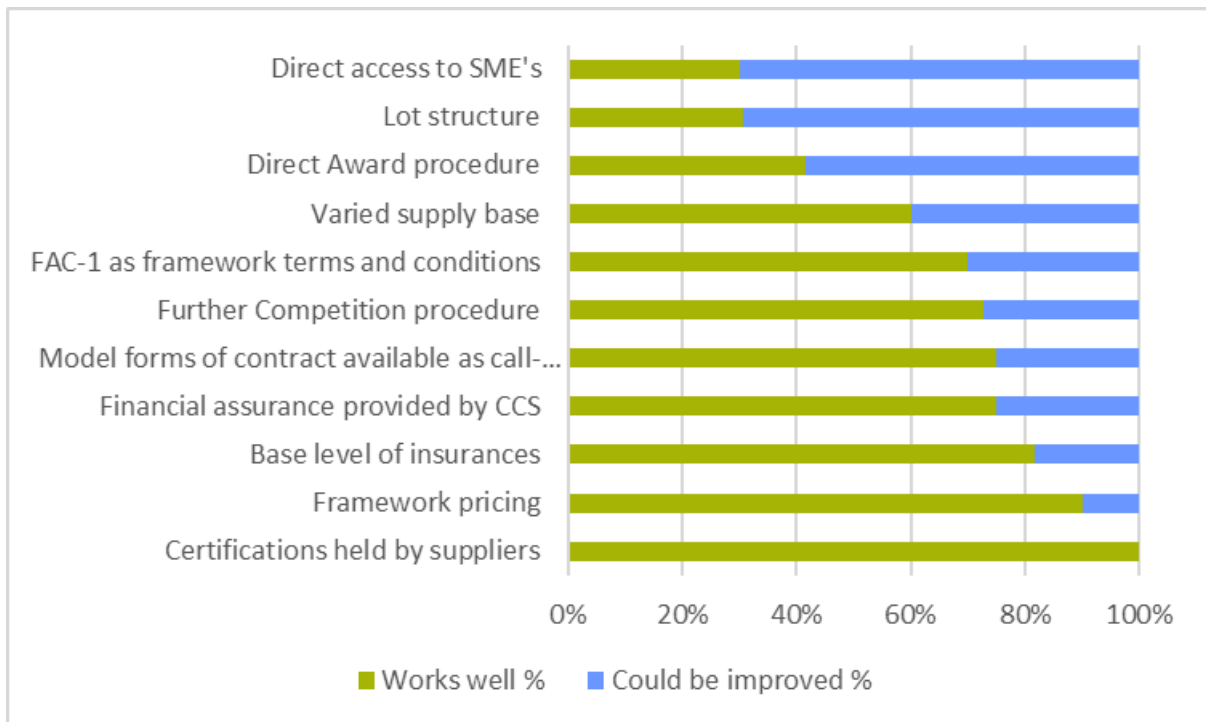
A continued focus of our engagement over the coming months as we progress pre-tender planning and preparation will ensure that we are reaching all corners of

the market across the UK. We are also currently exploring the options around the overseas market and mechanisms under the new Procurement Act.

## What works well for suppliers and what could CWAS3 improve?



## What works well for customers and what could CWAS3 improve?



And finally – how likely are our suppliers and customers to engage with and utilise CWAS3?

