

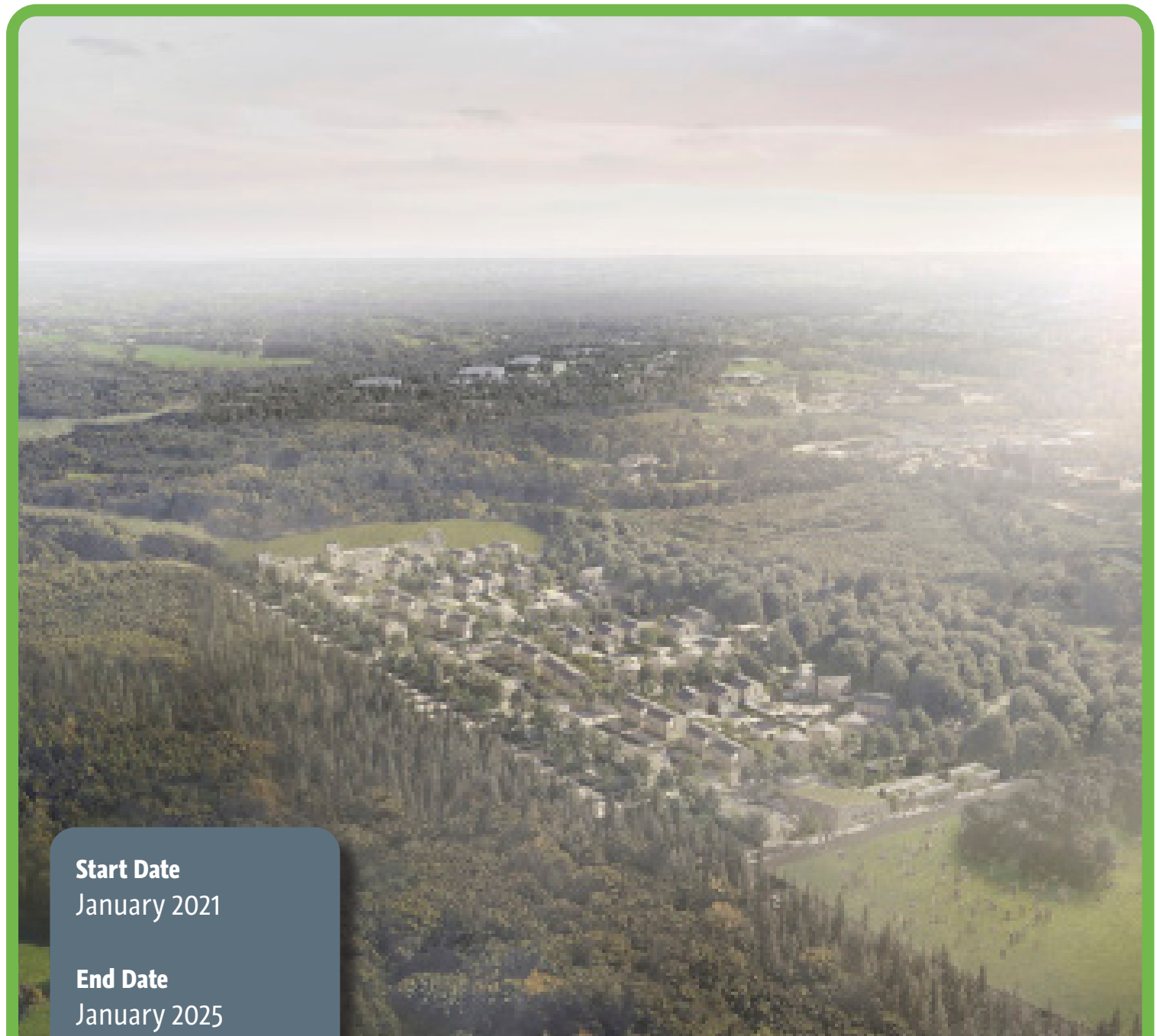
# How to access the framework

- 1. Get in touch**  
Contact EN:Procure and arrange a meeting with a member of our Framework Management Team to discuss your requirements and potential for procuring them through the framework.
- 2. Tell us your requirements**  
Set out the key requirements and aspects of your project, such as type of work, timescales, budgets etc and whether you are seeking to access Land Brokerage or Land Advisory services.
- 3. Agree the Call Off mechanism with us**  
EN:Procure will explain the 2 call off routes available to you under the framework; direct selection or mini-competition. Lot 1 - Land Brokerage - Direct Selection, Lot 2 - Land Advisory - Direct Selection or Mini-competition.
- 4. Invite Fee Proposal**  
EN:Procure will work with you to either Direct Select and agree the fee or invite fee proposals under a mini-competition.
- 5. Prepare the Contract**  
We will prepare the contract for execution by you and the successful provider. A framework access fee will be applicable upon appointment of the framework provider.
- 6. Initial Meeting**  
This is an opportunity for the provider to meet the client and project team to ensure a full understanding of all processes and responsibilities for delivering the service and scheme.
- 7. Service Phase**  
EN:Procure will continue to provide ad hoc advice and support to the client and provider.
- 8. Closeout**  
EN:Procure will undertake a scheme review to develop action plans for ourselves and our providers. This will inform future procurements and provider selections.



## For more information contact

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**Start Date**  
January 2021

**End Date**  
January 2025

**OJEU Contract Notice**  
2020/S 212-520571

**OJEU Contract Award Notice**  
2021/S 018-043146



## EN:Procure Landsolve 2.0 Framework Access Guide



# Benefits for the public and charitable sector

The EN:Procure Landsolve 2.0 Framework has been developed to provide quick and easy access to a range of high-quality Land Brokerage and Advisory services. These services assist in generating capital and maximising the value of land for the benefit of the public and charitable sector and/or supporting the development of surplus land assets with the aim of delivering social infrastructure or other public policy objectives.

Added social value measures are also embedded to maximise the framework's positive impact in local communities.



## Savings/Efficiency

The Landsolve 2.0 framework offers a quick and easy route to a range of high-quality Land Brokerage and Advisory services, whilst providing competitive fees whether through mini-competition or direct selection.



## User friendly process

The framework is backed by an extensive schedule of rates to bring further speed and efficiency to the award of contracts, and has at its core standardised processes, which improve project development and management.



## Employment and training

EN:Procure, supported by EN:Able Futures, provide targeted support to maximise training opportunities within landlords' communities and support social mobility for those with barriers to the jobs market.



