



Private Sector

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

Private Sector Experience

PCS has considerable experience gained over many years of developing solutions for private sector led developments of all types. The procuring body needs confidence in the contractor's management processes and approach to business on the construction management side. Transparency in the commercial relationship is important as is reliability, innovation, openness and integrity. Proposals must be driven by value, quality, cultural fit and delivery.

Regeneration and Stakeholder Consultation

Regeneration provides an ideal opportunity for our clients to innovate, but this must go hand in hand with knowledge of the existing area, understanding its past and current problems and sensitivity to the needs of the local area.

PCS has been able to help guide clients in their development of innovative, well thought through solutions while highlighting in response documents their expertise in elements such as local consultation and engagement with stakeholders. Key issues include:

- Regional / local investment strategies that provide innovation and opportunities throughout the design and construction phases that initiate social and economic regeneration
- Delivering growth and accommodating realistic targets, taking account of current market conditions and ensuring significant long-term benefits and prosperity to the wider area
- Early contractor involvement tasks through the formative stages to help client / developer (e.g. inception, planning, legal, land preparation, procurement etc) stages to reduce risk
- Pioneer ideas for bringing initial and tangible benefits to area – providing jobs, skills training, wealth creation that improve the existing neighbourhood.

Newham Leisure Entertainment Destination (LED)

PCS was engaged by a private leisure developer consortium to assist in the preparation of their bid for the Newham Leisure Entertainment Destination development at the Royal Docks in London.

Based on Newham Council's right to award a casino licence, the selection criteria was based on regeneration, local employment and investment, using the casino as the focus for the development.

We assisted in the development of the delivery strategy, the qualitative responses and the formatting, style and production of all tender documentation.

Casino Licence, NEC

PCS assisted our client in developing a bid to be the preferred partner with the NEC to develop a major leisure attraction anchored by a casino development.

This was the UK's first project enabled by the 2005 gambling act and required the development of a wide range of submission information relating to safeguarding the local community, protection of the vulnerable and bringing regeneration to the area.

We worked with our client through to second stage selection, when the client opted not to continue to pursue the opportunity.



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Key issues continued....

- Commitment to community consultation – making it an attractive proposition to existing and new residents and businesses
- Delivering the vision whilst minimising the impacts on the community and environment
- Providing a practical template for greener, less polluting ways of life through extensive use of recycling, renewable energy and well-designed low carbon dwellings

Sports and Leisure

These are often high profile projects that attract immense interest from the media and general public. They therefore require considerable communications and public relations – specialist services which PCS provides.

We work with our clients to make sure the proposals integrate within the existing communities and demonstrate confidence to procuring bodies that projects will be delivered successfully. Innovative legacy solutions must meet the long-term needs of stakeholders and deliver potential for other events at the facility.

Retail

In retail developments the key issues include:

- Early access arrangements for the tenants' fit-out contractors to achieve earliest revenue generation
- Significant front-end challenges, where pre-lets, vacant possessions, adjoining owner agreements and transport solutions must be resolved in advance of main construction works
- Robust traffic management plans to minimise any potential local disruption and to ensure that public and workforce safety is safeguarded throughout
- Effective third party and stakeholder management

Sport City, Manchester

A PCS client identified a development opportunity based around Eastlands, the ex-Commonwealth Games stadium in Manchester, now home to Manchester City Football Club.

We worked with the development team to identify competitive edges which would ensure that our offer would score highly against the published evaluation criteria, and to help the team develop well presented responses to the invitation.

We managed the bid submission process which required the design of a suite of volumes to ensure that the complex bid structure could be easily navigated by the client's team.

National Football Centre

PCS was invited to assist one of the contractors bidding for the prestigious and high-profile National Football Centre incorporating a training centre and hotel facility at Byrkley Park, Staffordshire.

In addition to delivering the submission to tight timescales, we supported the team to develop buildable solutions and harness technical information from all divisions across their national organisation which was not done previously in their work-winning process. Our client was impressed with our hardworking and tenacious staff.

J. Sainsbury's Development, Bicester

A unique project led by J Sainsbury's included regeneration of Bicester Town Centre with a Sainsbury's store as the focal point. This project presented our client with unique challenges working in a 'live' fully functioning environment.

PCS brought focussed leadership to the bid team to deliver to Sainsbury's exacting standards and requirements. Planning and continuous review of the solution and submission responses ensured all submission challenges were met.