



# **YORhub Mythbusters**

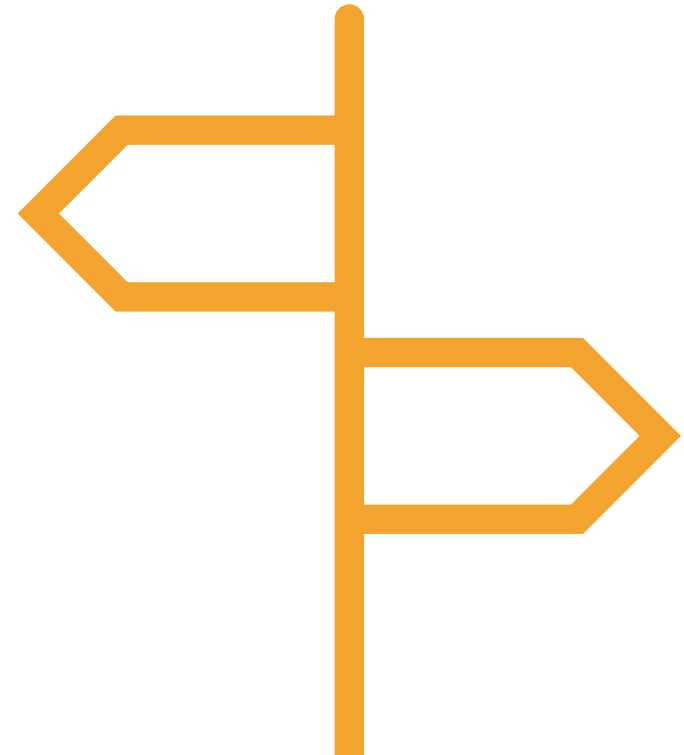
## **FAQs and Actions from Feedback**

### **November 2025**



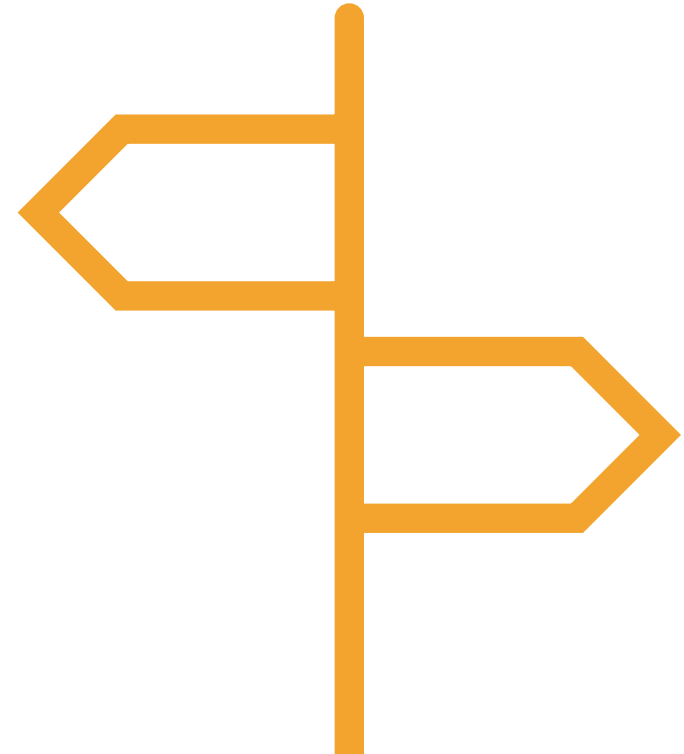
# Topics

- Why Mythbusting?
- Procurement Routes and Direct Award
- Quality Questions and Social Value
- Numbers of Expressions of Interest and Tender Responses
- Housing Lots
- Maintenance and term service contracts
- YORhub resources
- Value for Money & YORhub
- Can my scheme go through YORhub?
- How do I access YORhub?



