Opportunities for Local Suppliers to engage in Major Projects

Thursday 4th December 2025







Welcome from the Deputy Leader

Cllr Simon Ring



Aims of Today's Event



Ensure local contractors are aware of upcoming projects and investment in King's Lynn during 2025-2028 and beyond



Connect local subcontractors with selected main contractors



Provide procurement and tendering guidance for future contract opportunities with the Council



Link local supply chain with other key organisations



Find out about the support available to businesses



Opportunity to answer your questions



Organisations here today





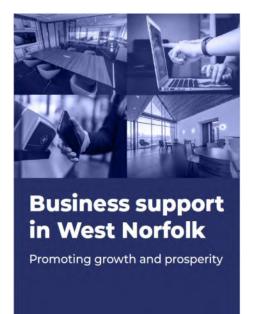


- College of West Anglia
- Norfolk Chamber of Commerce
- Federation of Small Businesses
- Skills Bootcamp
- Department of Business and Trade
- New Anglia Growth Hub
- Jobs Centre Plus











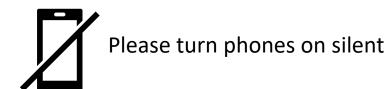






Housekeeping

- Thank you for joining us today at the wonderful King's Lynn Town Hall
- No fire alarms planned
- Location of fire escapes



Time	Programme
9-10am (Stone hall)	Arrival, sign in, networking with stand representatives and other attendees
10.00-10.05am (Assembly Room)	Welcome by the Deputy Leader, Cllr Simon Ring
10.05 -10.45am (Assembly Room)	Presentations by Borough Council, main contractors & project leads
10.45-11.30am	(Assembly Room) Q&A session
11.30 – 3pm:	Networking with stands/other attendees. From 12 noon - Slots available for local contractors to book with main contractors & BCKLWN procurement team.

Today's speakers & Guests

Jane Mitchell, Procurement Manager, Borough Council – Procurement regulations

Jemma Curtis, Regeneration Programmes Manager, Borough Council – Investment Overview

Karim Massaad, Supply Chain Business Advisor, Sizewell C

David Allfrey & Rod Kelly, Infrastructure Delivery Team, West Winch Housing Access Road

Mike Lotarius & David Gibson, Queen Elizabeth Hospital New Hospitals Programme

Jack Wicks, Messenger BCR St George's Guildhall & Creative Hub project

Jane Mitchell Procurement and Contracts Manager Borough Council of King's Lynn and West Norfolk



Public sector procurement legal framework

- Procurement Act 2023
- Procurement Regulations 2024
- National Procurement Policy Statement
- Public Services (Social Value) Act 2012
- Local Government Act 1999
- BCKLWN Contract Standing Orders

Principles of public procurement



Procurement Act 2023 principles:

Deliver value for money

Maximise public benefit

Sharing information

Treating suppliers the same

Acting and being seen to act with integrity



Delivered by:

Proportionate, free and fair competition

Scoring the Most Advantageous Tender

Detailed specifications

Ongoing contract management

Spending transparency reports

Borough Council Contract Standing Orders

Goods & Services	Under £20,000	£20,000 to £75,000	Above £75,000	Statutory threshold £214,904*
	Single quote	Minimum three quotes	Full open tender	
Works contracts	Under £35,000	£35,000 to £250,000	Above £250,000	Statutory threshold £5,372,609*
	Single quote	Minimum three quotes	Full open tender	

^{*}Includes VAT



Finding the Most Advantageous Tender

Me	ethod Statements/Responses	Question Weighting:
1	Method Statement Provide detailed information on your proposed method for carrying out the Contract; any risks involved in this contract and how you suggest these could be managed effectively	20%
2	Resources Detail the resources and your technical ability to carry out the service. Provide information to the workforce to be employed and level of experience and level of resources to be used	10%
3	Communication Provide information on how you will effectively communicate with the Council and, where applicable, how you will deal with any complaints	10%
4	Monitoring Provide information on monitoring of the contract and how you will ensure the Council's required outcomes are met.	10%
5	Social Value Please describe how your bid will bring economic, environmental and social benefits to the local area.	10%
	PRICE	40%

Tips for responding to tenders 1

Register

Register on Find a
Tender (Central Digital
Platform) – soon to be
a requirement for
lower as well as higher
value tenders

Comply

Comply with the instructions – submit on time and keep to the word limit

Answer

Answer the question, address the main requirement – we will score only what we asked for

Tips for responding to tenders 2

Focus

Focus your response in accordance with the question weightings --- put your best efforts into where the most marks can be gained

Understand

Use clarification questions before you submit your bid – be sure you have a clear understanding of the requirement

Review

Make the most of feedback for next time – can be valuable in your next submission

Where are opportunities advertised?

