



**Power to your
procurement**

**RM6320
Construction Works &
Associated Services 3 inc.
ProCure24**

**CWAS3 Supplier Lot
Structure Update and Next
steps Webinar**



Crown
Commercial
Service

Thank you for joining. We will begin shortly

Agenda

1

Welcome and housekeeping

Introductions and housekeeping for the session

2

Workshop feedback

Findings and considerations from workshops

3

Lotting structure

Lotting structure based on feedback

4

Next steps

Overview of the timeline and upcoming survey

5

Discussion & Q&A

An opportunity to reflect and ask questions

Welcome & housekeeping

Thank you for joining us - **Strategy remains subject to change**

- This webinar is not being recorded but the slides will be available to download from our CWAS 3 webpage.
Please refrain from using AI tools to record this session
- 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 for the presentation and a short Q&A.
- 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



Workshop feedback

Overview of Lot structure workshops

Customer workshops

41 Customers
attended 3
workshops overall

35 + Q&A question
collated

Supplier workshop

238 Suppliers attended
3 workshops overall

70 + Q&A
questions collated

General Construction, Thematic & Offsite Workshops

Customer workshop

22 Attendees

20 + Q&A questions

Supplier workshop

110 Attendees

50 + Q&A questions

Customer feedback

Workshop

Pros

Cons

General Construction

Regional split increases local participation, responsiveness, and risk mitigation.

Value split caters for small and SMEs projects

Including a mega lot for large projects is good for managing complexity

Regional split Challenges include potential capacity and performance management issues

Value split involves potential limitations on capacity for higher value projects

Mega project challenges concerns were on the limitations for smaller or regional suppliers and the risk of reduced competition.

Offsite

Merging 2D and 3D solutions was positive. It is feasible and beneficial to provide best outcome

The value band split include support for value bands that reflect project size, supporting SMEs in lower bands, and facilitating targeted competitions.

Combining 2D and 3D solutions Concerns about overlapping due to project complexity or impact on competition if value bands are not well-defined.

Thematic

Support for specific lots such as nuclear, defence, or specialised sectors, noting the need for bespoke lots for complex or highly regulated fields.

Considerations need to be made for international lot

Supplier feedback

Workshop

General Construction

Offsite

Other feedback

Pros

The regional split supports SME participation.
Value split is effective for targeting different project sizes
Mega lot specialised for large projects will ensure better skill set

Value band split
Support for value bands facilitating SME engagement and tailored competition.

General - Not overly restricting suppliers or lots, ensuring broad access and innovation
Suggestions include creating sector-specific or specialised lots

Cons

regional split the potential for regional limitations restricting larger or national contractors
value split Overlap issues, risk of complicated evaluation
mega lot is Limited opportunities for SMEs, potential for reduced competition, and operational complexity.

Value band split Concerns about delineation, overlap possibilities, and suitability for large, complex projects.

OCS - Split the hire out
Thematic ability to have a different Fee/rates for each specialist sector

Integrator/MMC Workshops

Customer workshop

9 Attendees

10 + Q&A questions

Supplier workshop

60
Attendees

10 +
Q&A
questions

Customer Feedback

Question

Do you need support when deciding using MMC for your projects and would an advisory support function be useful?

Which RIBA stages would you seek an MMC advisory support from and why?

What scope of service should you need support with when using MMC advisory?

Do you envisage the MMC advisory support being better provided via a construction consultancy organisation given early RIBA engagement? If not, suggest alternatives.

Feedback summary

This would be beneficial, particularly for early-stage project development, enabling innovative ideas and alternative solutions. Some customers saw the value of independent advice or specialist input to challenge conventional approaches and support project certainty.

Predominant preference for RIBA 1-2, as this allows strategic options exploration and influences project design and scope. Support at later stages (RIBA 3) may be too late; early engagement helps optimise design, costs, and choice of MMC solutions.