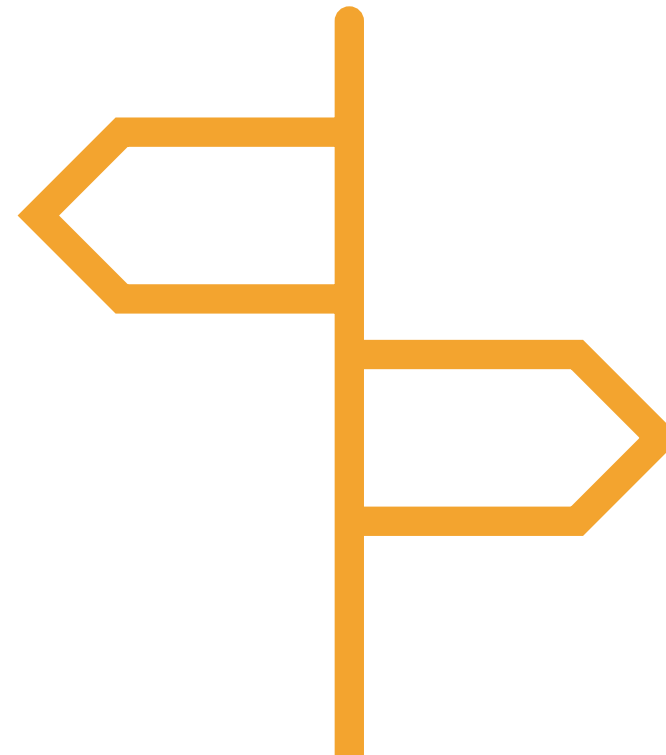
# Why Mythbusting?

- In order to improve YORhub, we've begun on a process of obtaining feedback from our users and suppliers on what works well and what could be improved
- This has resulted in us making some improvements to YORhub, and further improvements are planned
- We also wanted to bust some myths and discuss how to get the most out of your procurements!



# Direct Award

- One of the main areas of feedback was around clients who had justification for selecting a single supplier being unable to.
- All new YORhub frameworks being procured incorporates client selected direct award in addition to other routes.
- Additionally, all existing frameworks have been revised to allow for client selected direct award.
- This does not replace any existing call-off routes so users who prefer to use rotation or YORconsult's fee initiated call-off route are still able to.



# Procurement options

## SELECTION ROUTES INCLUDE:

**Direct award** – rotation, and Fee initiated Call-off (FIC) for consultants, **plus new Client Selected Direct Award**

**Mini-competition** – Range of Single and two stage tender processes for price only, quality only, or price/quality

Can be used with NEC or JCT forms of contract

NEC templates, training, and support available (if desired)

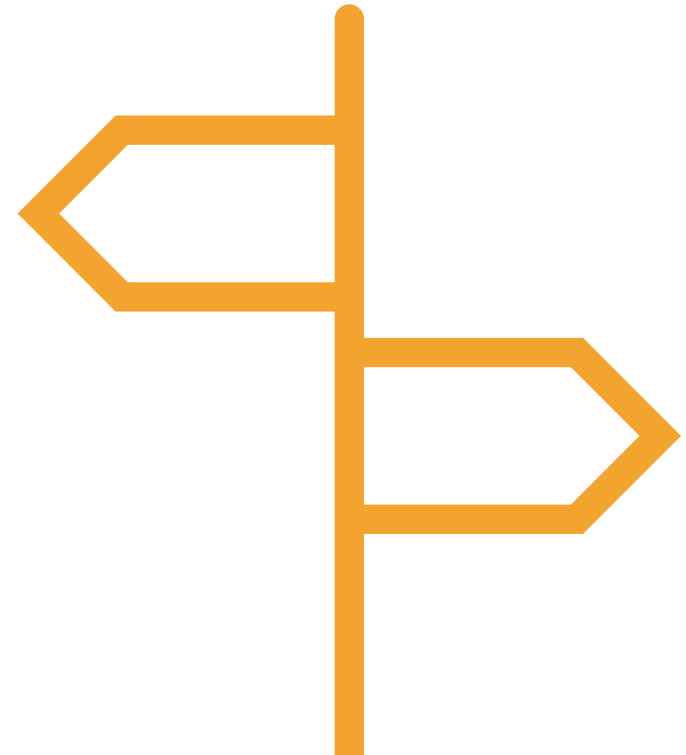




# Client Selected Direct Award Process

- Users will complete a short form selecting from one of the two choices:
  1. Where the proposed Call Off has substantial similarities to a previous project /scheme in which the Framework Supplier was involved
  2. Where the Framework Supplier has already performed works and/or services relating to the Call Off and the Client requires continuity of service in respect of such a subsequent phase or stage of work.