- Government websites
 - Find A Tender
 - For all value bands
 - BCKLWN and other local authorities' websites
 - Delta E-Sourcing and other procurement portals

Useful links

- Government website for finding opportunities:
 - https://www.find-tender.service.gov.uk/Search
- Government information
 - The Procurement Act 2023: A short guide for suppliers (HTML) GOV.UK (www.gov.uk)
 - Supplier Registration Service (cabinetoffice.gov.uk)
 - Information for buyers and suppliers CCS (crowncommercial.gov.uk)
 - Crown Commercial Service Helpdesk 0345 410 2222
- Procurement portals:
 - Procurement, Contract & Tender Management Delta eSourcing (deltaesourcing.com)
 - In-tend | Procurement Solutions
 - www.b2bquotetenders.co.uk
 - https://public.ukp.app.jaggaer.com/esop/guest/login.do
- BCKLWN website
 - <u>Doing business with us | Borough Council of King's Lynn & West Norfolk (west-norfolk.gov.uk)</u>

Investment in West Norfolk 2026-2036

Jemma Curtis, Regeneration Programmes Manager,

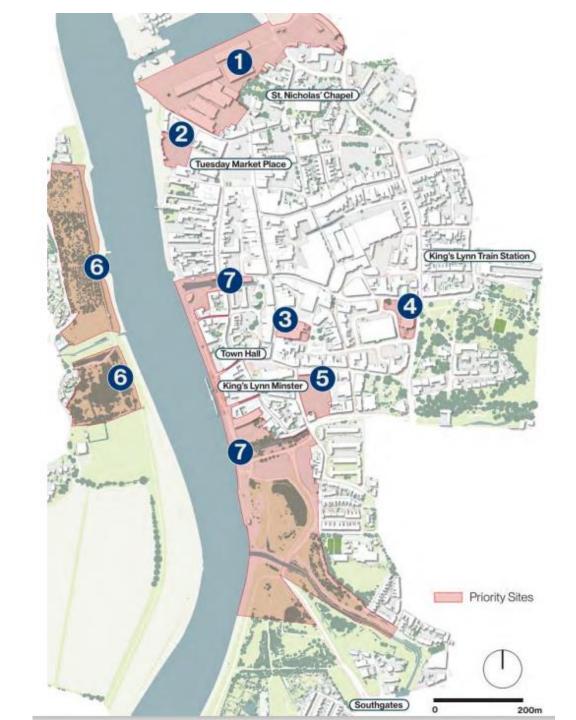
Major Programmes Summary

Local Authority Led Programme	Lead Organisation	Total Investment Value (inc match)	Timeframe
Towns Fund (Town Deal)	BCKLWN with King's Lynn Neighbourhood Board	£55m	2020 - 26
Pride in Place Programme (PiPP)	BCKLWN with King's Lynn Neighbourhood Board	£20m	2026 - 36
Sustainable Transport and Regeneration Scheme (Levelling Up Fund)	Norfolk County Council	£20m	2026-28
King's Lynn Enterprise Park (Enterprise Zone)	BCKLWN	£12m	2025 onwards
Major Housing Development Schemes	BCKLWN	£100m +	2018-2027
West Winch Growth Area	BCKLWN in partnership with NCC and Homes England	£109m	2026-28
Leisure Centre Investments	BCKLWN	£30m	2027-8
Sub Total		£346m	
National Infrastructure Projects			
New Hospital Programme	Queen Elizabeth Hospital	£1bn-1.5bn	2028-33
Sizewell C Nuclear Power Station		£38bn	2024-2036
Sub Total		£39.5bn	
Total		£39.9bn	

King's Lynn Masterplan

- 20 year vision for the physical regeneration of King's Lynn - providing a holistic delivery plan with broad support and buy -in from stakeholders.
- Investment programme and delivery strategy
- Inform a prospectus of investable opportunities for West Norfolk to be promoted to the planned Mayor Combined Authority
- Preparation of feasibility studies for six opportunity sites and the riverfront.

Public Consultation
8th December 2025 – 16th January 2026
www.visionkingslynn/haveyoursay



Riverfront Regeneration

Vision for the riverfront: King's Lynn Riverfront becomes a vibrant river-edge quarter threaded into the fabric of the existing town.

Transformational plan that will enable the development of long term unutilised sites into a vibrant and economically active waterfront, to include;

 Renovation & repurposing of the Custom House in 2026/7 (Towns Fund)

Future Phases 2027 onwards

- Public realm improvements to King's Staithe Square, South Quay
- Mixed use & Housing development South Quay & Boal Quay
- Green infrastructure



Active Travel Hubs

Construction 2026/7 (subject to planning consent)

Representatives here today to discuss the project

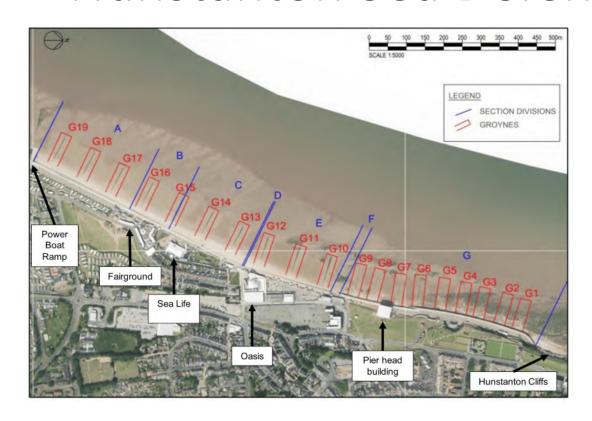
King's Lynn Active Travel Hub







Hunstanton Sea Defences





Procurement Route: to be confirmed, likely procured via Scape Framework. Expectation that Tier 1 contractor will use local SME suppliers and subcontractors.

