

Material Supply & Associated Services Framework



Value delivered

Material Supply & Associated Services Framework

Key facts:

Framework term:

1 April 23 - 31 March 27

Duration:

48 months (4 years)

Total lots:

16

Total merchants:

15

Framework access:

Direct award or mini-competition

Estimated total value excluding VAT:

£1.42bn

Procurement procedure:

Open Procedure

Quality / price split:

50% quality / 50% price

Main CPV Code:

44111000 – Building Materials

FTS Contract Notice:

2022/S 000-032672

Background

With a greater volume and variety of products comes an increased risk of value leakage at every link in your supply chain, as research from the World Commerce & Contracting association's (WCC) shows an average 9% loss of organisations' annual turnover due to poorly managed contracts. These concerns, along with a lack of efficiency in replenishment methods and volatile operation behaviours, do more harm than just disrupting your supply process. They lead to higher levels of customer complaints and lasting commercial damage to your brand.

At PfH, we recognise these challenges and are committed to tackling even the most daunting supply chain obstacles head-on with our Material framework. This unique framework places data and analytics at the heart of our offer, providing insight, visibility, and control to you with best-in-class contract management tools and optimised technology that puts the power of a streamlined supply chain in your hands.

Inside our framework

For over two decades, we have proudly provided top-quality building materials and services to a thriving community of more than 450 members. This framework agreement offers members access to local, regional and national supply chain partners for the supply, distribution and management of materials for responsive works, planned maintenance and retrofit works.

It merges route compliance with multi-vendor efficiency, giving our members access to more suppliers with fewer risks. Backed by an in-house team of procurement

professionals, we provide the experience and expertise required to design and deliver effective contract solutions tailored to your needs.

But that's not everything, our Quantum portal creates a single data point for all of your supply solutions, delivering unrivalled access to product-level data and seamless integration that makes optimising your contract and spend management process more efficient than ever before.

Who can access this framework

This framework is available for use by any contracting authority across the United Kingdom.

How we manage your contract

Our team is on hand to support you throughout the procurement process either acting as an extension of your internal procurement process or as a fully outsourced solution dependent upon your requirements, providing hands-on category expertise and support to aid the delivery of an optimal contract environment.

We will manage the tender process with you right through to contract award to ensure you get the most competitive pricing and best service delivery from our suppliers based on your specific needs.

Our bespoke platform and data rich environment enable us to interrogate contracts to give you the tools to drive value through the life of the agreement, tackle non-compliance, undertake trend analysis and standardise product ranges to improve the bottom line.

Why use this framework



National, regional and local reach

This framework creates a step change in how PfH delivers materials as it offers members access to national, regional and local merchants and a choice in how they procure not only materials, but more importantly the service which supports operational delivery and first-time fix.



Bespoke admin support

Whether you're looking for a more hands-on contract management solution or you need additional support to consolidate your billing processes, our bespoke Quantum portal is meticulously tailored to your organisation's needs.



Built-in reporting & analytics

Our Quantum platform provides 24/7 access to spend insights down to line-level, enabling you to maximise savings and value from your contracts. With our technology, you gain control, transparency and actionable insight and can assess and optimise your spend fast.



Expert procurement consultants

We act as an invested partner in your success, providing access to procurement consultants with extensive sector knowledge and experience to help reshape and advise your contract management process to drive long term value. Together, we create optimised results for organisations of every size.



Leading social housing sector prices on construction materials

PfH leverages its status as one of the largest framework providers in the social housing sector to create stronger negotiating power and secure the best prices for our members.



Multi-vendor account card solution

As a customer, you can utilise our unique PfH account card across all our framework merchants. This allows you to link operatives, transactions, and products in seconds, providing enhanced levels of control and data visibility. Through Quantum, you can access all this data for effective contract and operatives management, highlighting non-conformances, and supporting exception reporting and commercial control. You can drill down to detailed levels and add tag data fields to support your analysis, for example by team division, trade, and cost center.

The framework tender and evaluation process

This is the sixth iteration of the Material Supply & Associated Services Framework and tendered using open procedure on a 50% quality / 50% price basis.