We'll give a couple of examples for these but please note that these are not exhaustive.



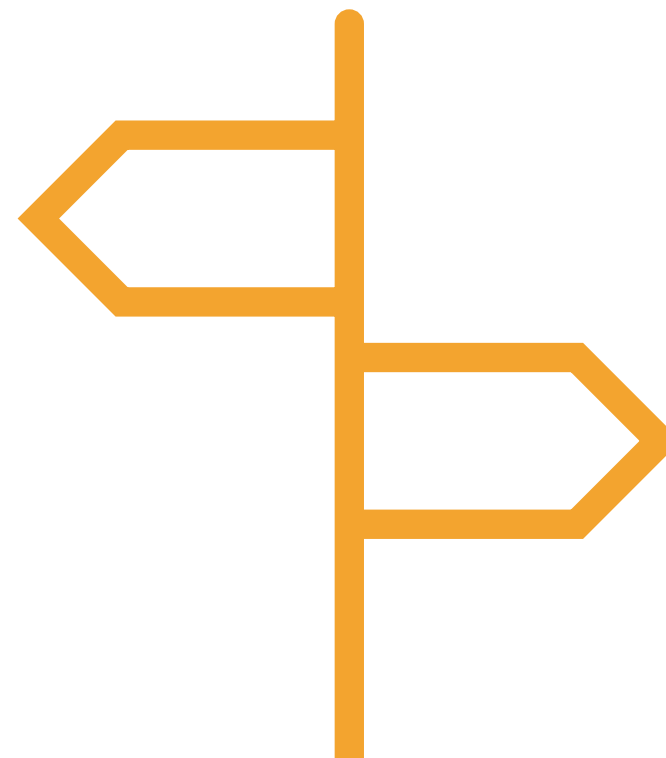


# Client Selected Direct Award Process

**Where the proposed Call Off has substantial similarities to a previous project /scheme in which the Framework Supplier was involved**

For example, where the authority wishes to buy additional or to partly replace existing services or works which are the same or compatible with existing provisions (both those already supplied or that are contracted to be supplied). In this case, a direct award may be made where a change of supplier would result in an incompatibility issue.

Another example could be where a supplier is already working on a site and additional works become necessary on an adjacent site, and the Client has concerns around health & safety / CDM implications from having two Principal Contractors working in close proximity to one another.



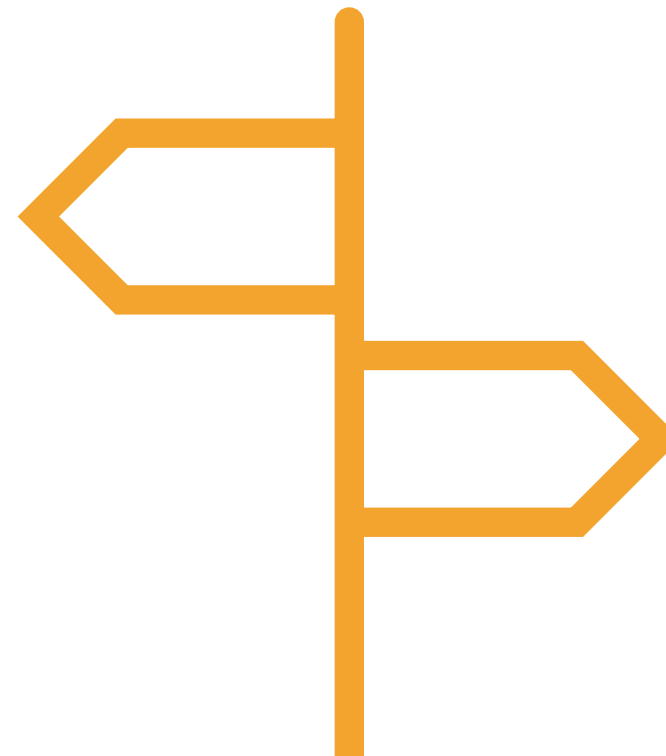


# Client Selected Direct Award Process

**Where the Framework Supplier has already performed works and/or services relating to the Call Off and the Client requires continuity of service in respect of such a subsequent phase or stage of work.**

For example, where the authority has already worked with the supplier in question on the first phase or RIBA stage of a project and requires the same supplier to deliver the project to a further phase or stage.

