



**PIC**

Framework

Your  
**quick-start**  
guide

# Constructing new possibilities

The Private Investment Construction (PIC) Framework is a ready-made construction framework for the NHS and other public sector bodies, providing a mechanism for bringing private sector investment into new build and refurbishment projects.



## Why is it different?

As the first construction framework of its kind, it opens up access to vital sources of private funding for new facilities and estate improvements. At a time of reduced public sector capital, it is a key tool for delivering high quality facilities, while transforming environments for patients, visitors and staff. And all this, with the reassurance of a procurement-safe construction vehicle that ensures value for money and reduced delivery time and risk.

## Framework Sponsor

The commissioner and Framework Sponsor, Yeovil District Hospital NHS Foundation Trust is widely regarded as one of the UK's most innovative and commercially-minded NHS organisations. Having embarked upon an ambitious estates development programme, it is becoming a showcase for other NHS providers, demonstrating how it is transforming its local health and care system at pace.

Through the Framework, the Trust, Prime and a range of other public and private sector bodies can access experienced, market-tested building contractors and benefit from use of a quick, efficient and flexible vehicle for the construction of privately funded new build and refurbishment projects.



## Framework Manager

As a strategic estates partner to Yeovil District Hospital NHS FT, healthcare property company Prime is responsible for managing the Framework.

Prime's development expertise, which spans more than 20 years working at the forefront of the healthcare sector, includes a wealth of experience in supply chain management, ensuring an open and transparent approach on each and every project. Having delivered goods and services for the NHS and a range of other public sector clients, Prime's experience and knowledge is focused on improving value for money and delivering projects on time, within budget and to the highest quality standards.

As Framework Manager, Prime works with Contractor Partners throughout the life of the Framework - monitoring project performance to improve quality, generate cost savings and reduce delivery time.



*"We are always looking for ways in which we can deliver the best clinical services and non-clinical facilities for our patients, staff and visitors. The Framework will support our transformation programme and will deliver our key goals for each project - namely best value, swift delivery and exemplary patient experience."*

Paul Mears, Chief Executive of  
Yeovil District Hospital NHS Foundation Trust

# Our partners

The PIC Framework includes high quality, experienced, market-tested building contractors, each with expertise across a wide range of sectors. Split across two 'lots', the Framework provides flexible solutions - whatever the project size or location.



LOT 1

## National

Providing national coverage, Lot 1 is for the delivery of schemes across England and Wales, with a contract value generally in excess of £10million.

CONTRACTOR PARTNERS



LOT 2

## South Central

Covering the south and central regions of England, Lot 2 is for smaller projects, generally below a construction value of £10million.

CONTRACTOR PARTNERS



Each Contractor Partner has experience of delivering complex public sector projects, with particular expertise in healthcare environments and working on live, operational sites. Committed to best practice and achieving the very highest industry standards, they offer:

- ✓ Excellent value for money
- ✓ Effective supply chain management
- ✓ Commitment to health and safety
- ✓ Innovation and continuous improvement
- ✓ BIM knowledge
- ✓ Commitment to local training and employment opportunities
- ✓ Support of community initiatives, with a commitment to social value
- ✓ Excellent quality management
- ✓ Independent accreditation by Considerate Constructors

# How it works



## Who can use the Framework?

The Framework covers the provision of building works and services and can be used by any public sector body or private sector organisation across England and Wales, where the client has selected a Prime group company for the provision of services.

