inprova

Achieving success together

How to join our frameworks, Dynamic Purchasing Systems (DPS) and Dynamic Markets (DM)

Inprova's contracting authority is Procurement for Housing (PfH). All supplier appointments and contracting routes are managed through PfH's compliant frameworks and Dynamic Purchasing Systems (DPS).

Together, we are committed to supplier excellence and long-term partnerships. By joining us, you gain access to opportunities across the public sector in the UK.

What's in it for you?

- **Market access and visibility:**
  be on the radar for opportunities with over 1,100 members, including housing associations and local authorities.
- **Enhanced market presence:**
  our platform opens up the market and provides a direct line to potential customers.
- **Comprehensive support:**
  dedicated category and account managers offer personalised support and ensure you maximise the benefits of our partnership.
- **Marketing and sales support:**
  benefit from activities such as newsletters, social media posts, joint webinars, and events.
- **Regular engagement:**
  our teams meet with you regularly to review performance and provide market data.
- **Reputation and growth:**
  being selected as a framework supplier enhances your reputation and opens opportunities for expansion.
- **Effortless member management:**
  Quantum streamlines contract and invoice handling for suppliers through a secure, centralised system, boosting customer retention with proactive engagement and delivering clarity and efficiency by reducing administrative overhead.
- **Operational efficiency:**
  payment consolidation that saves you time and effort.
- **Positive impact:**
  contribute to our environmental, social, and governance goals and be part of our annual ESG report.

Frameworks, Dynamic Purchasing Systems (DPS) and Dynamic Markets (DM)

Framework agreements, Dynamic Purchasing Systems (DPS), and Dynamic Markets (DM) streamline public procurement. They allow access to pre-qualified suppliers, reducing both the time and resources needed to award contracts. Procurement frameworks play a critical role in structuring contracts for goods, works, and services. Let's break down the key types to make them clear and accessible.

Closed frameworks

- **Duration:** Typically awarded for up to four years unless there's a justified need for a longer term.
- **Structure:** Divided into categories known as 'lots', each with a specified number (or sometimes unlimited) of suppliers.
- **Process:**
  - » Contracts can be initiated ('called-off') by either direct award to a supplier (subject to specific rules) or through competitive tendering with all suppliers within a lot.
  - » Once the framework is created, no new suppliers can join until it is re-procured.
- **Purpose:** Provides a fixed set of suppliers and terms for a defined period of time.

Open frameworks

- **Introduction:** Introduced by the Procurement Act 2023.
- **Duration:** Can last up to eight years.
- **Flexibility:**
  - » Open frameworks allow additional suppliers to join at designated intervals during the term.
  - » Suited to dynamic markets where new suppliers regularly emerge.
- **Advantages:** Flexible and adaptable to market changes, providing ongoing opportunities to innovate and engage new suppliers.

Dynamic systems like DPS and DM are more flexible, allowing new suppliers to join anytime, fostering innovation and competition.

DPS (Dynamic Purchasing Systems)

- **Legacy status:** Originally established under the Public Contracts Regulations 2015. No new DPS agreements can be created under the Procurement Act 2023, but existing ones remain valid until they expire (all must end by 23 February 2029).
- **Features:**
  - » Always open for new supplier applications, with no limits on the number of suppliers.
  - » All contracts are awarded via competitive exercises, as direct awards are not permitted.
  - » Lower entry requirements for suppliers compared to traditional frameworks, with detailed selection criteria applied at the competition stage.
- **Usage:** A more open and flexible approach to procurement compared to traditional frameworks.

Dynamic Markets (DMs)

- **Introduction:** A new concept under the Procurement Act 2023.
- **Key attributes:**
  - » Operate similarly to the DPS but with enhanced transparency requirements.
  - » Include a suitability assessment stage, which makes them unsuitable for below-threshold procurements.
- **Purpose:** Provide an agile, transparent system to address evolving market needs.

How to join our compliant solutions

We use Panacea software as our e-tendering system. This is where we publish opportunities and manage supplier responses, whether you're applying for a place on a framework, DPS or Dynamic Market.

