



SMS RETROFIT & PARTNERSHIP DELIVERY FRAMEWORK

An Introduction for SHAP Members



SUREFIRE RETROFIT PARTNERSHIP & DELIVERY FRAMEWORK

The SMS Retrofit Partnership & Delivery Framework was competitively tendered on the open market by Walsall Housing Group, complying with all relevant OJEU procurement processes in order to find the most economically advantageous offer.

Following an extensive quantitative and qualitative documented evaluation of the many construction and energy company submissions both a successful delivery partner and a defined framework schedule of rates were agreed upon. SMS was procured in such a manner, as to allow other Local Authority and Housing Associations to access the many unique benefits of the partnership for up to 10 years.

The main qualification criteria for access to the framework is membership of SHAP, so you already have access to the SMS Framework.

RETROFIT PARTNERSHIP & DELIVERY FRAMEWORK BENEFITS:

- Resource and time savings in respect to procurement, legal & contract review, sourcing funding and design
- A fully managed solution that includes any funding deducted from the price at source saving on VAT.
- A turn key package that includes survey, design, supply, funding, installation and maintenance in one offer
- A clear and robust scope of works delivered at a guaranteed maximum price but with some flexibility to agree any additional works desired by the client
- Access to Specialist Installers
- 25 year insurance backed guarantee(s)



SUREFIRE MANAGEMENT SERVICES (SMS)

SMS (Surefire Management Services) is a Joint Venture between Bolix S.A. (parent company of Soltherm) and Agility ECO, who are experts on Carbon obligation funding and compliance.

Both companies are of significant size and Bolix is owned by Berger, one of the largest paint companies in the world. In addition as a minimum requirement of the initial contract award the following level of insurances cover are held; Professional Indemnity £5,000,000; Employers Liability £10,000,000; Public Liability £10,000,000; Product Liability £10,000,000 and Fidelity Guarantee Cover.

WHAT WE CAN DELIVER THROUGH THE SMS FRAMEWORK:

- **External Wall Insulation** systems that are algae & crack free, wind safe and *non-combustible with an independent Fire Safety Certificate.*
- **Cavity Wall, Loft and Flat Roof insulation** solutions.
- **Domestic Central Heating** systems for **Oil, Gas** or **LPG**.
- **District Heating** systems, with a range of different fuel solutions, such as biomass.
- **Ground and Air Source** heat pumps and **Solar Thermal** solutions.
- **Window Glazing**, uPVC or aluminium.
- **Solar PV** micro-generation systems & low-energy lighting.

We can also deliver added value for money, by adding extra elements of works to our programmes that your stock may also require, such as Roofing Repairs or painting, which can take advantage of scaffolding and site set-up to achieve economies of scale.



SUPPORTING YOU IN THE EVENT OF A FAILED CLADDING SYSTEM

SMS can not only help you by delivering External Wall Insulation, we can help you with Fire Safety Reports to help assess your existing cladding. We can then use our extensive network of contractors to help deliver best value in the vent that you do need to remove it. As we've mentioned earlier, all our External Wall Insulation systems are algae & crack free, wind safe and **non-combustible with an independent Fire Safety Certificate**.

HOW THE SMS FRAMEWORK CAN HELP YOU:

- SMS provides clients with a quick, simple and robust OJEU compliant route to market for the regeneration sector.
- SMS have already spent the time identifying Industry experts to provide an end to end solution for the replacement of current cladding systems with a safe and compliant alternative. This includes survey, design, supply, installation and maintenance, all in one offer, which means you can move much more swiftly.
- Resource and time savings in the procurement, legal, contract and design processes. This means a quick start to the works is possible, and without a full tender process.
- A clear and robust scope of works delivered at a guaranteed maximum price but with some flexibility to agree any additional works desired by the client.
- The managed solution deducts any funding from the price at source, thus saving on VAT cost. SMS is the only framework that deducts any funding directly from the cost of works.