As part of the tender strategy, we undertook in-depth pre-market engagement with trading and non-trading members and suppliers, to ensure we were capturing member requirements and in tandem challenging the supply chain on capacity and capability across the sector to ensure a future proof solution. Feedback shaped the new solution around lots, commercial value, management information, service, and technology.

Most notable in the discussions was the desire to appoint specialist merchants, not that sourcing suppliers was the main concern, but more so; how multi supplier solutions could service an ever-evolving operative profile and the desire for an agnostic van stock management interface (especially for the multi-trade operative), which all supply chain partners could be onboarded. Equally important was the need for uniformity of data and invoicing, which imposes additional resource pressures. In response, PfH have introduced the Specialist Supply Route (SSR), which brings together specialist suppliers under a managed service banner and utilises existing technology, reporting and invoicing solutions to provide an innovative service solution to their members. The service utilises multi-vendor technology to provide ease of ordering, transparency, and service delivery for the operational teams whilst resolving back-office support issues such as uniformity of invoices and price assurance.

Other additions to the solution include a standalone multi-vendor technology platform, a separation between managed store and managed service along with a regionalisation of the same to include Scotland and Wales along with national supply routes.

Baskets cover all areas of responsive, planned maintenance and retrofit works and will be reviewed by product category (plumbing & heating, electrical, building materials and volatile) either quarterly, bi-annually, or monthly and are aligned to the Uniclass system to support basket alternatives. The basket has been derived from over 500+ contracts with an annual representation of £80m spend under management across the housing sector to create a circa 4,500-line product list which will be reviewed regularly and evolve to ensure they remain fit for purpose throughout the contract term.

Members can derive further value from the baskets through merchant and manufacturer enhancements in addition to service wrappers which support operational delivery.

Commercial baskets were evaluated on varied percentages by lot subject to their applicability by the following three elements:

- Core Product List
- Third Party Supply Costs
- Multi-Vendor (Van Stock) Technology

Rapid response costs were also requested for information only. Pricing returns were sought on a product only basis, ensuring all service and supported terms can be tailored to the member's requirements at call-off stage.

The qualitative evaluation of this framework addressed key areas where applicable to the lot such as; contract mobilisation; branch & store contract implementations; ordering & fulfilment solutions; supply chain resilience; commercial review & inflationary control; health & safety; third party & special purchases; TUPE; termination for convenience; branch accessibility; van stock management; specialist managed provisions; Net Zero - Carbon Accounting; Net Zero - Contract Provisions; Social & Environmental Impact (UK, Scotland & Wales) and additional assessment for Lot 16 in, technology, integration & reporting; customer service & helpdesk and future developments & innovation.

The contract notice had 29 registered interested parties, resulting in 15 submissions. Fourteen merchants and two technology suppliers were successfully awarded a place on the framework. All tender documents were advertised via the Find a Tender service (FTS), and the contract notice was published on 17th November 2022.

The lot structure

The framework has 16 lots, comprising fifteen merchant led lots including specialist supply, managed store, managed services, van stock management and on demand supply, with our technology-led providers delivering independent agnostic ordering technology.



Lot Structure Key



Materials supply technology



Specialist supply



Van stock management

National specialist supply

Lot 1

Plumbing, Heating & Gas

National (UK)

Supply of plumbing, heating and gas products and associated services including, but not limited to; heating spares, products for traditional and low carbon heating systems, plumbing systems, gas spares, brassware, showering, consumables, associated accessories and low carbon technologies. Additionally, merchants can provide van stock management solutions, delivery to store, van and or remote solutions as well as branch collection.

Lot 2

Electrical

National (UK)

Supply of electrical products and associated services including but not limited to circuit protection, electrical accessories, lighting fire & heat detection alarms, cable and wiring, ventilation products, renewable electrical solutions and low carbon technologies. Additionally, merchants can provide van stock management solutions, delivery to store, van and or remote solutions as well as branch collection.

