



## Water

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

### Water Sector Experience

The water sector has presented a range of challenges over the years in terms of Asset Management Programmes, framework contracts and individual major projects. PCS has worked with clients to help them prepare submissions which take into account critical factors including:

- The key AMP Project Drivers: financial returns to shareholders, delivering customer value, and meeting statutory requirements and population growth
- Working in alliance with main utility providers - requiring integration and partnering on long-term frameworks to upgrade and maintain the infrastructure
- Optimising value for money and minimising disruption to existing operations and the public, whilst delivering ever-improving quality standards
- Safeguarding the client / operator reputation

The pre-bid stage preparation is crucial to our clients' success in securing or keeping its place on a water company select list of AMP contractors. Our aim is to ensure that we align our clients' vision and delivery strategy with that of the water company and use that as the foundation for the prequalification and tender stage proposals.

Carrying out reviews of failed submissions is one way that we can help our clients to identify weaknesses in their delivery strategies which have resulted in low quality scores. We produce reports which make useful suggestions for improvements and are used to inform future bid strategies.

### Northumbrian Water Framework

*PCS supported a national contractor on their successful bid for Northumberland Water's AMP5 construction framework (non-infrastructure), which was vital for our client's regional business strategy. PCS took an active part in developing the framework solution and continually tested the solution to ensure that it supported Northumbrian Water's visions and requirements. PCS then led the production of the written responses, which were word limited, ensuring that evidence was provided to back up each proposal.*

*Our communication skills enabled us to maximise the use of pictures and graphics to ensure that key messages were clearly communicated to replace written text.*

### Thames Water Framework

*PCS supported a joint venture between a national contractor and the UK arm of the leading global operator of water services for Thames Water's AMP5 Thames Valley Process framework.*

*PCS led the production of the quality submission and undertook the role of lead author which involved interviewing members of the programme and commercial management teams along with the technical experts to establish details of the proposed solution. This approach produced the top quality mark across the tenders and enabled the members of the bid team to focus on the technical and commercial aspects of the tender which included eighty two base load schemes.*

### Abberton Pipeline

*We supported key authors in drafting management plans, such as the Execution Plan and identified where internal management processes and plans had to be expanded in order to provide a detailed and complete response.*