



## Highways

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

### Highways Sector Experience

Our customers benefit from a full range of bid management services in the highways sector – including our specialism in Early Contractor Involvement and NEC Target Cost contracts. PCS has experience of supporting projects of every size and nature in this broad sector, from small county council schemes to major motorway widening projects.

We are familiar with all the procurement routes used for highways contracts and bring a detailed understanding to add value from the pre-qualification stage, through the tender process and on into project delivery. We combine our bid management, design management and project delivery expertise to support our clients in developing customer focused project solutions.

We have many years' experience of supporting Highways Agency bids and provided project facilitation for the M1 J25-28 motorway widening scheme throughout the tender and target cost development phases. Key issues that must be taken into consideration in highways tenders include:

- Journey Time Reliability – demonstrates to the customers an enhanced, well managed highway with predictable journeys and high safety standards
- Best value for every taxpayer pound invested, measured in terms of improved service efficiency and customer satisfaction
- Respect for the environment – a sustainable road, reducing carbon and environment impacts in line with promoting economic vitality
- Proactive management – a better travelling experience through sound road space management and innovative traffic communications

### Early Contractor Involvement

*A high degree of experience and focus is required to produce a winning document for ECI tenders. Having supported a series of successful bids of this type, PCS has developed a process to guide teams in the development of high quality, customer-focused responses. This involves:*

- Understanding the ECI process and communicating this to the team
- Creating a model answer – helping the team to understand the outputs required
- Facilitating meetings and coaching response authors to improve the quality of the outputs
- Developing response structures, content, diagrams, charts and process maps
- Defining roles and identifying contractor and consultant led activities

*ECI tenders we have supported include the M1 J25-28 Widening, A380 Kingskerswell, A465 Heads of the Valleys, the A14 Scheme and the A21 Tonbridge to Pembury / Kippings Cross to Lamberhurst project.*

### Private Finance Initiative

*PCS has supported PFI bids in this sector including:*

- Hounslow Highways
- Forth Crossing
- M25 DBFO
- South Coast Street Lighting
- Croydon & Lewisham Street Lighting



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Key issues continued....

- Reducing user delays during construction period – manage traffic to optimise capacity, respond promptly to incidents and assure reliable journeys
- Excellent traffic management including constantly improving vehicle recovery services
- Careful planning and constant vigilance to keep the network moving
- Optimum life-cycle maintenance costs that meet institutional requirements
- Liaison with all stakeholders in particular network operators, emergency services, environmental agencies, Network Rail and local area residents and interest groups

### Pre Bid Stage Support

We have supported a wide range of submissions at the pre bid stage to improve our clients' chances of success in securing work in this sector.

Examples include:

- The Highways Agency CAT Process
- DfT Transport Advice
- Research Framework Expression of Interest
- M25 DBFO
- New Forth Crossing Prequalifications

### Major Projects

*On the M1 J25-28 Widening, PCS provided a team to support this newly formed international JV in its successful bid for this £330 million ECI project, procured 100% on quality criteria.*

*We worked with the consortium to develop the strategy, methodology and detailed proposals. We assisted in reviewing and improving responses and ensuring the evidence data backed up the project specific approach in all categories. We were then appointed in the independent role of project facilitator to help guide the Project Director during the target cost build up which was achieved in record time.*

*We were asked to continue in this role during the early stages of project delivery to maintain the collaborative team working culture and approach.*

### Other Project Examples

*We have undertaken to support a vast array of tender submissions in this sector all of which have benefited from our detailed technical knowledge and highway sector experience. These include:*

- M25 Underbridge, Cobham
- Wrexham Industrial Estate Road
- Chapel Street highways and Public Realm Improvement in Salford
- Port Talbot Peripheral Distributor Road
- Hounslow Highways Term Maintenance
- Caerphilly CBC Highway Improvement
- M4 Coldra Roundabout Junction improvements
- A350 Westbury Bypass, to name but a few.

*We keep teams focused on key delivery issues and ensuring proposals reflect current best practice.*