Services include feasibility studies, options appraisals, cost/benefit analysis, sustainability assessments, supply chain capability reviews, and programme impact. Emphasis on having actionable, forward-looking advice that informs business cases and early design decisions.

Some of the feedback provided supports use of construction consultancies, given their expertise in project delivery and integrated design. Others suggest independent or sector-specialist agencies, or a collaborative approach involving clients, contractors, and specialists to maximise benefits

Supplier Feedback

Question

Do you foresee this MMC advisory support function being a useful addition to clients when planning their projects?

Which RIBA stages would you envisage commencing MMC advisory support from and why?

What scope of service would you envisage should be included for an MMC advisory support?

Do you envisage the MMC advisory support being provided via a construction consultancy organisation given early RIBA engagement?

Feedback summary

Support is seen as valuable for early project planning, promoting efficiency, innovation, and better decision-making.
Some respondents highlight the importance of an independent perspective, especially for complex or innovative projects, and the benefit of bridging client and contractor insights.

Most suggest support should start from RIBA stage 2, during concept design, as this allows input on viability and options before detailed design.
Early support (RIBA 0-1) may be premature, but some advocate for involvement at final feasibility or early design stages for maximum impact.

Core services include option appraisals, cost and programme assessments, risk analysis, supply chain capability reviews, and lifecycle cost considerations.
Additional focus on sustainability, carbon impact, logistics, and buildability assessments, ensuring projects are aligned with industry best practices.

There was a mixture of support of using construction consultancies, independent or sector-specialist agencies, or a collaborative approach involving clients, contractors, and specialists to maximise benefits

Civil Engineering & Infrastructure Workshops

Customer workshop

10 Attendees

5+ Q&A questions

Supplier workshop

68 Attendees

10+Q&A
questions

Customer Feedback

Question

What is your favourite option, why or what changes would you suggest to this lot?

What specialist requirements or scope do suppliers need to meet for this sector?

Pros

Lower value bands are good for SMEs, regional coverage, flexibility, encouraging participation

Regional split encourages regional SME participation, supports local economies, tailored local delivery.

Feedback summary

Preference for options that offer flexibility and regional or value-based splits.
Support for sector-specific
Suggestions for better geographic or sector-specific split to support SMEs

Sector-specific qualifications and accreditations
Consideration of unique complexities such as security,
Need for experience in specific sectors like nuclear, water, rail, and high-security projects.

Cons

Lower value bands have challenges with scale, capacity, and the ability to meet sector-specific or safety requirements.

Regional split - potential difficulty for national suppliers to deliver across large regions, risk of limited capacity.

Supplier Feedback

Question

What is your favourite option, why or what changes would you suggest to this lot?

What specialist requirements or scope do suppliers need to meet for this sector?

Pros

Low value band lot
Facilitates SME participation, regional focus, and manageable scale.

The Regional split
Supports local SMEs, tailored regional delivery, and manageable contractor numbers.

Feedback summary

Preference for regional and value-based lot structures that support SMEs and local economies.
Support for sector-specific or specialised lots. suggestions for more granular regional splits
Emphasis on including specific sector requirements

Sector-specific qualifications
Security clearances and compliance for sectors
sector-specific expertise

Cons

Low value band -limited capacity to handle complex or security-sensitive projects; potential challenges in meeting sector-specific criteria.

The regional split
Difficult for national or multi-region suppliers to operate seamlessly across large areas; regional capacity limitations.

