

**Business Services Association (BSA) Event: Procurement for the Provision of Prison Education Services**

<b>Question No.</b>	<b>Question</b>	<b>Response</b>
1	How many frameworks Lots will be procured?	There will be multiple Lots but the final number is not decided yet. We will communicate the number as soon as we can.
2	How will the geographies be segmented? Will they reflect current MOJ boundaries? You intimated that geographies would range from between 17-20 prisons. That suggests around 5-7 geographies?	Lots will be based on HMPPS management group structures which are under review. We cannot comment until the HMPPS review is completed.
3	Would you be able to supply any information around volumes across each framework? This will have a significant impact on any pricing schedule we develop.	The volumes across the Prison Education Framework; the Dynamic Purchasing System; IAG provision and library provision will be determined by the governors based on their local requirements.
4	How much of the payment fee do you envisage being subject to payment by results? Will it be around 20%?	This will be communicated as part of the tender documentation.
5	Do you expect providers to negotiate fees for qualifications with selected awarding bodies?	No.
6	Can you confirm what the dates will be for the mini-competitions?	Mini-competitions are currently planned between August and December 2018 and further details around mobilisation will be shared in the ITT
7	How many suppliers are you looking seeking at framework stage?	We anticipate that there will be between 3-5 suppliers appointed to each Lot on the Prison Education Framework.
8	When will you notify successful suppliers?	We currently plan to award Framework contracts in July 2018
9	What will be mobilised in August 2018?	This primarily relates to the process of starting the mini-competition stage. Mobilisation details will be shared.
10	My understanding is the current contracts have an 8-month extension so they're due to end March 2019, is there any plan to extend that further?	No plans to extend them further.
11	What will the lots look like, are they going to be based geographically?	We anticipate there will be 15-20 lots. We have not finalised this.

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12	Will each lot have a lead?	We anticipate 3-5 providers (as individual suppliers or consortia arrangements) will gain a place on each framework lot.
13	How will the female prisons be treated, will they form part of the lots?	This is under consultation and we cannot respond at this time.
14	What's the think on timelines for mini competitions?	The mini-competitions are anticipated to commence between August and December 2018. We will attempt to phase the competitions as much as possible in order to allow suppliers who gain places on multiple lots to resource each bid.
15	At what point will you ask for a price?	We will ask for indicative pricing at the Framework competition stage. This will be the maximum pricing allowed. We will ask for further pricing information at the mini-competition stage that will be calculated by reference to individual call-off specifications.
16	What will the financial envelope look like?	The total is circa £130m, £150 including IAG and libraries.
17	How are you assessing risk in terms of pricing and suppliers being overly competitive? (race to the bottom).	We currently intend to make quality of bids have 80% of the weighting in the evaluation. Price will make up 20% of the weighting.
18	Will there be a mechanism that allows governors to take funds off the framework budget and move to DPS year on year?	We are seeking to provide governors with some ability to flex their service commissioning and will share detail when it is finalised.
19	Are you going to ring fence the IAG and libraries budget?	No. Any governor will be empowered to specify services which suit the circumstances of their prison.
20	Would there be a mechanism that allows any underspend on DPS to move back into the framework budget? For example, if the governor says it will wants X% for DPS but underspends what happens to those funds can they be moved back into the framework budget?	We're seeking to add flexibilities and will communicate in due course
21	The accrediting body would influence the price bid, if there are multiple different bodies they may set different rates.	We will announce the Common Awarding Bodies tender shortly. This will answer your question.
22	Why are you competing on price twice? DWP have recently run a tender with no price at framework stage.	Historically the pricing of education has been on the ESFA rates for provision in the community. Our intention is to move to a pricing model – provided by suppliers – that is specific to the delivery of education in

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	<p>Suppliers would need to know approximate volumes as they would require that information to set prices and work out whether they could achieve economies of scale.</p> <p>As suppliers may not know if they've been successful in 1 lot or 10 lots, they wouldn't be able to apply any economies of scale when submitting the framework price.</p> <p>Instead of asking for a price at framework, could you ask suppliers for the maximum unit price and at mini competition you ask for a true price.</p>	<p>custody and for the services we require. Suppliers bids will be assessed on quality and price at both stages. This is not intended to drive down price between each stage, but recognises that the amount of information provided at call off stage will be much more specific and allow much more accurate pricing.</p> <p>Pricing at framework stage will allow not only a more rounded evaluation of framework bids but inform the specifications that governors develop at the call off stage and an indicative planning tool.</p>
23	<p>What will be the fee risk level, how much of the fee could be at risk and what will the checks be?</p>	<p>We are currently working on the details of the payment mechanism and cannot comment at this stage.</p>
24	<p>What stage will the governors make the call on how much they're going to spend on framework?</p>	<p>When they specify their services, and receive bid at call-off competition stage.</p>
25	<p>If you've been successful for framework and you bid for a mini competition, what are the TUPE plans.</p>	<p>To be shared</p>
26	<p>Will the TUPE information/data be split by subject and will it be up to date by mini competition stage?</p>	<p>We are working through TUPE information but will be shared</p>