

UNIVERSITY OF BIRMINGHAM

Radical tender strategy drives improvement and change



CHALLENGE

Having worked with i-Clean Systems to benchmark the recycling and waste processes and protocols across the Campus, the Environmental Services Team realised that a recycling and waste tender process would be the best way to start embedding the strategies, recommendations and findings of the report.

SOLUTION

The University engaged i-Clean Systems to work with the Environmental Services Team, Procurement and other key stakeholders to produce tender documents including a pre-qualification questionnaire to support an open OJEU process to select a recycling and waste partner.

Reviewing the Universities historical tender documents to retain key elements, i-Clean worked with the University Procurement Team and the Environmental Services Team to draw up a radical document that would allow potential suppliers to be innovative in their solutions. It included writing into the tender the improved data analysis and strategies from the benchmarking process that would build on the historical success of the Environmental Services Team and further engage the University in the Circular Economy.

RESULT

The University's key stakeholders were able to utilise to the fullest extent the advantage of having market specialists involved in the evaluation process. In the early stages this included access to extensive market analysis and supplier research. This provided valuable information into economic indicators, emerging industry trends and the competitive environment allowing the University to balance its requirements against the market capabilities.

Working together all parties were able to work through the evaluation process to a time frame that worked for the University resulting in the appointment of a provider who could deliver the required service with minimal disruption to University life during the mobilisation process.

"Working with i-Clean Systems opened my eyes to areas within a service requirement where the University could have been left very vulnerable without the input of a market expert. i-Clean were able to work to our time scales and provided a very positive contribution to the whole process from market analysis, developing the specification, developing tender documents, supplier shortlisting and technical tender analysis."

Karen Manyika – Category Manager Estates Maintenance & Facilities

ABOUT UNIVERSITY OF BIRMINGHAM (UoB)

The University of Birmingham is an original 'redbrick' university as well as a founding member of the Russell Group.

The University makes a significant contribution to sustainable development, not only in its role as a globally recognised provider of research and teaching, but also in the way it performs as a business engaging positively with the local and wider community.

ABOUT i-CLEAN

i-Clean provide independent best practice benchmarking of cleaning, recycling and waste services to organisations in all sectors, helping clients improve standards, reduce costs and ensure best value for money.

i-Clean has demonstrable experience throughout the spectrum of education, having worked with independent and state schools to further and higher educational institutions.

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