



## Education

Prequalifications | Bid Management | Response Authoring | Submission Management | Presentations

### Education Sector Experience

PCS has supported a whole range of education sector tender submissions over the past ten years. We have fulfilled a variety of roles on teams bidding for PFI, BSF and Academies projects, including:

- Full-time, client-facing bid management
- Preparation of proposals including gaining the necessary approvals from the authority, authority's advisors, schools, ICT Provider Facilities Manager contractors and dealing with the banks' due-diligence teams
- Managing the tender document production process
- Composing tender proposal presentations for use in client interviews
- Organising multimedia presentations, architectural models and project exhibitions

We add significant value on every tender by applying our understanding of the key issues on schools projects, which is underpinned by our history of activity in this sector. Key issues which we can help to integrate into our clients proposals are:

- How the scheme will act as a catalyst for uplifting the local areas, raising aspirations and connecting the local community with educational opportunities
- Supporting the agenda to transform learning through high quality and inspirational design both in terms of the building and the ICT solution
- 21st century design solutions which leave a lasting legacy for future generations
- Integration with each schools' individual needs with inherent flexibility to support learning, adaptability to change and inclusion for all
- Construction solutions which won't affect the students' ability to learn, teachers ability to teach and the schools ability to operate effectively

### Academies Framework

*This is great example of where our previous experience has achieved exceptional results for our client.*

*PCS supported a client bidding for the second Academies Framework in 2009, having helped the same client get selected for the original framework in 2006. We worked closely with the team developing the new submission to ensure it focused on the key issues and provided particular assistance in developing answers related to sustainability.*

*With PCS involvement our client achieved top marks for the second time. They remain well-positioned to secure future academies projects.*

### Building Schools for the Future

*PCS has an excellent track record in supporting successful bids for BSF projects. Services we have provided on BSF tenders include:*

- *Team development and leadership*
- *Bid management and co-ordination*
- *Submission management, co-ordination and production*
- *Design development, including school and authority consultation*
- *LEP development*
- *Document production for communication with parents and governors*
- *Post-submission document reviews to provide improvement advice for future tenders*

*On one of our successful BSF projects PCS went on to lead the design integration with the ICT and FM teams and managed the particularly challenging design of the kitchens and dining space solutions for a number of the first wave of schools.*



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Key issues continued...

- Alignment of the schools' and authority's targets and enhancement of the skills pool for increased employment opportunities
- Understanding clients' needs, particularly with regard to phasing and continuity, the commitment towards sustainability and coherent environmental strategy
- Health and safety of the students, staff, workforce and general public and enhancing the reputation of the facility, where careful interaction with live campus and immediate neighbours is an important consideration
- Proposals that unite the college staff, students and FM providers that make create a well communicated, considerate planned and memorable experience
- Promoting positive relationships throughout construction with stakeholders via newsletters and building upon any student initiatives and local businesses
- Ensuring that the development programme recognises the constraints imposed by the educational calendar and in doing so, offer best possible options to attain best value for the client
- Sustainability – developing low carbon schools, use of BREEAM and Carbon Calculators

### PFI Schools

*We have supported several clients bidding for PFI schools, including the tenders for schools in Leeds, Wirral, Norwich, Newham and Enfield. In addition to our regular range of bid management services we have also been assigned to address third party revenue generation and management systems for certain of these proposals.*

*Other activities have included:*

- *Supporting bid managers with the production of all tender documentation*
- *Managing third parties including model makers, multimedia and exhibition stand providers*
- *Presenting tender information to client and school governing bodies*

### IESE Framework

*One of our senior consultants, who specialises in bids in the education sector, has worked closely with a client to develop their bids for tenders procured under the IESE Framework including Kingston Schools by:*

- *Helping develop the deliverables schedule, assigning actions, authors and deadlines*
- *Producing a checklist for team members attending site visits to ensure they obtained useful data to support response development*
- *Creating a document structure that met the needs of the ITT, identifying the key issues and contents to be included within each response*
- *Ascertaining the workload and actions required to develop and finalise the documentation*
- *Working with the team to deliver the agreed action plan*



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#### Design Solutions

PCS has worked with clients to use our understanding and knowledge to develop affordable designs which will delight the end users. Key elements we ensure are included:

- Flexible and adaptable buildings in terms of the building and fixed furniture and equipment – the aim is to maximise educational space and minimise circulation space
- Buildings that provide passive supervision / steps to reduce bullying – key to this is the design of changing room facilities, circulation and outdoor spaces
- Landscape provision which is secure, extends learning to the outside, optimise sports provision
- SMART buildings which use technology to help in the management of the schools e.g. CCTV, cashless catering, access control
- ICT solutions – hardware and software solutions which support the managed learning environment and virtual learning environment

#### Facilities Management (FM)

*Within the education sector PCS also supports clients who are considering the operational impacts of school design thanks to the particular expertise of one of our team members in FM within the education sector.*

#### Kent BSF - Design Management

*On Kent BSF LEP 1 one of our senior consultants led the development of the designs of the three PFI schools from the ITCD stage through to financial close. The development of the designs was highly complex given that Kent CC's teaching and learning vision demanded a radically different approach to the size and adjacencies of the teaching spaces. In managing the development of the winning designs we:*

- *Developed and monitored the design programme and schedule of deliverables*
- *Led design workshops with the schools and the authority*
- *Were responsible for managing design interfaces including ICT and FM*
- *Led the value engineering exercise*
- *Led the production of the technical submission for the ITCD, ITSFB, PB, Contractor's Proposals*
- *Managed the closing out of technical comments from the funders due diligence team*
- *Led the technical close process enabling the Project Director to focus on commercial issues*
- *Provided training and support to the client's project delivery teams to ensure that they fully understood the Authority's Requirements and the content of the Contractor's Proposals*

*Following the successful close of the Wave 3 schools, we developed an accelerated design programme for the Wave 4 schools so that they would reach financial close six months ahead of the Local Education Partnership performance requirements.*