This could also potentially relate to a supplier that has undertaken the same work for an authority for a number of years over a series of contracts, although the authority would need to give appropriate explanation in their justification.





# Quality Questions & Social Value

**We had a number of questions around quality questions, weightings, and the inclusion of social value elements within tenders going out for mini-competition.**

**We'll take you through the flexibility available on YORhub frameworks in this area, using YORbuild3 Medium Works as an example.**



# QUALITY TEMPLATE

Figure A Quality Scoring Criteria

## QUALITY CRITERIA

(A)  
Typical  
Criterion Weighting

The following criteria are to be assessed on a Project Specific basis and are to include for compliance with any requirements in the Instructions for Tendering for a criterion. The weightings entered are suggested only and can be varied for each call off contract. Weightings shall range from 0 to a maximum of 0.50 per criteria (total weighting shall = 1.0). A weighting of 0 would apply where it was decided that one or more of the criterion was not relevant to the proposed call off contract.

Limits on the number of pages, font and margin sizes that will be permitted in the submission should also be included in this table and if charts and diagrams etc will also be assessed. Further bullet points may be added or removed to meet individual scheme requirements and must relate to the scoring guide in Figure B

### Operational Management:

<p>A. Tender programme:</p> <ul style="list-style-type: none"> <li>• Compliance with presentation format requested</li> <li>• Consistency with the Activity schedule</li> <li>• Inclusion of credible resources for each activity</li> <li>• Start and finish dates and sequencing/logic are acceptable</li> </ul>	0.2
<p>B. Outline method statement for the project</p> <ul style="list-style-type: none"> <li>• Details of how quality/ defects/ handover will be managed</li> <li>• Identifies resources/ proposed sub-contractors/ supply chain measures,</li> <li>• Includes initial Health &amp; Safety details and details any safeguarding requirements</li> <li>• Specific project requirements e.g. how collaborative working/ joint risk management/engagement &amp; consultation/ NEC4 contract compliance will be achieved or how MMC/ Off-site/ pre-manufactured value will be maximised</li> </ul>	0.2
<p>C. The proposed team</p> <ul style="list-style-type: none"> <li>• Including their expertise, experience and qualifications relevant to the call-off</li> <li>• Confirmation of their availability</li> <li>• Appropriateness of staffing levels for the project</li> <li>• Design expertise, experience and qualifications relevant to the call-off (if appropriate)</li> </ul>	0.1
<p>D. Contractor's design proposals</p> <ul style="list-style-type: none"> <li>• Compliance with client design requirements</li> <li>• Compliance with specification requirements</li> <li>• Sufficiently detailed and clear/ consistent between disciplines</li> <li>• Digital compatibility e.g. with BIM</li> </ul>	0.1
<p>Social and Environmental Value: Note: this section may be replaced with another Social Value methodology – if so amend the table accordingly and clarify how this will be scored and relevant weightings. When these alternative methodologies are priced on a social value cash equivalent and it may not be appropriate to assess them in the same way as other quality questions the arrangements set out in section 4 below are permitted</p>	
<p>E. Employment and Skills Plan &amp; method statement</p>	0.2
<p>F. Social, Economic and Environmental Value</p> <ul style="list-style-type: none"> <li>• Ecology/ biodiversity measures</li> <li>• Carbon reduction / Waste minimisation measures</li> <li>• Supply chain engagement proposals/ maximising opportunities for SME's/ ensuring payments within 30 days</li> <li>• Economic regeneration proposals</li> </ul>	0.2
<p><b>Total (Initial Quality Score)</b></p>	
	<b>1.0</b>





# Quality Questions & Social Value

Example of amendments from affordable housing scheme in Bridlington procured by ERYC, note areas in yellow have been amended to suit project and authority requirements.