## Speed and certainty

The framework is already compliant with UK and EU procurement legislation saving up to 77 days.



#buildingcommunities



## Flexibility

The framework includes provision for differing forms of appointment to suit members preferences.



## Community investment

EN:Procure surplus is gifted to the EN charitable trust EN:Able Communities, registered with the Charities Commission, which then distributes funds to support social mobility for communities within Efficiency North's social housing landlord membership.



## SME engagement

To contribute to regional economic regeneration through targeted sourcing, EN:Procure has appointed providers from both large international organisations and smaller regional practices.

# Framework Lots



The framework offers the following services:

**Lot 1 – Land Brokerage** to provide the Client with support and advice at financial risk during the project development phases (from RIBA Stages 1 up to 4), with payment for services being realised and paid through the proceeds of the land sale.

- Keyland Developments Limited (a wholly owned subsidiary of Kelda Group and a sister company of Yorkshire Water)

**Lot 2 – Land Advisory** to provide support and advice to the Client on the development of surplus assets including: appraisal of development opportunities to determine commercial viability and deliverability; strategic options analyses; planning assessments; due diligence and surveys; and general advice and support throughout the project lifecycle. The Land Advisers are not required to work at financial risk.

- Arcadis Consulting (UK) Limited
- Aspinall Verdi Limited
- BNP Paribas Real Estate Advisory & Property Management UK Limited
- Edward Architectural Services Limited
- GenR8 Developments LLP

Below and front cover:  
Keyland Developments' Esholt Positive Living Scheme



The Framework will be available for use by or on behalf of public and charitable sector organisations (for specific details please see Section 3 Scope of Framework) who will identify land assets for broker services. The Framework across both Lots will be used to deliver support and advice to Clients during project development phases (from RIBA Stages 1 up to 4) and may also be used to provide services during and post the construction phase including acting as the Client's agent and ensuring that the project is built out in accordance with the agreed specification, programme and outcomes.

Land Brokerage under Lot 1 will deliver these services throughout the project lifecycle, normally

taking full financial risk on the project after an exclusivity arrangement has been entered into with the Client.

Land Advisers under Lot 2 will deliver services by way of lump sum fees or time charge commissions and will not take any financial risk.

It is anticipated that Lot 1 Project Call-Offs will involve a longer term partnership between the Client and the Land Broker, whereas Lot 2 Project Call-Offs will be shorter term engagements to provide specific pieces of advice during the project lifecycle, with a focus on the early stage viability assessments.