Construction timeframe: 2027/8 onwards

Sustainable Transport and Regeneration Scheme (STARS)





£20m highways led project by Norfolk County Council Construction planned 2027/8



SUFFOLK CHAMBER SUPPLY CHAIN ENGAGEMENT

WORKING WITH SIZEWELL C

Karim Massaad

Supply Chain Business advisor – Suffolk Chamber of Commerce

Sizewell C - The national commitment

£2.5bn To be spent in the North of England during construction £900m To be spent in the Wales during construction

- 70% UK content overriding aim, prioritising Local > Regional > National
- Core commitments aligned to UK levelling up agenda
- Considering future nuclear supply chain and needs of GBE-N
- Creating partnerships, sharing expertise and re-building nuclear supply chain

£4.4bn

To be spent in the **East of England** during construction

£2.0bn

To be spent in the **Suffolk** during construction

(N.B. a subset of East of England not additional)

Summary of Key ESG social value themes

SZC has developed 5 Environmental and Social Governance (ESG) Supply Chain Goals to identify key areas where the supply chain can help deliver the Strategic Aims.



Goal 1: Increase UK content

By championing UK content in the supply chain, and prioritising local, regional, and then national spend where possible



Goal 2: Invest in education, employment and skills

By identifying job opportunities and skills training and apprenticeship opportunities



Goal 3: Reduce the environmental impact of construction

By identifying and acting on opportunities to leave a strong environmental legacy as well as mitigating our impact on the environment.



Goal 4: Tackle workforce inequality

By creating a diverse and inclusive workplace which employs local people, engages young people, takes steps to engage hard-to-reach-groups and promotes health and wellbeing



Goal 5: Optimise opportunities for local communities

By providing opportunities in the region and supporting initiatives that improve outcomes for local communities

Suffolk Chamber key priorities

Local

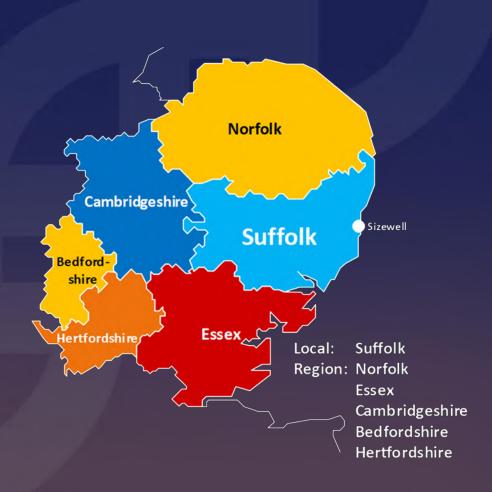
- Local jobs Employing people from this region
- Local skills Expanding & training of new and existing workforce
- Local opportunities Projects on and off site across the region
- Joint ventures Fostering collaboration over competition

Legacy

- Positive and enduring impact for the area & region
- Building a business community fit for future growth
- Preparing Business for large infrastructure projects
- Increasing Diversity and Inclusivity in the workplace
- Improving health, wellbeing and community cohesion
- Facilitating sustainable and proportionate growth & positioning

Environment

- Contributing to the UK's 2050 net Zero ambitions
- · Reducing environmental impact and promoting increases in biodiversity



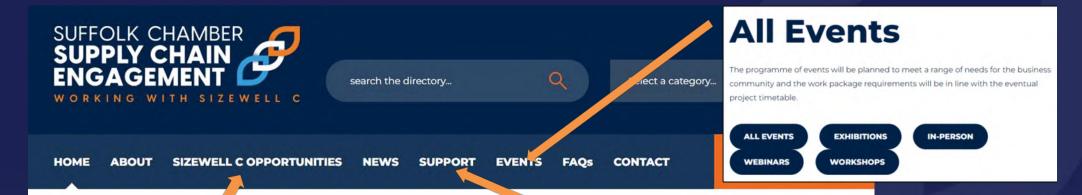
Supply Chain Guidance – Supporting the Supply Chain

Our Engagement and support work extends to all sectors and all sizes of business. It is about identifying the need and finding the support and advice that is most needed for local and regional businesses, whilst also supporting the larger tier 1's

- Intro's & Recommendations to Alliance and Tier 1's
- Events and Engagement
- Nuclear Culture and practices
- Health & Safety and Compliance
- Contracting standards and requirements
- Funding and Training
- Collaboration & JV's
- Innovation support
- Supply Chain Portal
- Social Value & ESG
- Celebrate Success



Local and Regional Supply Chain Portal



Suffolk Champer Supply Chain Engagement Working with Sizewell C

As of early 2024, the triggering of Sizewell C's Development Consent Order (DCO) marked a significant milestone in the project's progress, signalling the official complenement of the "Shovels in the ground" operation.

