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The Future of Frameworks…
(Under the new regs)

13th Feb 2025

Agenda

What will we be covering?

1. Introductions

2. What's changing & when?

3. Pipeline update

4. What to do now?

5. How we can help

6. Q&A

7. Links

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Who are Advice Cloud?

- **GovTech Buyability™ Mentors**
- Public Sector Procurement Experts
- Framework & bidding specialists
- Work with Suppliers AND Buyers
- Founded in 2014
- TechUK Members for 9+ years
- Member of current CGC

£1.5bn+
Cumulative business won by our clients across all frameworks

71%
of our clients are SME's.

510+
Clients supported with their procurement processes

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Who are Advice Cloud?

- Accredited TPP/PA2023 buyers!

Whats changing?

And when?

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What's changing and when?

- Public Contracts Regulations 2015 (PCR2015) Expire 23:59 23rd February 2025

- The Procurement Act 2023 (PA2023) (or is it the Procurement Regulations 2024 /PR2024?) comes into force 00.00 24th February 2025

- Meaning

    - All frameworks started after 24th February are to be let under the new regime
    - There are now 2 types of Framework
        - Framework (AKA Framework Agreement under PCR 2015)
        - Open Framework *New*
    - Governed by Sections 45-49 of the [Regulations](#)

    - Dynamic Marketplaces are not covered as part of this event

What's changing and when?

- Definitions

  - Framework

  "Contract between a contracting authority and one or more suppliers that provides for the future award of contracts by a contracting authority to the supplier or suppliers.' (section 45(2)). This means that a framework sets out the provisions under which future contracts for the supply of goods, services and/or works are to be awarded"

    - Maximum term 4 years (8 years in special cases)
    - No Major changes on these apart from transparency requirements

  - Open Framework

  "Scheme of frameworks that provides for the award of successive frameworks on substantially the same terms' (section 49(1))"

    - Maximum term 8 years

What's changing and when?

- How will Open Frameworks work?

  - Initial start date
  - Maximum 8 year term (unless sole supplier FW then 4 years max)
  - Need to refresh minimum two times in 8 year term
    - First refresh within 3 years of opening
    - In effect that's 2 "separate FWks"
  - In most (CCS FWks) cases theres no need to reapply as Services & pricing automatically carried onto next version
  - unless
    - You wish to add Lots to your existing portfolio (eg add Lot 3 Service as well as an existing Lot 2 under G-Cloud)
    - You wish to update your pricing (who fixes their £ for 8+ years including call off periods?)

  - HUGE CAVEAT. Some Open FWks will operate on a competitive / limited no's of suppliers basis so if you don't reapply you risk losing your slot.

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What's changing and when?

- Awarding work procedures will have new additions alongside

  - Direct Award
  - Standard mini/further competition
    - Unlike Covered Procurements there are no minimum timescales for call offs

  - New optional features of call offs using the new Competitive Flexible procedure include

• Supplier engagement event • Down-selection of suppliers by reference to conditions of participation • Enhanced supplier due diligence • Contracting authority due diligence • Invite initial/outline and/or draft tenders • Tests and/or demonstrations • Supplier presentations/ interviews	• Supplier funding • Dialogue • Pre-tender negotiation • Staged assessment (or intermediate assessment) • eAuctions • Post-tender clarification • Best and final offers • Post-tender negotiation • The building of prototypes/ proof of concept

  - Good news is that Buyers don't need to use all of these options!

What's changing and when?

- Transparency

- All FW & Open Frameworks above threshold will be required
  - Advertise on the Central Digital Platform (CDP)
  - Provide Assessment Summaries, Contract Award notices & observe a standstill period
- All suppliers required to register on CDP

- Call off Transparency
  - FW Call offs above £10k CG £30k (WPS) inc VAT will be required advertise on the (CDP)
  - Below threshold Call offs will not be required to provide Assessment Summaries or Contract Award notices
  - Above threshold call offs will be required to provide Contract award notices only
    - Includes Competitive & Direct Award procurements
  - All call offs above £10k (CG) £30k (WPS) will be required to publish Contract Details Notices
  - Call offs above £5m will be required to publish the contract & top 3 KPIs

Pipeline

What's coming up?

Pipeline

- According to the very recent [NAO report](#) 50% of Tech & Digital contracts are awarded via CCS frameworks

    - Alongside CCS you have HTE, NHS SBS, YPO, Uni consortia, Neutral vendor, so in reality c 75-80% of tech spend goes through Frameworks

- Most popular tech Frameworks are not due to expire (exp) until November 2025 at the earliest

    - Digital Outcomes exp Mar 26
    - Digital Specialists exp Mar 26
    - Tech Services 3   exp Mar 26 (likely Jan 26)
    - G-Cloud 14   exp Mar 26
    - Network Services exp July 27
    - Tech Products 2 exp Oct 27