If you're a supplier or an interested provider, you'll need to register on our PfH Panacea portal to access relevant opportunities. If your company's never been registered before, go visit **this registration page** and click 'Request New Account', then complete the requested information.

Once you're set up, you can manage your supplier profile, receive communications, upload documents where required and invite colleagues to be linked to your organisation.

Once you've registered, log in to Panacea at any time to review the opportunities we've published, then follow the relevant route below.

What's an RFX?

An RFX is how we formally ask suppliers for information, pricing or bids in Panacea. The "X" stands in for the type of request, so you'll see it written as RFX or RFx.

The most common types are:

- **RFI** (Request For Information): Used early on to find out what suppliers can offer
- **RFP** (Request For Proposal): Asks suppliers to propose detailed solutions to more complex requirements
- **RFQ** (Request For Quotation): Focuses on costs and commercial terms for clearly defined items

How to join a framework

1. **Find suitable opportunities**
   Within Panacea, you can view every requirement and opportunity we've published. Take a look through what's available and check it matches the goods, works or services you provide. Before you decide whether to participate, review the requirement information, any attached documents, deadlines, lots or categories, and any supplier instructions.

   If an opportunity's right for you, you can go ahead and participate in the associated RFX or questionnaire through Panacea.

2. **Participate in the RFX or questionnaire**
   To respond to an opportunity, you'll need to access and complete the relevant RFX or questionnaire within Panacea.
   Depending on the type of opportunity, we might ask you to:

   - Answer questions about your organisation, services or experience
   - Select the lots or categories you're applying for
   - Provide pricing information, where required
   - Upload supporting documents
   - Respond to compliance, quality or technical questions
   - Submit clarifications through the Q&A process, where applicable

   Make sure you complete every required section and submit your response before the deadline. Keep your answers clear and complete, and back them up with the documents we've asked for.

3. **Evaluation, award and onboarding**
   We'll review submissions in line with the published process for that opportunity. If your bid is successful, you'll be awarded a place on the framework. We'll then guide you through the next steps, which may include signing the framework agreement, providing further compliance documents and making sure your supplier account is ready to receive orders.

   Once the tender window is closed and the framework has been awarded, it's usually closed to new suppliers until the next procurement process. That's why it's worth applying during the tender window itself.

How to join a DPS or DM

You can apply to join a DPS or Dynamic Market at any time, because they stay open to new suppliers throughout their term. Once you've registered on Panacea, it takes three steps, and you can save your progress and come back to your application before you submit it.

1. **Find the right DPS**
   Click 'Participate' on the left-hand side, then 'Requirements'. Select 'All' rather than 'My' to see every available opportunity, then scroll down and click the DPS you're interested in, for examples:

   - Asset Decarbonisation & Retrofit DPS
   - Capital Works & Associated Services DPS
   - Compliance Services & Associated Works DPS
   - Responsive Repairs & Void Works DPS

2. **Complete the onboarding process**
   Choose the 'RFX' tab, find the 'Documents' column and click 'View'. Download and complete Document B (Financial Assessment Form) and Document C (DPS Assessment Form), then upload them back into the portal. Click 'Participate' then 'Respond' to work through the questions, starting with Section 1. Each lot begins with a yes or no question, select 'Yes' for any lot you want to join and you'll be prompted to upload the relevant certificates.

3. **Submit and wait for confirmation**
   Once every section shows as 'Complete', click 'Return to Requirement' and then the green 'Submit' button. We'll evaluate your submission and let you know through the portal whether you've been accepted. If we need anything else, or if your application isn't successful, we'll explain why so you can amend and resubmit.

Good to know:

You can save your progress at any point before submitting using 'Save Answers', so there's no need to finish everything in one sitting. If you need to change your answers after submitting, select 'Withdraw', make your amendments and resubmit.

Get in touch

If you have any questions, please get in touch.

01925 282 360 info@inprova.com inprova.com

inprova