As momer rum continues to build, the Suffolk Chamber Supply Chain Engagement team remains committed to working closely with local and regional businesses throughout The East.

SIZEWELL C OPPORTUNITIES NEWS

t local businesses, communities, educational institutions, and

well-informed and supported, enabling them to play an active role in

proach seeks to empower stakeholders with the knowledge and

ge meaningfully with Sizewell C, thereby amplifying its positive

COMPETEFOR

COMPETEFOR: STEP-BY-STEP ACCESS GUIDE



SUPPORT

EVENTS

FAQs

CONTACT

SIZEWELL C – ALL SUPPLIER
WEBINARS THAT FOCUS ON THE
SUPPLY CHAIN

SUFFOLK CHAMBER SUPPLY CHAIN ENGAGEMENT BUSINESS SUPPORT PROGRAMME

FUNDING & RESOURCES

SKILLS & TRAINING

JOB SERVICE PORTAL

PROCUREMENT & BEST PRACTICES

SIZEWELL C COMMUNITY FORUMS

Sizewell C Opportunity Portal

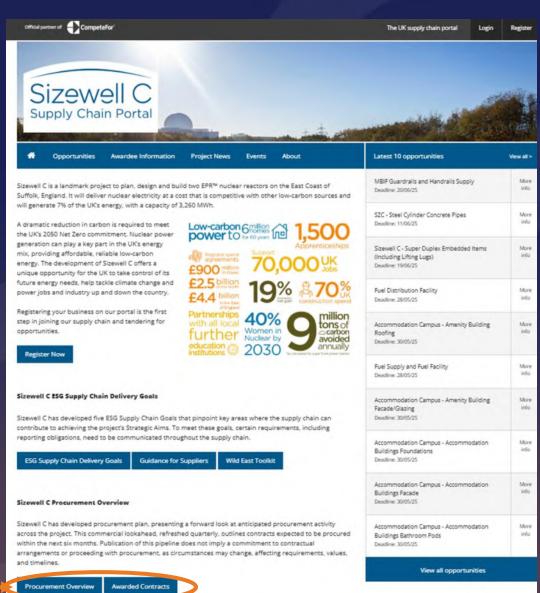
CompeteFor – Sizewell C Microsite

Sizewell C competitive opportunities are being advertised on CompeteFor, to respond you are required to register on CompeteFor. https://www.competefor.com/business/

Once registered on CompeteFor you will then need to complete and publish your business profile for your organisation to be business ready and therefore allow you to respond to opportunities.

It is important when logged in to CompeteFor to complete your <a href="mailto:emailto:

However, it is also best practice to set reminders to proactively check CompeteFor for new opportunities twice every week, and keeping an eye on the front page, whilst also searching the terms Sizewell and SZC.



SZC Essential Standards for Suppliers

Sizewell C actively seeks suppliers to meet its essential standards for all procurement opportunities:

Strong Nuclear Safety Culture: Understand and demonstrate the importance of a strong nuclear safety culture.

Suitable Financial Standing: Be financially robust to undertake work packages in accordance with contract requirements

Accurate Technical Capability: Possess technical capability and capacity to undertake work packages to contact requirements.

Zero Harm Health & Safety Compliance: Where relevant, provide health & safety management to meet ISO 45001 or equivalent.

Environmental Compliance: Where relevant, provide an environmental management system that meets ISO 14001 or equivalent.

Quality Management Compliance: Where relevant, provide a quality management system that meets ISO9001 or equivalent.

Protecting against NCFSI: Prevent incorporation of Non-confirming, Counterfeit, Fraudulent and Suspect Items (NCFSI) into the goods and services supplied to SZC Genco.

Sub-Contactor Oversight: Maintain adequacy of the sub-supply chain, including contractual rights to oversee and approve sub-suppliers to control compliance with safety, quality, reporting & commercial requirements.

Exhibit Social & Environmental Commitments: Demonstrate ability to deliver project social & environmental commitments.

Ontime Payments: Operate regular payment arrangements that provide align with industry standard payment periods.

Security of Information: Demonstrate compliance with obligations to maintain security of information (cyber), personnel & site.

Ethical Behaviour: Conduct themselves in an ethical and sustainable manner.

West Winch Housing Access Road – Meet the Buyer

4th December 2025





West Winch Housing Access Road

The project...

- Will create a new 1.5-mile road to connect the A47 to the A10 south of King's Lynn;
- Will also dual a short section of the A47 and upgrade the Hardwick Interchange;
- Is needed to enable up to 4,000 new homes to be built in the West Winch Growth Area, and is intended to be completed before any significant housing delivery;
- Will cut congestion and improve travel on the A47 and A10 and take heavy traffic out of the village of West Winch, improving road safety and reducing community severance;
- Will also provide walking and cycling facilities which, along with reduced speed limits on the road through West Winch, will make it more attractive to travel on foot or by bike.
- Is being delivered by NCC and will be almost entirely funded by the Department for Transport and developer funding (via Homes England, the Government's housing agency).