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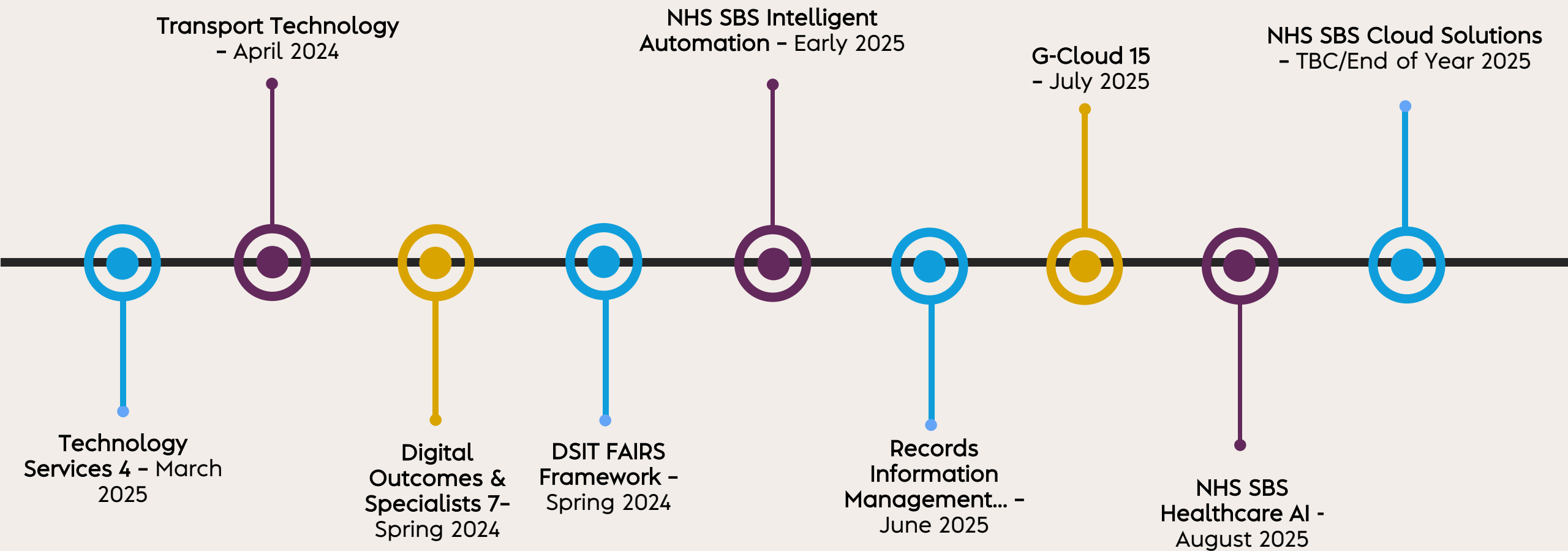
FW Pipeline

- Popular CCS Tech/Digital Fwks, expiry, replacement & lifecycle

FW	2025	2026	2027	2028	2029	2030	2031	2032	2033	Call off
TS3		End	PCR2015							
TS4		Start	PA23	Refresh	PA23	Refresh	PA23		End	2040
DO6		End	PCR2015							
DS&P		End	PCR2015							
DOS7*	PA23	Start	PA23	Refresh	PA23	Refresh	PA23		End	2035
GC14		End	PCR2015							
GC15*	PA23	Start	PA23	Refresh	PA23	Refresh	PA23		End	2037
NS3			End	PCR2015						
NS4*		PA23	Start	PA23	Refresh	PA23	Refresh	PA23		2042

* AC Best Guestimate – not confirmed by CCS yet

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What to do now?

What to do now?

- Get your house in order! (check your buyability™)
  - [Economic Financial Standing (EFS)](#) / FVRA status
  - [Prompt Payment will change](#) (1st Oct 2025)
  - Modern slavery
  - Social Value
  - Transparency
  - Sub-contractors
  - Insurances
  - Cyber Essentials/ISOs

- Get ready to register on the CDP – don't rush on day 1 though!
  - Top tips – if you're the admin for the CDP use a generic/shared email address
  - Don't use a personal mobile for 2FA

- CCS are currently being "forced" to apply EFS in full to certain frameworks so pay close attention to their market engagements

- Be aware of tension between Cabinet Office & DSIT/Digital Centre
  - Innovation being stifled by CO Policy, hence FAIRS framework
  - GDS likely to start taking more interest again in ground breaking procurement approaches esp following NAO report
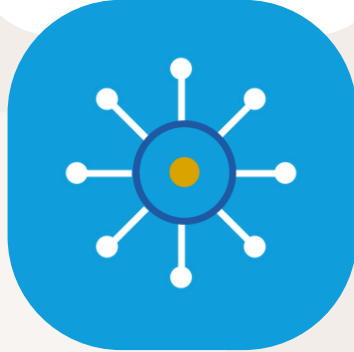
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How we can help

Remove the risk of not getting on any Public Sector FWk

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Our services

Framework Applications
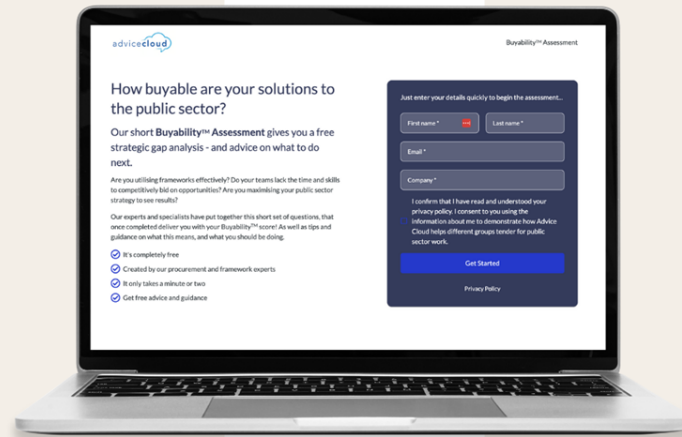
Procurement Plus

Workshops and Training

Go-to-Market Assessments

Bid Support

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Q&A

Ask Chris your questions

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Some helpful Links

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Some helpful Links

- [TPP Page]

- [Knowledge drops (supplier)]

- [TPP Youtube links] (helpful!! – thanks Steve at Aspire Tech!))

- [Find a tender service (FTS)]

- [Supplier registration service (SRS)]

- [Central Digital Platform factsheet]

- [CCS Pipeline]

- [Advice Cloud Knowledge Hub]

- [Framework Regulations]

- [National Procurement Policy Statement]

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Thank you!