

Lambeth College

Lambeth College is a large inner city general further education college in the London Borough of Lambeth. It operates from three main centres, in Brixton, Clapham and Vauxhall. The college opened a dedicated sixth form centre at the Clapham centre in September 2009.

In 2008/09 there were 2,297 learners aged 14-18 and 11,784 adult learners, almost equally divided between male and female learners. Some 70% of students attend part-time. 65% of learners are from black and minority ethnic communities.



case study

Project brief

Tendering all soft FM services including catering, cleaning, security and M&E maintenance.

The tender followed full OJEU processes and was to be let either as a whole TFM contract or in 4 separate lots, according to the most advantageous financial and operational outcome.

Our input required the production of a full set of tender documents including writing a complete set of 4 new service specifications and establishing the evaluation criteria.

We were then retained to coordinate and manage the entire process of issue and return of tenders, bid evaluation, shortlisting, presentations and pre-award negotiations.

Outcome

Andrew Etherington, project managed the entire process. Specific input was sourced into the team from sector specialists to ensure the latest industry standards were established.

The PQQ resulted in over 100 formal Expressions of Interest for all 4 lots. This was reduced to a final list of 4 bidders for each separate lot plus 7 TFM bidders – a total of 23 tenders to be evaluated.

The initial evaluation led to a shortlisting of 11 companies seeking both single and TFM contracts.

The eventual award was made for 4 separate contractors, all working to common contractual timeframes for future flexibility. All contract values were for less than the existing services.

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