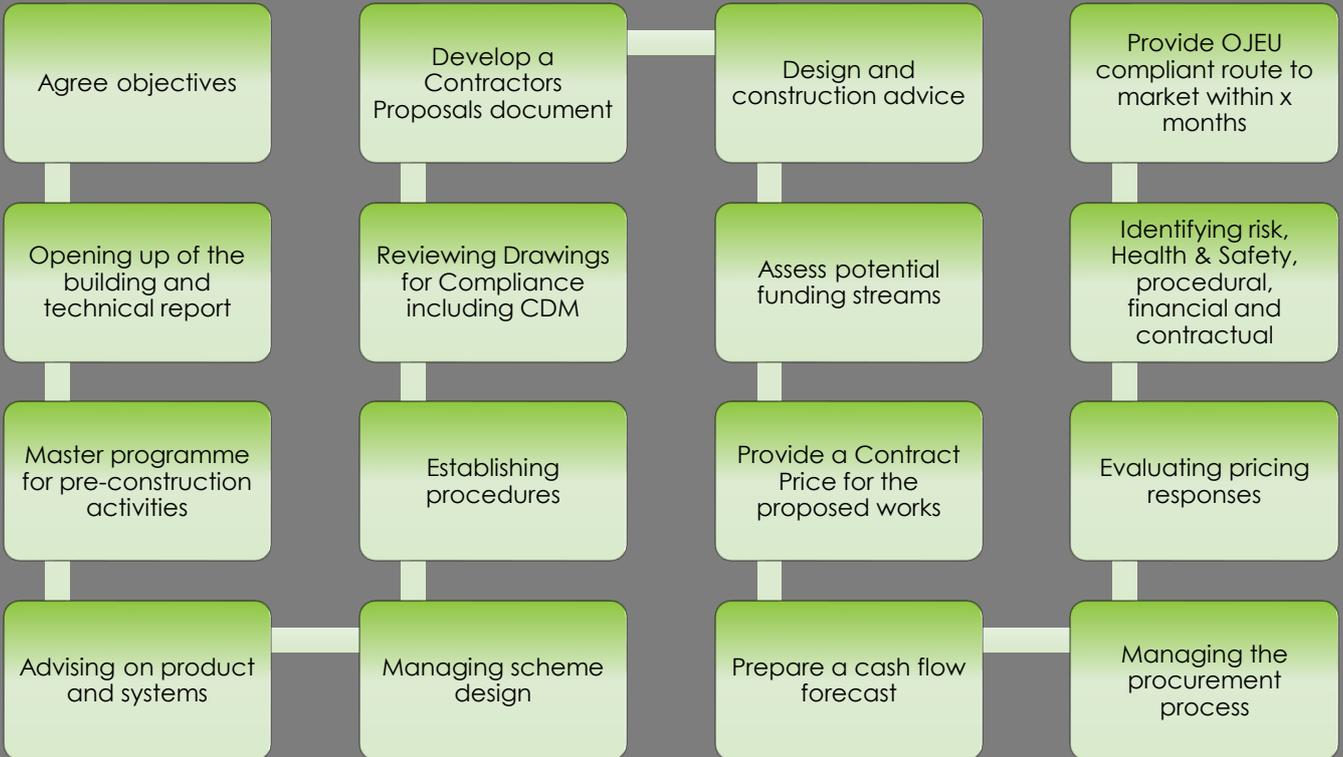
HELPING YOU EVERY STEP OF THE WAY

- The first step is to understand what has been installed and then assess safe and compliant alternatives. Whether it is replacing the cladding to non-combustible mineral wool external wall insulation, Rain Screen Cladding or other system you may wish to pursue.
- Our inclusive partnership approach liaises with the client, employers agent, fire engineers, and façade consultant experts to ensure every aspect of the project is carefully designed, reviewed and procured.
- SMS provides a future proof solution to safeguard against potential regulation changes with an independent Fire Safety Certificate.
- We have access to SWIGA Installers who are accredited for working in the most challenging of high rise locations. SWIGA gives a transferable 25 year insurance backed guarantee.
- SMS holds all appropriate insurances and will generate all appropriate warranties and guarantees.