Lotting structure



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Construction Works - General Projects

<£10m	12 UK sub regions
£10 - £20m	5 UK sub regions
£20 - 40m	5 UK sub regions
£40 - 100m	3 UK Sub regions
£100M - £250m	UK Delivery
>£250M	UK Delivery

Defence

General Defence	UK Delivery
Maritime	UK Delivery
Airfields	UK Delivery
Enhanced	UK Delivery
Housing/Residential	UK Delivery
NATO	UK Delivery

Civil Engineering & Infrastructure

<£10m	12 UK sub regions
£10 - 20m	5 UK Regions
£20 - 40m	UK Delivery
£40 - 100m	UK Delivery
>£100m	UK Delivery
Demolition	UK Delivery

Nuclear/Energy

Nuclear Specific	UK Delivery
Non Nuclear Specific	UK Delivery
Defence Nuclear	UK Delivery

Offsite Solutions

<£10m Built Estate	UK Delivery
>£10m Built Estate	UK Delivery
Hire	UK Delivery
Health	UK Delivery
Justice	UK Delivery
Defence	UK Delivery
Education	UK Delivery

Overseas

International Lot	Locations TBC
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ProCure 24

TBC - Under Development

MMC Advisory

Advisory Services MMC

UK Delivery

Defence

Lot Structure

Project Lot Descriptor**Single/Sub Lots**

General Projects

Maritime

Airfields

Enhanced

Housing / Residential

NATO

Defence Nuclear (May sit in the Nuclear Lot)

TBC

Scope of Service

To be agreed following review with Defence but will be aligned to the specific Lot requirements

Lot Dynamics - TBC

- Separate Lots for different sub-sector/organisational requirements within defence to support ensuring the right suppliers are aligned to deliver projects and programmes
- Likely specific compliances will be needed for different Defence Lots, e.g. Nuclear License in Nuclear Lots, Different security clearances across Lots etc - all TBC
- Housing / Residential Lot expected to be open to other sectors e.g. Local gov and Housing associations to support Residential Housing projects and programmes

General Construction

Lot Structure

<u>Project Value Bandings</u>	<u>Regional Sub Lots</u>	<u>Supp No's</u>
0 - 10m	12 x UK sub Regions	15
10 - 20m	5 x UK sub Regions	15
20 - 40m	5 x UK sub Regions	15
40 - 100m	3 x UK Sub Regions	20
100 - 250m	UK Delivery	20
>250m	UK Delivery	20

Scope of Service

Provision of construction projects and programmes linked to the built estate including new build, refurbishments / extensions / alterations / maintenance of existing estate. Anticipated to support Heritage/historic buildings, structures and minor associated project infrastructure. This can be through traditional and modern methods of construction.

Lot Dynamics

- 27 Lots available and aligned to the number of regions as highlighted above (regions aligned to International Territorial Level (ITL))
- Likely there will be an award restriction against either project lots valued 0 - 10m Lots and ALL other lots above £10m
- Project values could overlap to support clients where scope is not fully agreed and costed - e.g. Project with uncertain budgets and scope may overlaps maximum lot value - range TBC if included
- Selection phase expected to test regional and value band capability in addition to other common compliances

Question - Supplier numbers for General Lots - do they work?

Civil Engineering & Infrastructure

Lot Structure

<u>Project Value Bandings</u>	<u>Regional Sub Lots</u>	<u>Supp No's</u>
0 - 10m	12 x UK sub Regions	10
10 - 20m	5 x UK sub Regions	10
20 - 40m	5 x UK sub Regions	15
40 - 100m	3 x UK Sub Regions	20
>100m	UK Delivery	20
Demolition	UK Delivery	15

Scope of Service

Provision of civil engineering and infrastructure projects and programmes linked to design, construction and maintenance of transportation network and associated operations, water and environmental management, urban infrastructure and energy related management. This could also include minor associated general estate projects when connected to a civils project of programme.

Lot Dynamics

- 27 Lots available and aligned to the number of regions as highlighted above (regions aligned to International Territorial Level (ITL))
- Likely there will be an award restriction against either project lots valued 0 - 10m Lots and ALL other lots above £10m
- Project values could overlap to support clients where scope is not fully agreed and costed - e.g. Project with uncertain budgets and scope may overlaps maximum lot value - range TBC if included
- Selection phase expected to test regional and value band capability in addition to other common compliances

Question - Do you agree with the value band and regional split for the Civil Lot Structure?