Figure A Quality Scoring Criteria		(A) Typical Criterion Weighting
QUALITY CRITERIA		
Operational Management:		
A.	Tender programme: <ul style="list-style-type: none"> <li>Compliance with presentation format requested (please note that the Council utilises MS Project for the creation and assessment of construction programmes – tenderers are to submit in MPP or PDF format)</li> <li>Start and finish dates and sequencing/logic are acceptable and recognises any project/site-specific requirements &amp; restrictions</li> <li>Compliance with NEC4 ECC contract</li> <li>Compliance with requirements within contract scope, including requirements for handover preparations, draft O&amp;M manual, witness testing, Supervisor inspections etc</li> </ul>	0.2
B.	Outline method statement for the project <ul style="list-style-type: none"> <li>Details of how quality/ defects/ handover will be managed</li> <li>Identifies resources/ proposed sub-contractors/ supply chain measures,</li> <li>Includes initial project-specific Health &amp; Safety risks and measures</li> <li>Specific project requirements including, but not limited to, site access, works in and around the watercourse, liaison with stakeholders and neighbours, and minimising disruption to traffic particularly during peak holiday season within Bridlington (April-September)</li> </ul>	0.4
C.	The proposed team <ul style="list-style-type: none"> <li>Including their expertise, experience and qualifications relevant to the call-off contract</li> <li>Confirmation of their availability</li> <li>Appropriateness of staffing levels for the project</li> <li>Design expertise, experience and qualifications relevant to the call-off</li> </ul>	0.3
D.	Employment and Skills Plan & method statement	0.1
Total (Initial Quality Score)		1.0

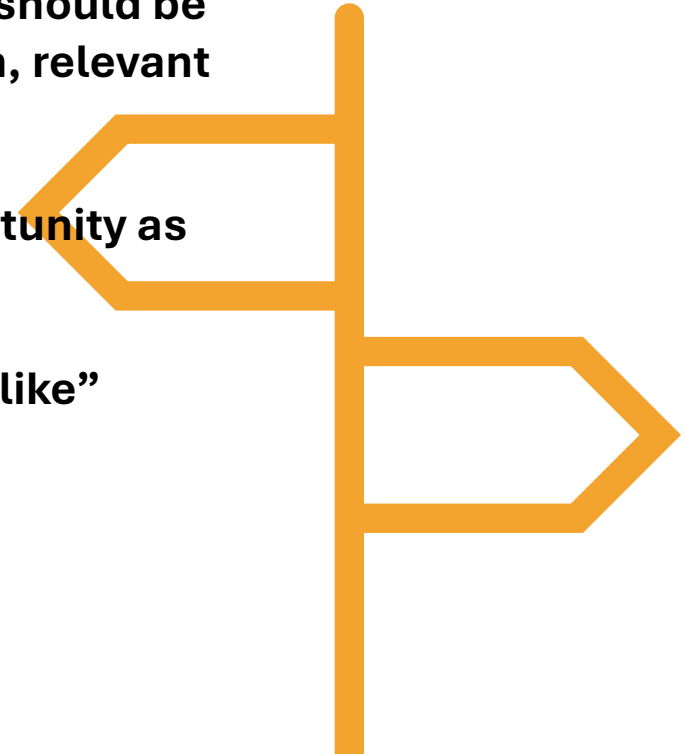
# Lack of EOIs & Tender returns

**We've had feedback on issues around lack of returns from expressions of interest, and also lack of tender returns.**

**We are working with our suppliers to maximise returns, however the construction market is currently very busy and this is forecast to continue – clients will need to work to make their opportunities as attractive as possible and thought should be given to how to do this (direct selection, two-stage, clear risk allocation, relevant quality questions etc).**

**At EOI stage make sure you share as much information about the opportunity as possible, including drawings etc.**

**At tender stage you may want to refer to our “What a good tender looks like” guidance, downloadable from the YORhub website.**

