

DYNAMIC MARKET

Facilities Management

Appoint experienced contractors able to deliver soft, hard and total facilities management services across your buildings.



About this Dynamic Market

Dynamic Market Overview

Our Facilities Management Dynamic Market is split into four Lots covering soft, hard and total facilities management services.

Designed to support a wide range of facilities requirements, it covers everything from cleaning, catering and security to essential building maintenance and repairs.

This Dynamic Market provides a compliant route to appoint trusted contractors with proven experience in facilities management, while giving you flexibility throughout the procurement process. Suppliers can join or leave at any time, making it easier to include local SME contractors and new suppliers in your tenders.



Lot Breakdown

Lot 1: Soft Facilities Management

This Lot covers services that support the day-to-day operation of buildings and enhance the experience of occupants. This includes:

- Cleaning and hygiene
- Security and front-of-house services
- Grounds maintenance and environmental care
- Catering and hospitality
- Workspace and occupant support services

Lot 2: Hard Facilities Management

This Lot covers the maintenance, operation and compliance of the physical and technical elements of buildings. This includes:

- Building fabric and structural maintenance
- Mechanical and electrical services
- Compliance, safety and statutory inspections
- Energy, environmental and building control systems
- Specialist installations and assets

Lot 3: Total Facilities Management

This Lot is for customers looking for an integrated approach, combining both soft and hard facilities management services under a single contract. It is suitable for organisations looking to streamline delivery, management and accountability across their estates.

Contract value bands:

Each Lot is split into annual contract value bands, making it easier to access suppliers that are appropriate for the size and complexity of your requirement. Bands range from up to £500,000 through to £8 million+ per year.



How to use the DM

All call offs from the Dynamic Market have to be mini tenders. We will manage this process and be the initial point of contact if you need help or advice.



01. Initial Consultation

We'll talk to you about your upcoming project and ask you to complete a pre-procurement form. This helps us to understand your scope, contract value, service model and timescales so we can get you ready to tender.



02. Supplier Check

If there are suppliers you already work with, they can apply to join the Dynamic Market at this stage. Once approved, they can be included in your further competition alongside other eligible suppliers.



03. Invitation to Tender

We'll issue an Invitation to Tender to all suppliers on the relevant Lot and value band. Suppliers can choose whether or not to bid, ensuring tenders are targeted to those best suited to your requirement.



04. Tender Submissions

Suppliers submit their tenders by the deadline. We'll manage the process and provide you with the responses for evaluation.



05. Evaluation

You will evaluate the submissions and we can help you with your tender report. You can then write the award letters, or we can do this for you. The award letters will then be sent out to the tenderers.

05. Contract Drafting

Once the award has been issued we're able to help you draft your contract if required.



Member benefit

SEC Members receive a 0.5% discount on levy collected from the contractor compared to Non-Members.

FAQs

Who can access this Dynamic Market?

Any publicly funded body can use the Dynamic Market – access is not limited to SEC Members alone.

Your contract value must be over £207,720 including VAT to use the Dynamic Market. This is due to the new procurement regulations stipulating that all further competitions from a DM are above the public procurement thresholds for services contracts.

Is there a cost to access?

There is no access fee for customers using the Dynamic Market.

A levy is collected directly from the appointed contractor once a contract is awarded. The levy percentage depends on whether you are an SEC Member or non-member and operates on a cascade basis for larger contracts, reducing as contract spend increases.

The levy will never be more than 1.5% for Members and 2% for Guests.

Can I ask my preferred suppliers to join the Dynamic Market?

Yes – if you have any small, local or specialist facilities management suppliers, you can encourage them to apply to join the Dynamic Market.

Once approved, they can be included alongside other suppliers in your further competition, providing a compliant route to continue working with suppliers you trust.

We've also produced guidance for suppliers interested in joining, which you can share with them [here](#).



Why use SEC?

Working with us means partnering with a not-for-profit organisation dedicated to supporting the housing sector. Public procurement is what we do best – since 2005 we've ensured that every framework we procure is designed by and for our customers. And, we reinvest our surplus back into the housing sector through our Training and Insights programmes.

What it means for you:

- Fully compliant route to market with advice from procurement experts across each stage of your project
- Additional support with your technical documents, procurement strategy and contract management when you need it
- Amplified social value on top of what's already delivered through your contract. You'll also help fund our reinvestment programmes delivering training, sector insights and community projects

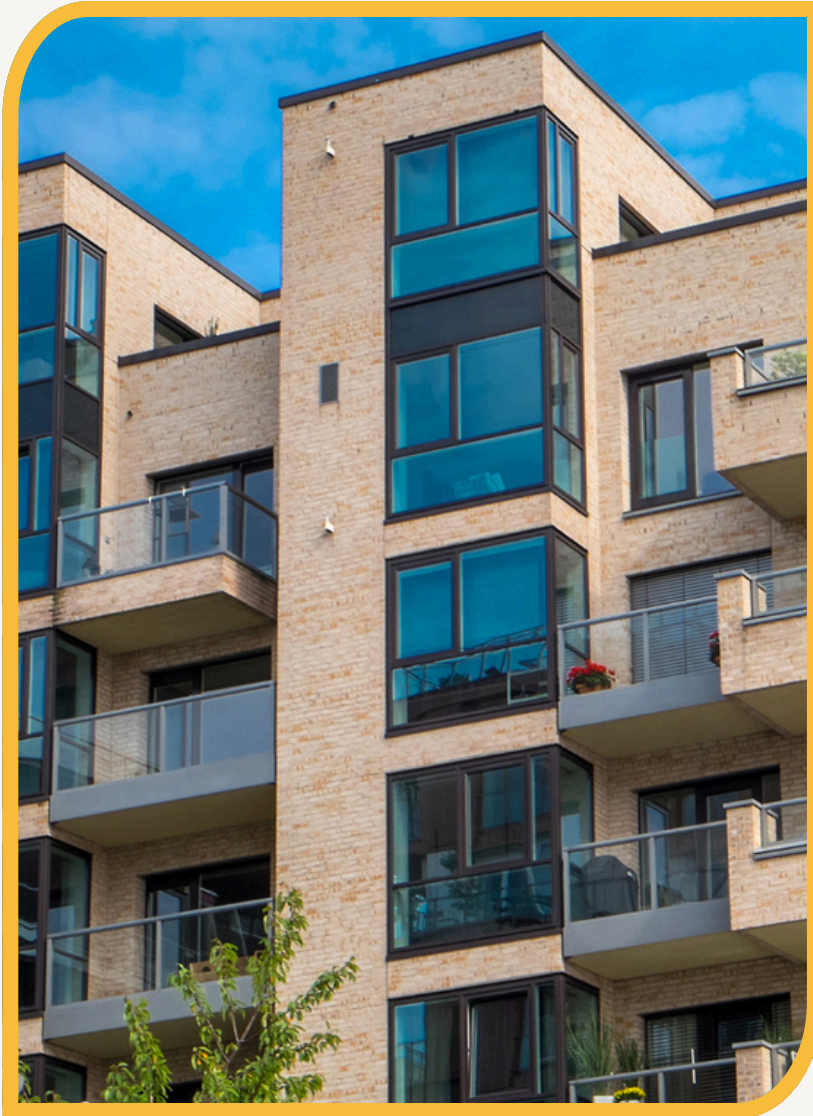


£1,000,000 investment in training that bridges the skills gap and £400,000 to community projects.

Plus £230,000 on insights projects that support better procurement practices.



Next Steps




We've got two options depending on where you are with your project.

Like to know a little more?

Get in touch:

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Ready to use this framework

[Contact Us | South East Consortium](#)