

NORTH LONDON WASTE AUTHORITY

REPORT TITLE: PROCURING SERVICES TO SUPPORT THE AUTHORITY'S ACTIVITIES

REPORT OF: DIRECTOR OF CORPORATE SERVICES

FOR SUBMISSION TO: AUTHORITY MEETING

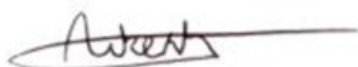
DATE: 19 JUNE 2025

SUMMARY OF REPORT:

This report seeks approval to re-tender – through a competitive procurement process – and award a new contract(s) for Property Consultancy Services.

RECOMMENDATION(S):

The Authority is recommended to delegate authority to the Director of Corporate Services to re-procure, award and manage a contract(s) with a duration of 5 years and an estimated value of £3m for Property Consultancy Services.



SIGNED: Director of Corporate Services

DATE: 09 June 2025

1. INTRODUCTION

- 1.1. This paper outlines North London Waste Authority's (the Authority) approach to re-procure long-term Property Consultancy Services.
- 1.2. The Authority's contract for property consultancy services – currently provided by Savills – has reached its term. This presents an opportunity for the Authority to refresh and enhance the suite of consultancy services supporting the Authority's increasing property management duties.
- 1.3. The scope of the existing services will be increased to ensure the Authority will be able to undertake the necessary enhanced responsibilities, valuations and technical assessments associated with the ownership of the technologically sophisticated facilities created through the North London Heat and Power Project (NLHPP). The retendered contract(s) will also support the more general and routine valuations of lands and buildings owned by the Authority and non-EcoPark assets / landholdings.

2. PROPERTY SERVICES CONTRACT

- 2.1. For several years, the Authority's existing contract with Savills has provided necessary support to the Authority. The scope of Savills' work has included property, land, and a limited amount of equipment valuations – primarily for financial audits.
- 2.2. With this contract concluding, it is both timely and strategic to re-tender these services to ensure the Authority is well positioned to undertake all necessary property, land and asset management duties over the long-term.
- 2.3. In keeping with public sector procurement best practices – the Authority will ensure the procurement process implemented achieves cost efficiency, value for money and social value where appropriate.

3. OVERVIEW OF THE PROPOSED PROCUREMENT

- 3.1. The forthcoming procurement process focuses on securing a comprehensive suite of consultancy services which will include the following key functions:
 - A. Property, land and technical equipment valuations – to support financial audits and asset management activities.
 - B. Property and land acquisition, and disposal support – to achieve optimal value from the Authority's future and past investments.
 - C. Development and planning applications support – to assist with the navigation of regulatory frameworks and activities required to optimise the use of Authority owned lands and facilities.

4. GENERAL PROCUREMENT & CONTRACT APPROACH

- 4.1. The procurement process will follow a structured, multi-stage approach to ensure transparency and the delivery of best value:

Stage I. Preparation and market consultation – draft specifications and requirements will be developed, incorporating feedback from internal stakeholders and aligning them with contemporary industry standard. The Authority will initiate an early market engagement exercise to gauge supplier capacity and potential approaches.

Stage II. Invitation to Tender (ITT) and submission – tender documents will be issued, with a scheduled publication date. Supplies will be given a defined window to submit detailed proposals that reflect both technical capability and cost efficiency.

- 4.2. Evaluation and shortlisting – a dedicated evaluation committee, drawn from the Authority’s Asset Management Steering Committee (AMSC) will assess all submissions against predetermined technical and commercial criteria. The evaluation process will mirror best practices – using weighted scoring models as seen in similar public sector contracts¹.

Stage III. Negotiations and contract award – negotiations will be conducted with shortlisted suppliers, culminating in the award of a call-off contract(s) estimated to be worth approximately £3 million. The awarded contract will consider operational flexibility, risk mitigation, and a roadmap for service improvement.

Stage IV. Transition and implementation – a detailed transition plan will put set in place to ensure continuity of service, and if appropriate minimising disruption while transferring responsibilities from the current to the new provider.

- 4.3. This procurement strategy is designed to align with the Authority’s asset and financial management priorities while ensuring compliance with all relevant policies including the Authority’s Asset Management Policy and other key procedural requirements.

5. PROPERTY CONSULTANCY SERVICES CONTRACT – AMOUNT, DURATION AND SOCIAL VALUE

- 5.1. The Authority is working with LondonEnergy Limited (LEL) in this endeavour to create increased economies of scale and, thus, drive better value tender responses from the market to deliver our combined long-term property consultancy services

¹ <https://www.crowncommercial.gov.uk/agreements/RM6168>

requirements. Akin to the Authority's existing contract with Savills, the Authority expects the call-off contract(s) to be put in place will be for up to 5 years in duration, with a maximum total value of up to £3million.

- 5.2. The nature of the call-off contract(s) to be procured means the £3million maximum amount communicated in this paper is not a committed spend. However, this amount will allow the Authority to attract the specialist skills required over the extended periods required, when required, with the degree of flexibility and certainty of supply to meet all the Authority's and – where appropriate – LEL's increasing and varying property and asset management duties. Planned use of the contract during its operation will be developed as part of the Authority's financial preparations for each year so that planned expenditure is subject to annual confirmation through the budget approval process.
- 5.3. In tendering for the renewed contract, the Authority will make efforts to seek opportunities to secure social value from tenders.
- 5.4. The value of this contract has already been factored into the Authority's Medium Term Financial Plan.

6. EQUALITY IMPLICATIONS

- 6.1. The recommendations proposed have no significant equality implications.

7. COMMENTS OF THE LEGAL ADVISOR

- 7.1. The Legal Adviser has been consulted during the preparation of this report and comments have been incorporated.

8. COMMENTS OF THE FINANCIAL ADVISOR

- 8.1. The Financial Adviser has been consulted during the preparation of this report and comments have been incorporated.

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