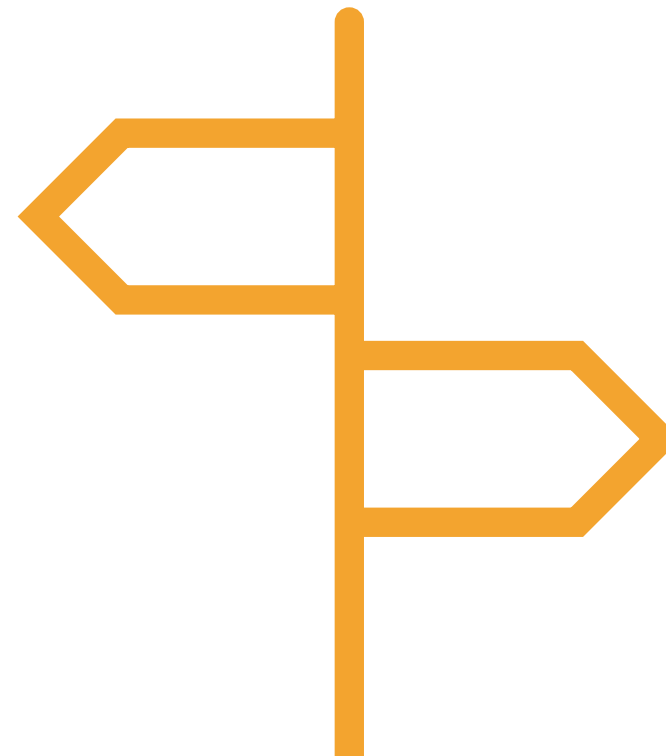




# Issues with Housing lots

**We have had some feedback that some of our housing lots are particularly difficult to receive sufficient numbers of successful tenders.**

**The lots continue to be available to use, however we are investigating potentially procuring a new framework to specifically address housing in 2026.**





# Maintenance and term service contracts?

**Can we let maintenance or term service contracts through YORhub?**

**Yes – in fact in many cases term service contracts are very useful to give a long term solution with flexibility to users. We’re happy to talk through how to do this for users that have not procured a term service contract before.**

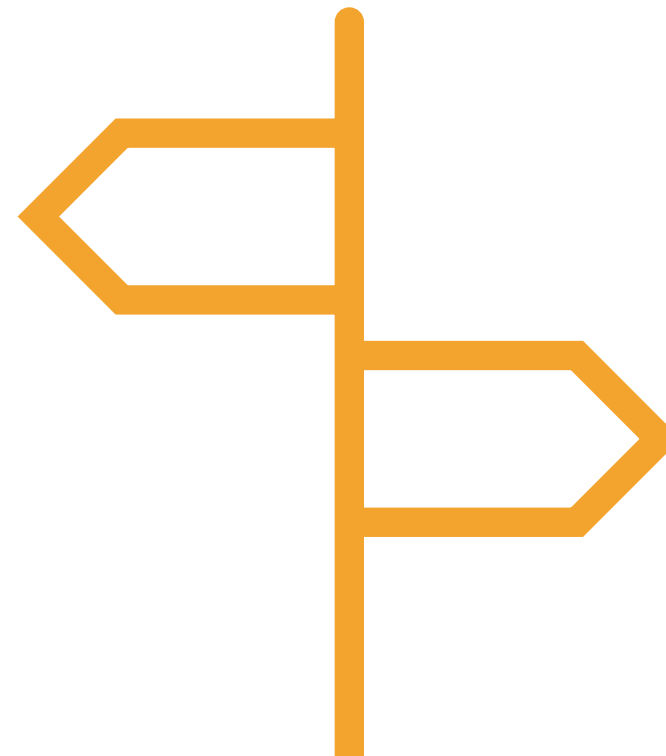
EXAMPLE CONTRACTS	FRAMEWORK USED
Structural services term service contract	YORconsult
Principal designer term service contract	YORconsult
Highways maintenance term service contract	YORcivil
Coastal maintenance term service contract	YORcivil
Housing planned maintenance programme	YORbuild
Responsive maintenance term service contract	YORbuild

# YORhub resources

**We've had feedback that on occasion we've not been able to respond rapidly enough to answer queries and provide needed support.**

**Construction Procurement is a specialist area, and not easy to resource, nevertheless we have brought in additional resource to the YORhub team, and are looking at opportunities to bring in new junior members of staff to train up for the future.**