Lot 3

Building Materials

National (UK)

Supply of general building materials and associated services including but not limited to; all heavy side products including timber, boards, roofing, insulation, bricks, blocks, paving and drainage, cement and plaster, carpentry and woodwork, insulation products, tool purchase, kitchens & bathrooms, alarms (smoke/heat/carbon monoxide), ironmongery, general building materials and low carbon technologies. Additionally, merchants can provide van stock management solutions, delivery to store, van and or remote solutions as well as branch collection.

Lot 4

Aids & Adaptations

National (UK)

Supply of adapted plumbing supplies and associated products including but not limited to; wet rooms, shower trays, adapted showers, brassware, mobility support, Doc M packs, general disabled adaptations. Additionally, suppliers can deliver to your merchant supplier or direct to site.

Local supply services

Lot 5

National Consortia for Independent Merchants

National (UK)

Supply of materials via independent local merchants for products including, but not limited to, plumbing and heating products, building materials, kitchens and bathrooms- joinery & specialist timber, hardware, brassware & ironmongery, electrical, gas spares, tool purchase, low carbon technologies. Additionally, for supply only contracts, merchants can provide van stock management solutions, delivery to store, van and or remote solutions as well as branch collection.

Services can be on a supply only basis, via a dedicated managed store or branch network provision.

Regionalised managed provisions (UK, Scotland & Wales)

Lot 6	Managed Store	National (UK)
Lot 7	Managed Store	Scotland
Lot 8	Managed Store	Wales

The provision of all goods, tools and plant as required by the member delivered through a dedicated managed store solution. This may include but not be limited to, adapting, and managing a member's existing store, identifying a new site to create a dedicated managed store or temporary/unmanned stores to serve geographical extremities. Fulfilment could be through collection at store or via drop box/locker, click and collect services, van stock replenishment or delivery.

Managed store services include van stock technology to facilitate on-the-road ordering by operational teams.

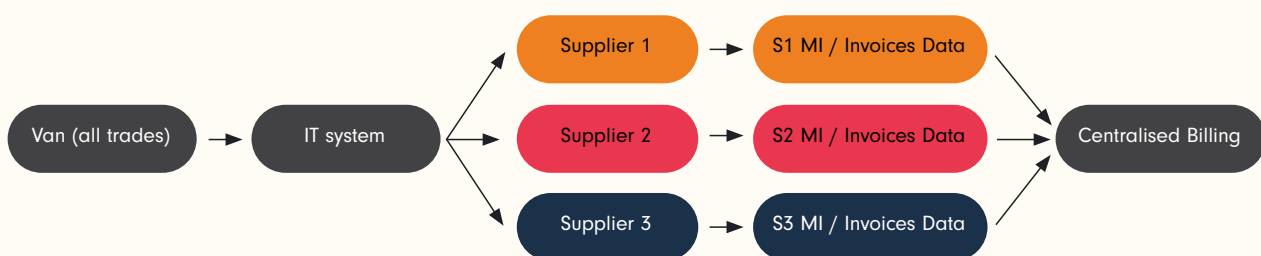
Lot 9	Managed Services	National (UK)
Lot 10	Managed Services	Scotland
Lot 11	Managed Services	Wales

The provision of managed service, including the supply of all goods, tools and plant as required by the member. The solution includes the use of a wider branch network to deliver a managed service provision, this may include the use of dedicated counters within an existing store, the use of distribution centres to supply to branch network, vans or direct to site. Other fulfilment solutions may be the use of temporary facilities, via drop box/locker, click and collect services.

Managed services also include the provision of van stock technology to facilitate on the road ordering by operational teams.

Lot 12	Specialist Supply Route – Plumbing, Heating & Gas	National (UK)
Lot 13	Specialist Supply Route – Electrical	Scotland
Lot 14	Specialist Supply Route – Building Materials	Wales

The specialist supply service route (SSR) lot provides members with the option to deliver a managed provision through specialist merchants. The managed service format will be delivered using a prime contracting model with a lead supplier who will ensure all other merchants are integrated into a multi-vendor technology to ensure a cohesive and universally applied approach to ordering, delivery, and invoicing. The van stock system will ensure all operatives, whether a specialist (plumber or electrician) or a multi-trade operative will be able to order via one integrated solution.