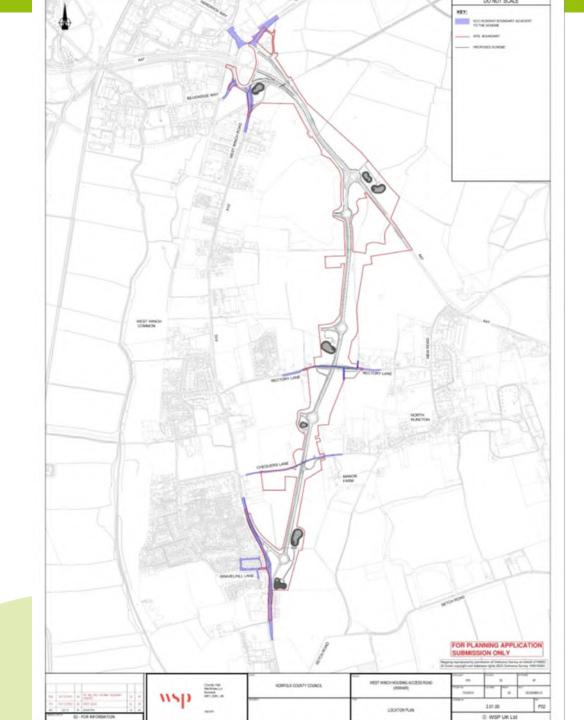
Project Overview – More Details.

- 2.7km of new Housing Access Road;
- 1.0km of new dualling of the A47 Trunk Road including removal of the existing Constitution Hill satellite roundabout;
- 5 new roundabouts;
- Modification and re-orientation of the existing Hardwick Interchange;
- Provision of a new Rectory Lane overbridge;
- Provision of new at grade signal-controlled crossing at Chequers Lane (which is severed by the WWHAR);
- Provision of a Sustainable Transport Strategy for the route through West Winch to support non-motorised users and public transport;
- Diversion of two National Gas Transmission high pressure nationally significant gas mains;
- Major landscape mitigation planting scheme to support ecology and biodiversity;



West Winch Housing Access Road – The Scheme

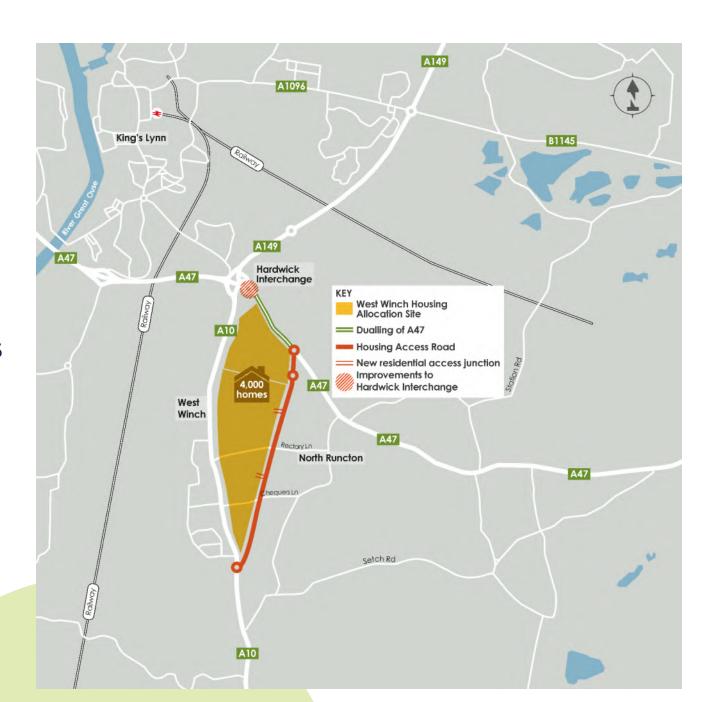


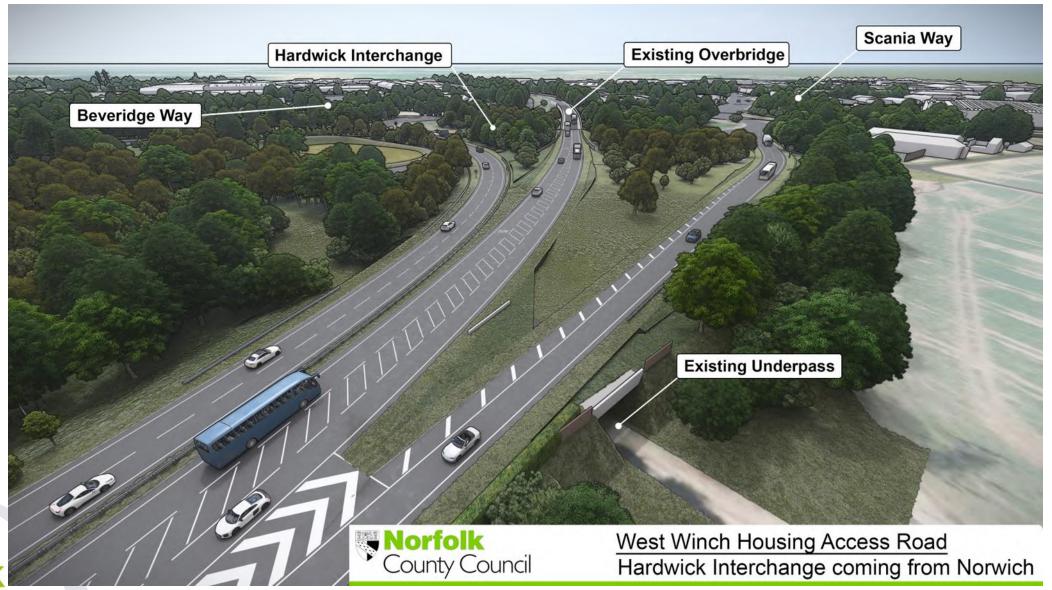


West Winch Growth Area (WWGA)