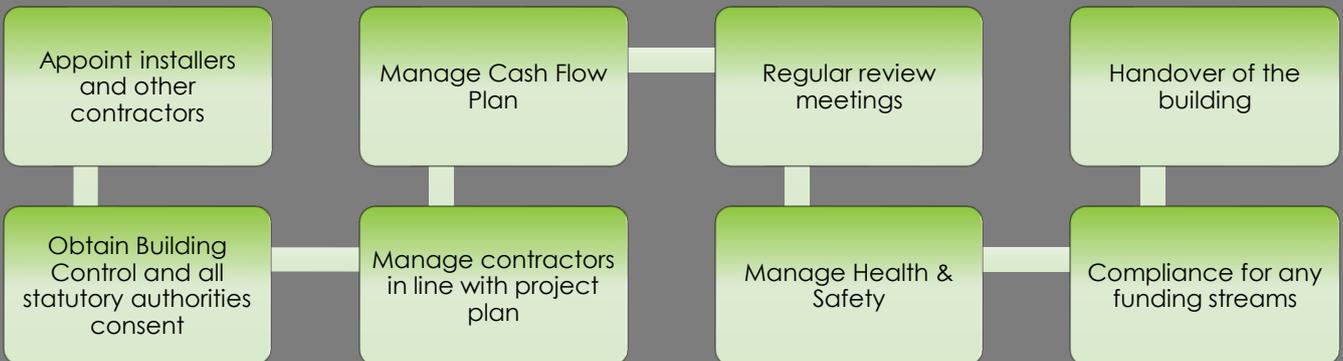


OUR PROCESS

Phase 1: Investigation



Phase 2: Delivery



BEST VALUE

To ensure the competitiveness of the framework SMS regularly conducts pricing exercises amongst its network of specialist installers and undertakes external benchmarking.

Walsall Housing Group contribute to this benchmarking process to ensure transparency and under the rules of the Framework they undertake a documented annual review of SMS framework prices.

However in reality the actual Schedule of Rates acts as the benchmark, as when any formal quote is provided this automatically has to be compared to the corresponding rate. If the procured costs are lower than these rates (which is the aim) then an SMS discount is provided to the client. If the procured rate exceeds this benchmark then the client has the option to not proceed or re-procure.

In addition the Retrofit & Partnership Delivery Framework tends to use specialist installers reducing layers of unnecessary costs, whilst still retaining the necessary levels of supervision and supplies a guaranteed maximum price for the SMS scope of works. Finally SMS charges less than 2% to access the framework, which is the lowest standard fee in the country and is the only framework that provides funding direct off the cost of works producing further added savings and efficiencies.



SMS- PROCUREMENT MADE SIMPLE

SMS are able to provide a quick, simple and robust OJEU compliant route to market for the regeneration the applicable housing estates.

We suggest a specialist approach to ensure the project is done correctly. This means extra care has to be taken to ensure that the system are correctly installed. Correct installation is required to ensure the buildings are fit for the long-term future of residents. This requires a need for an efficient procurement process, specialist installer, and the right insurance backed guarantee to protect the assets going forward.

WHAT'S NEXT?

SMS is a proven and expedient procurement solution, which specialises in delivering energy efficiency solutions with the utilisation of specialist installers. To date c£100m of energy efficiency works has been successfully delivered through the framework throughout England & Scotland.

SMS saves on procurement costs by offering one of the lowest framework fees currently in the market. The SMS fee is 2% for the 1st £1m cost of the project and 1% for each £1m thereafter. SMS is the only framework that offers ECO managed schemes that produce added savings and efficiencies. SMS rates are reviewed annually to ensure they are competitive at all times. This annual process is signed off by Walsall Housing Group. Framework rates act as a check and balance but often discounts are provided on these rates, showing extra value.





**SMS RETROFIT & PARTNERSHIP
DELIVERY FRAMEWORK**

Contact Us

www.surefirems.co.uk

chris.fletcher@surefirems.co.uk

07884 266586