On-demand services

Lot 15

On Demand Supply

National (UK)

The supply of goods as a top up service to your Tier 1 supply partner to support geographical variances for on demand purchases to ensure operational teams are kept on the road and ensuring first time fix for all members.

Order management technology

Lot 16

Multi-Vendor (Van Stock) Management Technology

National (UK)

A multi-vendor supplier agnostic van stock management and ordering solution for use by direct labour or sub-contractor organisations. The service supports keeping your operatives on the road, ensuring that van stock is accurate and meets the needs of first time fix. Services include, smart van stock search functionality including nearest branch and or van to ensure operational efficiency is maximised, reporting, auto replenishment, tagging systems and member customisation. Solutions can be purchased directly by the member and suppliers onboarded to the system.

Suppliers

Rank	Lot 1 (National)	Lot 2 (National)	Lot 3 (National)	Lot 4 (National)
1	Wolseley UK Limited	City Electrical Factors	Travis Perkins	ProCare
2	Jewson Partnership Solutions	Edmundsons Electrical Limited	Wolseley UK Limited	AKW Medi-Care Limited
3	City Plumbing Supplies	Rexel UK Limited	Jewson Partnership Solutions	City Plumbing Supplies
4	Huws Gray	Jewson Partnership Solutions	Huws Gray	Jewson Partnership Solutions
5	Travis Perkins	Huws Gray	National Merchant Buying Society (NMBS)	UK Plumbing Supplies Limited
6	UK Plumbing Supplies Limited	City Plumbing Supplies		
7	National Merchant Buying Society (NMBS)	YESSS Electrical Limited		
8		National Merchant Buying Society (NMBS)		

Rank	Lot 5 (National)	Lot 6 (National)	Lot 7 (Scotland)	Lot 8 (Wales)
1	National Merchant Buying Society (NMBS)	Wolseley UK Limited	Jewson Partnership Solutions	Huws Gray
2		Jewson Partnership Solutions	Travis Perkins	Jewson Partnership Solutions
3		Huws Gray	National Merchant Buying Society (NMBS)	Travis Perkins
4		Travis Perkins		National Merchant Buying Society (NMBS)
5		National Merchant Buying Society (NMBS)		
6		City Plumbing Supplies		

Rank	Lot 9 (National)	Lot 10 (Scotland)	Lot 11 (Wales)	Lot 12 (National)
1	Jewson Partnership Solutions	Jewson Partnership Solutions	Huws Gray	Wolseley UK Limited
2	Wolseley UK Limited	Wolseley UK Limited	Wolseley UK Limited	National Merchant Buying Society (NMBS)
3	Huws Gray	Huws Gray	Jewson Partnership Solutions	
4	Travis Perkins	Travis Perkins	Travis Perkins	
5	National Merchant Buying Society (NMBS)	National Merchant Buying Society (NMBS)	National Merchant Buying Society (NMBS)	

Rank	Lot 13 (National)	Lot 14 (National)	Lot 15 (National)	Lot 16 (National)
1	Rexel UK Limited	Jewson Partnership Solutions	Huws Gray	Inventor-e
2	Wolseley UK Limited	Wolseley UK Limited	Travis Perkins	Stock Right Now
3	YESSS Electrical Limited	National Merchant Buying Society (NMBS)		
4	National Merchant Buying Society (NMBS)			