- Southern side of King's Lynn
- The location of the West Winch Housing Allocation for up to 4,000 houses
- The West Winch Housing Access Road (WWHAR) - red line
- The dualling of the A47 green line
- The improvements to the Hardwick roundabout interchange - pink circle













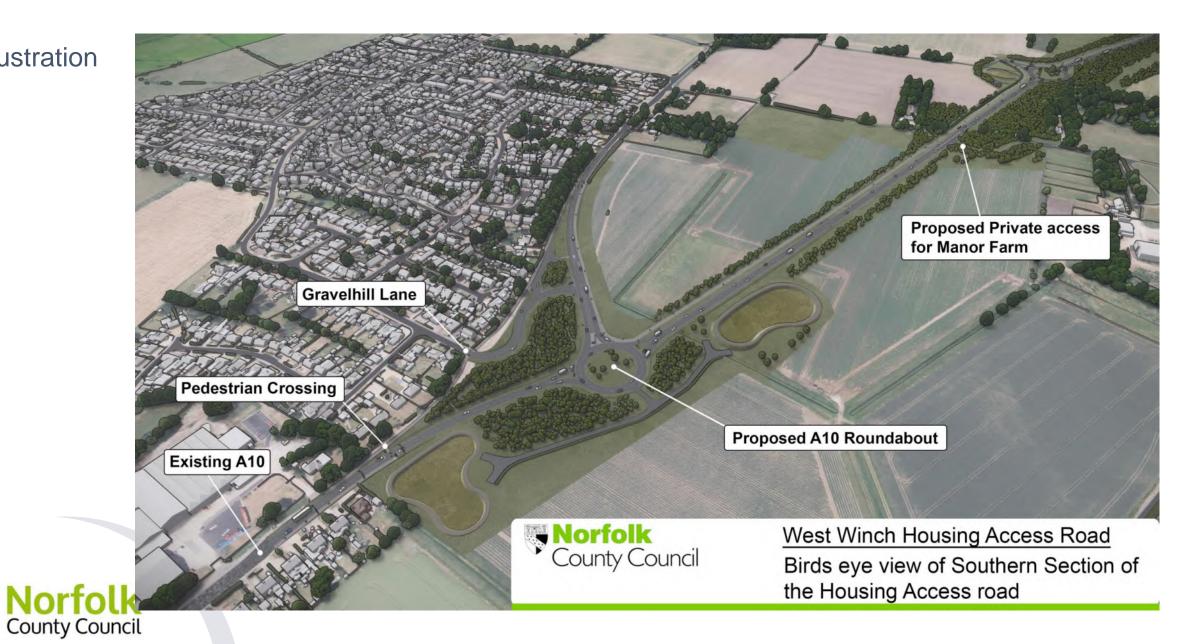


Visualisation Norfolk County Council West Winch Housing Access Road Rectory Lane Overbridge and Heritage assets **Proposed Metacre** Roundabout North Runcton Lodge The Old Rectory **Proposed Zurich** Roundabout **Proposed Rectory**

Lane Overbridge

NOTTOLK County Council

Illustration







Key Project Delivery Milestones

Key milestones	At November 2025
SOC submission	Completed 2021
SOC approved by DfT	Completed mid-2022
Public Consultation	Completed late 2022/early 2023
OBC Submission	Completed September 2023
Updated OBC Submission	Completed September 2024
Planning Application Submission	Completed December 2023
DfT OBC approval	Completed April 2025
Commence procurement of contractor	Commenced Winter 2024
Obtain planning consent	Completed November 2025
Award of main contract	Expected Winter 2025/26
Development of draft FBC (ahead of resolving Statutory Orders)	Late 2025
DfT FBC approval (following confirmation of Statutory Orders)	Expected Autumn 2026
Construction Start	Expected Winter 2026/Early 2027
WWHAR Opening	Expected late 2028
Construction Contract Completion (finalising landscaping, etc)	Expected early 2029



How to get involved

Contact westwinchhar@norfolk.gov.uk







New QEH Programme

Mike Lotarius – Associate Commercial Director David Gibson - Associate Design and Construction Director





- New QEH overview
- Design & construction plan
- Commercial approach
- Future opportunities

New QEH Overview



- Nationally recognised major infrastructure programme
- ~96,000m² of new build space H2.0 design principles
- Total programme budget between £1.0 £1.5bn
- Structured into key phases:
 - Enabling projects
 - New utilities connections
 - New main build
 - Demolition
 - Refurbishment of retained estate
- Three business cases required:
 - Strategic Outline Case Approved