## Public sector bodies that are able to access the Framework include:

- ✓ NHS Trusts, including Ambulance Trusts, Mental Health Trusts, Community Care Trusts, Acute Trusts and NHS Foundation Trusts
- ✓ Clinical Commissioning Groups (CCGs)
- ✓ Primary care providers
- ✓ GPs
- ✓ Special health authorities
- ✓ Local Authorities
- ✓ Non-departmental public bodies
- ✓ Third sector organisations and charities
- ✓ Registered social landlords
- ✓ Educational establishments
- ✓ Public private joint ventures

## Other organisations that can use the framework include Prime's current and future strategic partnerships, e.g:

- ✓ University Hospital Southampton NHS Foundation Trust's Commercial Estates Development Partnership
- ✓ Prima 200
- ✓ Birmingham and Solihull (BaS) LIFT
- ✓ Other new primary care GP developments outside of LIFT
- ✓ Private operators, such as care home operators and private hospitals



## Works that can be delivered:



- ◆ New builds
- ◆ Extensions
- ◆ Refurbishments
- ◆ Renovations
- ◆ Associated infrastructure works

# Using the Framework



## Project enquiry stage

- 1** Client contacts PIC Framework team with project enquiry.
- 2** Client enters into an Access Agreement with Yeovil District Hospital NHS FT to use the Framework.
- 3** If the contract value is under the £4.3million threshold, a 'direct award' can be made to a Contractor Partner.



## Call-off stage

- 4** Project brief and 'call-off pack' prepared by PIC Framework Manager.
- 5** Project Enquiry Form issued to relevant 'Lot', setting out assessment criteria, methodology, indicative programme and construction budget.
- 6** Contractor Partners invited to respond.
- 7** PIC Framework team score submission responses.
- 8** Client agrees shortlisting with PIC Framework Manager<sup>1</sup>.
- 9** Successful Contractor Partner(s) notified.
- 10** PIC Framework Manager provides feedback to unsuccessful bidders and confirms successful Contractor Partner(s) appointment.

<sup>1</sup> The client may wish to take forward two contractors at PCSA stage. In this instance, the bidders will be notified at call-off stage, and the unsuccessful Contractor Partner at stage two will have its costs reimbursed up to a pre-agreed level. The remaining bidder will continue to work under the PCSA up to financial close.



## Appointment

- 11** Appointed Contractor Partner(s) enters into a Pre-Construction Services Agreement (PCSA).
- 12** Contractor works with the client to undertake initial feasibility, costing and outline design of the project, ready for submission of the client's Outline Business Case (OBC).
- 13** Contractor Partner works with the client to develop the detailed design, in readiness for a planning submission.
- 14** Contractor Partner provides buildability and detailed cost planning advice to achieve final building contract sum and Final Business Case approval. Value for money is demonstrated through market testing the sub-contractor supply chain. A detailed construction programme is developed during this phase.
- 15** Building contract signed once the project reaches Financial Close and after Final Business Case approval achieved.

# Added value



## Benefits

The PIC Framework not only provides an OJEU compliant process for procuring construction services but the confidence and assurance that comes from an experienced team of high quality, market-tested building contractors.



## What this means

### NHS Trusts

At a time of reduced public sector capital, a greater need to demonstrate efficiencies and value for money, as well as ensuring effective use of the public sector estate, the Framework offers a flexible, ready-made delivery vehicle for developing new facilities and accessing vital sources of private funding.

### Investors

Through the Framework, investors can access a range of healthcare opportunities – from clinical facilities to ancillary developments and commercial opportunities.

### Contractors

The Framework provides contractor partners with an opportunity to work with a number of dynamic, forward-thinking NHS Trusts and access a variety of opportunities across the healthcare market, including care home schemes, primary and community care developments and private patient facilities.

# Our commitment to you



The Framework is committed to delivering best practice in the construction industry and this can only be achieved by a collaborative working relationship with Contractor Partners. By fostering an environment that encourages continuous improvement, this ensures greater opportunities for efficiency, increased performance and best value for money.

As part of this responsibility, Prime's role as Framework Manager is to monitor project performance for all schemes delivered through the Framework to improve quality, generate cost savings wherever possible and reduce delivery time.

The Framework is governed by a set of Key Performance Indicators, which are used as a benchmarking tool for each Contractor Partner to implement best practice and encourage continuous improvement. These include measures of client satisfaction, health and safety performance and a commitment to local labour and spend.



## For more information



To find out more about the PIC Framework, or to speak to a member of the team, please contact:

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