Suppliers' contact details

Supplier name	HQ address	Website	Email address	Phone number
AKW Medi-Care	404 Pointon Way, Droitwich WR9 0LR	akw-ltd.co.uk	info@akw-ltd.co.uk	01905 823299
City Electrical Factors	Georgina Mackie House, 141 Farmer Ward Road, Kenilworth, Warwickshire, CV8 2SU	cef.co.uk	info@cef.co.uk	01763 272 717
City Plumbing Supplies	Highbourne House, Eldon Way, Crick, Northampton, NN6 7SL	cityplumbing.co.uk	customerservice@cityplumbing.co.uk	0330 678 0267
Edmundsons Electrical	Edmundson House, Tatton Street, Knutsford, Cheshire, WA16 6AY	edmundson-electrical.co.uk	info@edmundson-electrical.co.uk	01493 442078
Huws Gray	Llangefni Ind Est, Llangefni, Anglesey, LL77 7JA	huwsgray.co.uk	salesledger@huwsgray.co.uk	01248 724750
Inventor-e	Blythe Valley Innovation Centre, Central Boulevard, Blythe Valley Park, Solihull, B90 8AJ	inventor-e.co.uk	info@inventor-e.co.uk	0800 779 7214
Jewson Partnership Solutions	307 Greenwood Rd, Wythenshawe, Manchester M22 9HD	jewsonpartnershipsolutions.com	publicsector@jewson.co.uk	02475 186204
National Merchant Buying Society (NMBS)	10 Merus Court, Meridian Business Park, Leicester, LE19 1RJ	nmbs.co.uk	nmbs@nmbs.co.uk	0116 253 0531
ProCare	John Eccles House, Robert Robinson Avenue, Oxford, OX4 4GP	procare-ltd.co.uk	procare.info.procare@nhs.net	01942 206004
Rexel UK	Ground Floor, Eagle Court 2, Hatchford Brook, Hatchford Way, Sheldon, Birmingham, B26 3RZ	rexel.co.uk	customersupport@rexel.co.uk	01706 759477
Stock Right Now	Stag Gates House, 63/64 The Avenue, Southampton, Hampshire, SO17 1XS	stockrightnow.com	info@stockrightnow.com	0800 144 8462
Travis Perkins	Ryehill House, Lodgeway, Harlestone Road, Northampton, NN5 7UG	travisperkins.co.uk	customerservice@travisperkins.co.uk	01604 752424
UK Plumbing Supplies	Quayside 2A Wilderspool Park, Greenalls Avenue, Stockton Heath, Cheshire, WA4 6HL	www.ukps.com	info@ukps.com	01625 877222
Wolseley UK	2 Kingmaker Court, Warwick Technology Park, Gallows Hill, Warwick, CV34 6DY	wolseley.co.uk	info@wolseley.co.uk	0344 891 0196
YESSS Electrical	Unit B Foxbridge Way, Normanton Industrial Estate, Normanton, West Yorkshire, WF6 1TN	yesss.co.uk	enquiries@yesss.co.uk	01924 227941

How to access the framework



Step 1

Contact us to discuss the framework and your requirements.



Step 2

Establish whether the framework is suitable for your specific requirements.