- Outline Business Case In development
- Full Business Case





Enabling projects – Helipad, MSCP & utilities







Road Diversion







Contractors Compound







Main Hospital & Energy Centre







Demolition

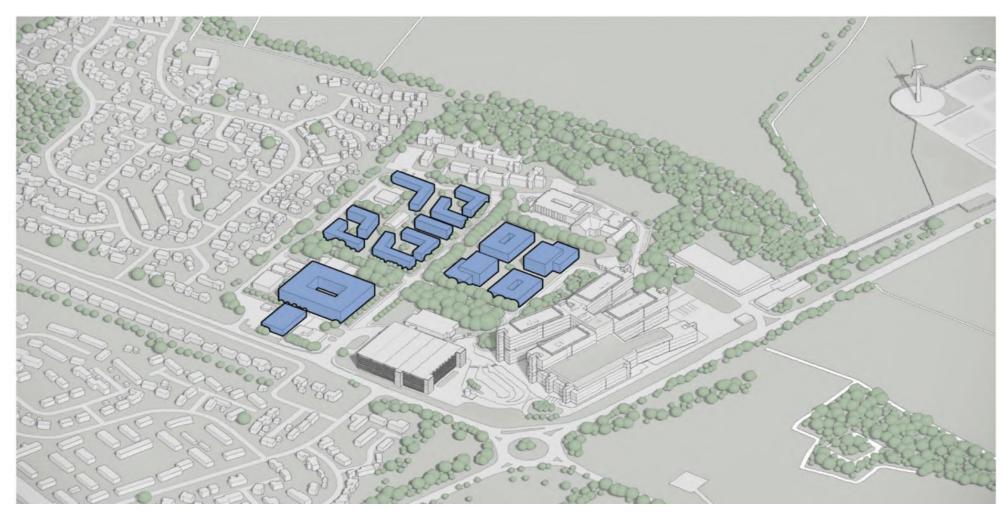






Retained Estate & Future Development







Commercial Approach



- **Outline commercial strategy in SOC**
- Aligned to national NHP direction
- **OBC** will further develop commercial plan
- FBC will include results of tendering processes
- **Key contactors:**
 - Advisors & specialists inc. design team
 - MS Car Park (RG Carter appointed)
 - MS Car Park Infrastructure & Service partner
 - Minor Works Contractor
 - Main Hospital Tier 1 contractor
 - Equipment delivery partner logistics based requirement
 - Digital partners (~5/6) digital technology & smart buildings based





















Main Hospital – Tier 1 Contractor



- £37bn national framework for x10 (max. x11) contractors
- Ability to deliver x50 schemes in four waves up to 2039
- Appointed on a scheme-by-scheme basis
- Flexible collaborative allocation process
- Wide scope of works:
 - New build space (clinical & non-clinical)
 - Refurbishments & fit-outs
 - Testing & commissioning
 - Landscaping
- Volume-based manufacture
- National & International submissions
- New QEH allocation concludes June 2026



What are the opportunities



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building manager S security flooring system concrete
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How to get involved



- Register contact details with New QEH programme:
 - NewQEH.AdminTeam@qehkl.nhs.uk
 - QR code
 - Register with us today
- Specialists & Advisors register with New QEH Technical
 Advisory Partner (TAP) Atkins Realis
 - <u>Philip.kass@atkinsrealis.com</u> (title email NQEHKL)
- Register on 'Find a Tender Service'
 - Find a Tender
- QEH Communication channels







TeamQEH



New QEH Contact us



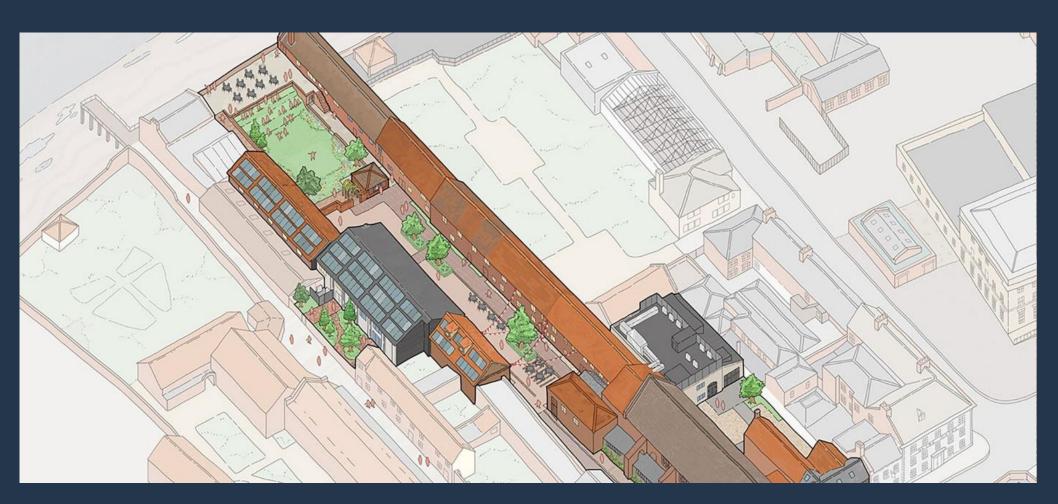
Find a Tender Service



MESSENGER | BCR GROUP

Creating and Caring for our Built Heritage

St George's Guildhall Kings Lynn





About Messenger

Formed in 2011, Messenger specialises in heritage and conservation construction projects. Our team is passionate about preserving, protecting and enhancing the UK's most historic and significant buildings. We are experienced in the careful conservation and repair of Grade I and $\rm II^*$ listed buildings, as well as the construction of new buildings within historic environments.