**Nevertheless, we expect to provide you with a rapid responsive service – where this does not happen, please tell us!**



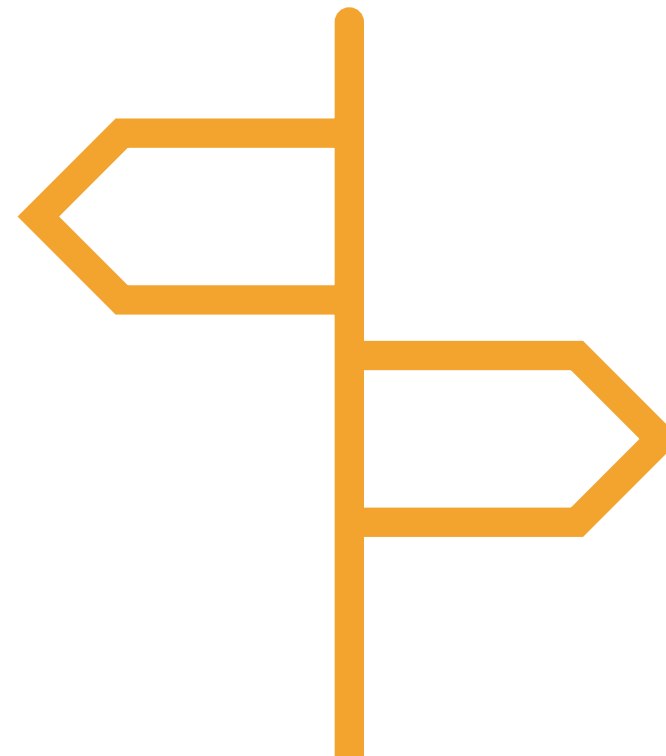


# Is YORhub value for money?

**Yes – we have benchmarked our framework fees against our competitors and we are aligned or better than the rest, but we are also looking at where we can trim our fee further.**

**Direct award – can we support users in determining vFm?**

Yes, we can provide ratecards, information on sample schemes where they formed part of the framework tender pricing etc.

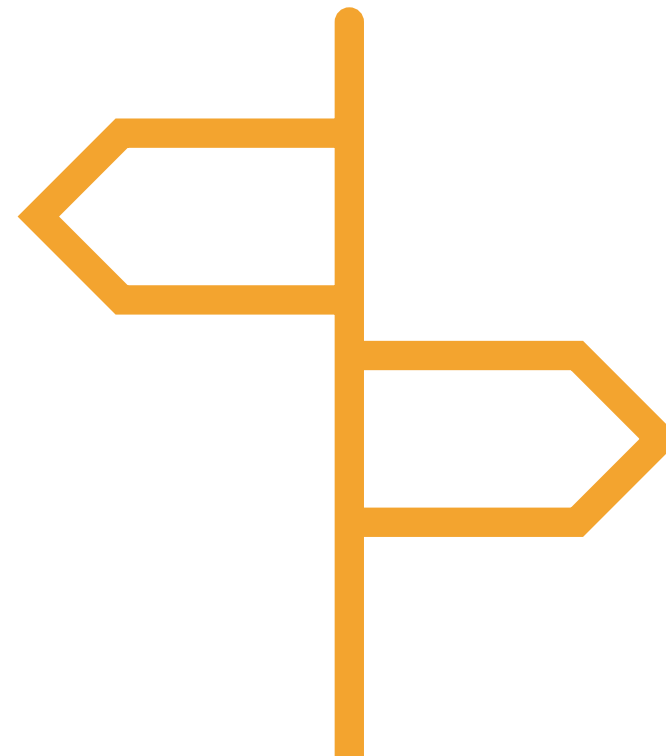




# Is my scheme suitable for YORhub?

**We have over the years delivered successful procurements on a huge range of projects.**

**If you have any concerns over a potential scheme, talk to us – we are happy to facilitate early engagement with suppliers (with no commitment to you) to confirm whether your project is of interest to suppliers and what their past experience of similar schemes is – this could include asking them to provide client contacts if you wish to ask for references.**





# What schemes have gone through YORhub?

# How do I access YORhub?

1. Key information and contact details on the YORhub website
2. Speak to a Framework Manager
3. Sign-up to our Access & Confidentiality Agreement
4. Provide details of their scheme or project
5. Document templates available (or use your own)
6. Keep us up to date with progress!

**We're here to help – but not get in the way!**





# Why YORhub?

- ✓ Public Sector – here to give you a solution, not to make money
- ✓ Straightforward – tell us what you want and we'll do our best for you
- ✓ Honest – if we're not right for you we'll tell you
- ✓ Available – our experienced framework managers cover the whole of Yorkshire & Humber
- ✓ Easy – follow the one page process and crack on with your project!
  
- ✓ No cost to you (and the fees we claim from suppliers are lower than our competitors)
- ✓ Free NEC training as needed
- ✓ Free procurement advice and project NEC advice as needed
- ✓ Fully compliant with UK procurement legislation
- ✓ Full of best practice



# Q&A



# Thanks!

Any questions don't hesitate to get in touch!

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[\*\*www.yorhub.com\*\*](http://www.yorhub.com)