Question - Supplier numbers for Civils Lots - do they work?

Offsite Construction / Industrialised Construction

Lot Structure

<u>Lot Descriptor</u>	<u>Sub Lots (UK National)</u>	<u>Supp No's</u>
Built Estate	2 x Value Banded sub-Lots	20
Hire	1 x UK National Delivery	20
Health	1 x UK National Delivery	15
Justice	1 x UK National Delivery	15
Defence	1 x UK National Delivery	15
Education	1 x UK National Delivery	15

Scope of Service

Provides access to the design, fabrication, physical delivery, construction or installation and maintenance of prefabricated buildings via turnkey solutions. Delivery of primarily 2D panelised and 3D volumetric/Modular solutions, supported by other forms of MMC manufacture led methodologies. Will also facilitate the hire of buildings for urgent, temporary and longer term requirements.

Lot Dynamics

- 7 Lots available and aligned either project value for general build estate requirements or client/sector specific requirements, with all based on UK wide delivery capability (as aligned to International Territorial Level (ITL))
- Selection phase expected to test regional and client specific compliance capability in addition to other common compliances
- Suppliers within the Lots to provide scope for either 2D panelised solutions, 3D volumetric solutions or both solutions

Question - Supplier numbers for Offsite Construction Lots - do they work?

Next Steps



Timeline & next steps

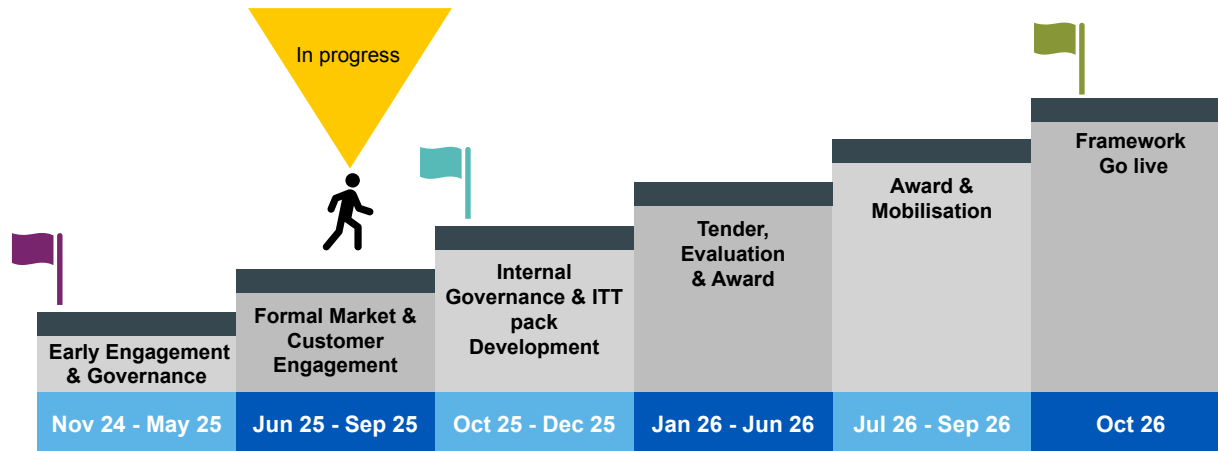
Key milestones & deliverables

June - October

- Formal market and customer engagement including workshops and surveys
- Development of the lot structure and finalising framework design
- Development of detailed tender strategy and design
- Final Business Case development and Submission

November onwards

- Progress to develop ITT pack
- Tender, Evaluation and Award



Next steps

- All the slides will be added to the website in the coming week
- There will be a survey which will be live next week and will be live until mid August
- Carbon reduction plan training for all suppliers interested an email will be sent with more information.
- Focus of CWAS3 Team now on finalising strategy and development of FBC. Further webinar update to follow prior to final strategy closure

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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