With offices in Stamford, Lincolnshire and Lichfield, Staffordshire we're able to support projects across the breadth of the UK.

- Quality assured with ISO 9001:2015 certification
- Member of the Building Safety Group and accredited by Constructionline and SafeContractor for Safety Schemes in Procurement
- 130 directly employed staff members
- IFC certified installers
- Members of the Lead Contractors Association, rated Excellent
- Clients include National Trust; Historic England; The Church; VIPs; Trusts; Schools; Universities; private owners of listed buildings and protected structures.

Key Team Members



Paul GibbonsManaging Director



Dan EmersonCommercial Director



Brian MorrellOperations Director



Ian BirdRegional Director



Sophie NortonHead of Conservation



Jack Wicks Head of Estimating

— Experience: Leicester Cathedral Revealed, Leicester







Refurbishment works to Leicester Cathedral, and construction of new Heritage Learning Centre.

Client

The Chapter of Leicester Cathedral

Architect

van Heyningen & Haward Architects

Value

£10.3m

Date

April 2025

Key works:

- Demolition of the existing Song School and construction of the Heritage Centre in the gardens.
- Re-ordering works to the main Cathedral components of which are New Flooring, New Mechanical and electrical installation, Decoration, External works and external fabric repairs, AV installation.

— Experience: Nevill Holt Opera Theatre, Leicestershire







Transformation of 17th century stable block into modern opera theatre.

Client

Nevill Holt Opera Ltd

Architect

Witherford Watson Man

Value

£5.5m

Key works:

• Main construction works to Nevill Holt Opera Theatre to turn the current stables block into a permanent theatre for opera performances.

— Experience: Oxburgh Hall, Norfolk







Ambitious highly specialist restoration works to the roof, windows, chimneys and medieval gatehouse façade.

Client

National Trust

Architect

Purcell

Value

£4.5m

Key works:

- Erect scaffolding with the moat
- Strip roof coverings and carry out extensive timber repairs including major masonry works to gables and chimneys

MESSENGER | BCR GROUP

— The Project: St George's Guildhall, Kings Lynn

Background

The St George's Guildhall site is located on King Street on the western side of King's Lynn town centre in the St Nicholas Conservation Area. It comprises a collection of buildings, including the Grade I listed St George's Guildhall, which extends to the banks of the Great Ouse River.

It is the largest surviving medieval Guildhall in the UK and the oldest theatrical space in the UK still in use, with performances occurring every century since the 1400s.

The wider site contains an array of additional buildings, including a restaurant, gallery spaces and warehouses.





MESSENGER | BCR GROUP

— The Project: St George's Guildhall, Kings Lynn

The vision

- The project will see this medieval venue, its empty buildings and outdoor courtyards revived, creating inspiring spaces for all
- The site is to become a heritage destination, with new food and drinks offers, as well as a home for local creative industries. It will provide a year-round calendar of performances, events and education programmes
- The project is part of the King's Lynn Town Deal programme and aims to enhance the theatre's links to Shakespeare and promote King's Lynn's heritage.

The works

- Historic restoration and conservation works
- Strategic new build intervention and general refurbishment
- Restoration to the wider site including landscaping works, drainage below ground, buried services and utility connections
- Main worked commenced 24th November and will continue through to site reopening in 2028.





Opportunity | ST GEORGE'S GUILDHALL

— The Project: St George's Guildhall, Kings Lynn

Key trades

- Roofing (Flat, Tile & Corrugated)
- Joinery and Internal fit out
- Mechanical and Electrical works
- Groundworks and Landscaping
- Soft and Hard Flooring
- Structural Steelwork
- Timber Windows
- Tiling (Ceramic & Quarry)
- Painting and Decorating
- Architectural Balustrading
- Louvres
- Aluminum Windows & Doors
- Drylining and Plastering



How to get involved

Contact - Jack Wicks jack.wicks@messengerbcr.co.uk

Estimating Manager - Messenger

T: 01780 239800

Organisations here today





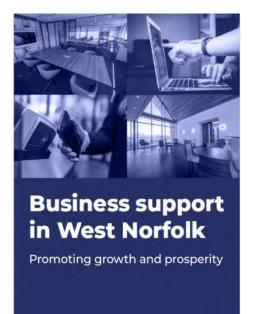


- College of West Anglia
- Norfolk Chamber of Commerce
- Federation of Small Businesses
- Skills Bootcamp
- Department of Business and Trade
- New Anglia Growth Hub
- Jobs Centre Plus

















Thank you

Any questions?