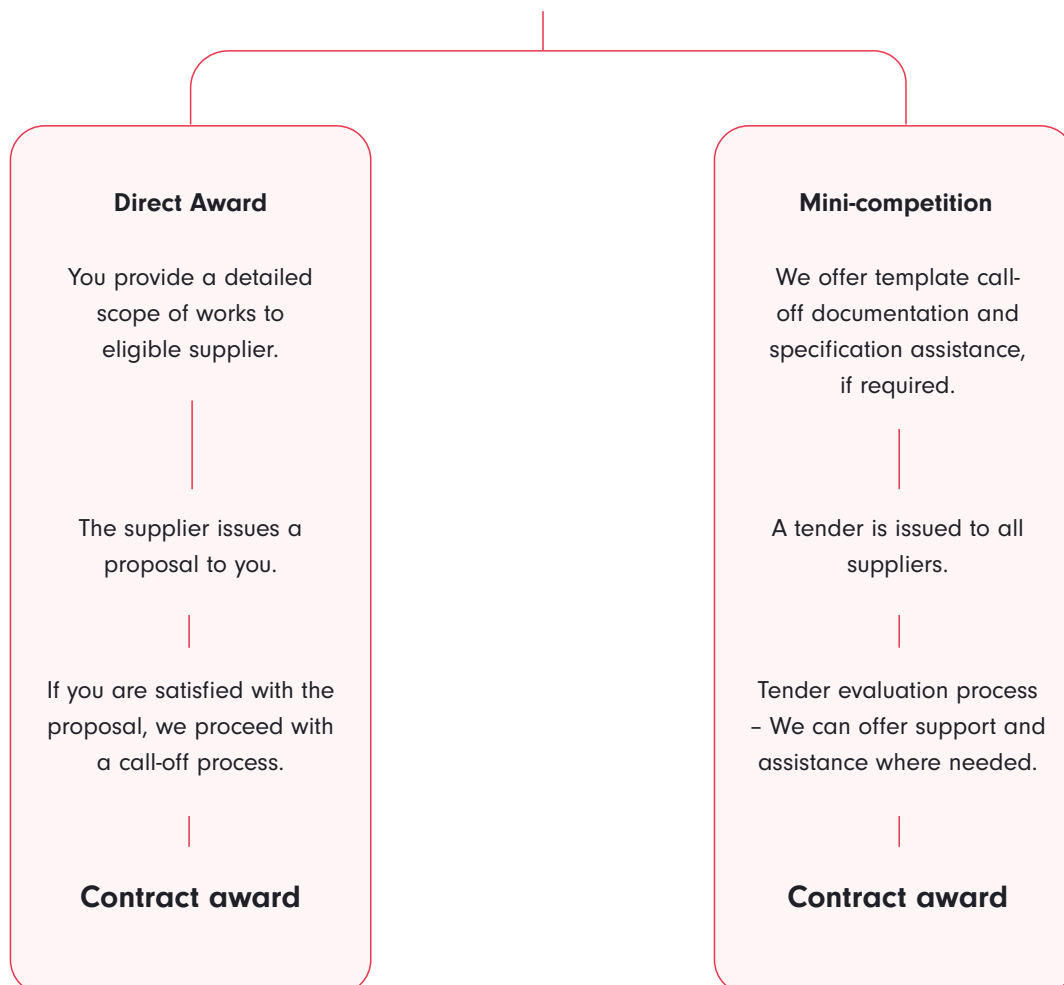


Step 3

If you're not one of our members simply fill in your details [here](#).

Once you are a member

Once a member, we will work with you to establish the best procurement options for you, either direct award or mini-competition.



Unlocking even more value!

Additional products and services to stretch your spend even further

We recognise that every organisation we work with is unique, and we fully understand that this requires tailored advice and services. That's why we offer a range of consultancy services, compliant Framework and Dynamic Purchasing Systems (DPS) solutions and our Quantum platform for more control, visibility and insight to ensure you have everything you need in one place.



Consultancy Services

Our comprehensive range of Consultancy Services is designed to transform your procurement processes and drive value for your organisation. Our services include everything from Tender Management, Spend and Cost Insights, and Supply Chain Optimisation to Procurement Maturity Assessment, Toolkits and Training, as well as Procurement Reform Readiness Assessment. We tailor our approach to meet the unique needs of each customer, ensuring alignment with organisational objectives, improved operational efficiency, and enhanced value creation.



Capital Works DPS

Unlock business growth potential in your local economy and inject greater performance, pace, and control with our approach to procurement for Capital Works projects. This Dynamic Purchasing System (DPS) is a new approach to Capital Works contracting that increases the speed to market and maintains a competitive pool of suppliers. Fully compliant with the Public Contracts Regulations 2015, this DPS reduces procurement costs and leverages extensive procurement knowledge. Our service model offers complete assistance from solution design to contract management, with due diligence checks and supplier management. The DPS's flexibility allows new suppliers to join anytime, ensuring a competitive and varied supplier pool.



Asset Decarbonisation & Retrofit Solutions DPS

Our Dynamic Purchasing System (DPS) offers streamlined procurement for net zero goods, works, and services across the UK. Fully compliant with the Public Contracts Regulations 2015, it reduces costs and leverages extensive procurement knowledge. The DPS provides complete assistance from solution design to award, with due diligence checks and supplier management. Its flexibility allows new suppliers to join anytime, ensuring a competitive and varied supplier pool.



Quantum

A single platform that manages your spend and supplier relationships, providing control, transparency, and actionable insight to capture value through the lifetime of all your contracts. With PfH's innovative cloud-based Quantum technology, your finance, procurement, and operational teams can combat value leakage with enhanced transparency and visibility across your entire contracts. Together, we keep your organisation one step ahead.

Introducing Procurement for Housing

Procurement for Housing (PfH) is a premier purchasing consortium that welcomes all UK Housing Associations, ALMOs, Local Authorities, and other public bodies. As a Contracting Authority under the UK's public procurement regulations, PfH is one of the largest goods and services consortia in the UK, managing an impressive annual spend of over £0.4 billion and serving a robust membership of 1,100.

Our services include procurement consultancy, compliant solutions such as frameworks and Dynamic Purchasing Systems (DPS), and procurement technology and analytics through our Quantum platform.

Who we are

20



years supporting social housing sector organisations

30



framework and DPS solutions at your fingertips for quick reliable, compliant, and cost-efficient procurement

1100



brilliant members



A team of talented, experienced and qualified category-specific, procurement professionals, here for all your procurement needs; including expert advice and analysis



Access to a compliant pool of quality suppliers, ranging from national suppliers to local SMEs and social enterprises



Unmatched procurement technology platform, Quantum – your gateway to greater control, visibility, and insight



Why work with us

Working with PfH on your next project gives you access to the following benefits:

£32m cost savings

Keep the cost of completing your project within your budget with our procurement consultancy services and compliance solutions that give access to a ready pool of suppliers, manufacturers and contractors. We've made over £32m direct savings for our members in 2024.

Great value

Get the most from your budget with our advanced contract and spend management technology and rigorous and collaborative approach to finding suitable suppliers for your needs.

Improved efficiency

No matter how complex your projects are, you can outsource your procurement and purchasing management needs to us, and we will ensure efficiency and quality of service.

Give Back: £2m social value

Support your mission to give back to the community through our compliance solutions that track social value. We have created £2m of tangible value that has positively impacted people's lives in 2024 alone.

Saved time and cost

Simplify your invoicing process and free up valuable time for more critical tasks. We have saved 20,000+ working days and £1.7m+ in administration costs by providing consolidated billing to our clients since 2019.

Rapid results

Start work on your project without the long wait with our vetted network of suppliers, manufacturers and contractors, who are ready to meet your programme goals and are easily accessible via direct awards or mini-competitions.

Peace of mind

Skip the stress by staying compliant and maintaining industry safety standards with our expertise and pre-vetted suppliers.

What our members say

“

Bespoke procurement advice for your business

Their services extend beyond the ability to get quick and easy access to contractors. They offer procurement advice, peer review and many other benefits whilst meeting all procurement guidelines. I would recommend joining the framework, they will provide your business with bespoke procurement advice around your business needs.

Graham McDowall,
Project Manager,
Ng Homes

“

Quantum has been a great help

With regards the Data and Insight Portal, [Quantum], since we have had access to this tool it has been a great help in seeing the day-to-day accounts we run through PfH. It is particularly helpful to see where our spend is going and helps us with identifying products which we are using more direct with the member merchants and can look to move into our core stock.

Mark Davies,
Supply Chain Manager,
incommunities

“

Excellent industry wide knowledge

The staff are incredibly responsive to requests and provide excellent industry wide over-sight and knowledge to enable us to make the right decisions, ensuring we are always providing a high quality, value for money service.

Steve Preston,
Head of Operations APS,
Leeds Federated Housing

“

Hands-on support and relevant frameworks

We always find them to be very helpful and knowledgeable and have lots of relevant frameworks for us to access. They are a very helpful resource; we find them to be very hands on and nothing is too much trouble.

Carmen Young,
Procurement Officer,
Bromsgrove District Council



How we can help

We are Procurement for Housing, a technology-enabled procurement partner. We work with leading organisations in the social housing sector to help manage spend better, drive sustainable value, and improve operational efficiency. At the heart of everything we do is our commitment to positively impact people's lives.

We provide procurement consultancy, compliant solutions such as frameworks and Dynamic Purchasing Systems (DPS), and procurement technology and analytics through our Quantum platform across the social housing sectors.

Get in touch to discuss your challenges or to find out more about how we can add value to your organisation.

Get in touch!



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www.pfh.co.uk