

Northfield Grounds Contract 2027-30

Initial review of the service specification, 46-site schedule, pricing workbook and draft conditions.

RECOMMENDATION
Proceed only after clarification

ADVERTISED VALUE	INITIAL TERM	SITES LISTED
£420,000	3 years	46

Executive assessment

The opportunity appears operationally deliverable for a contractor with two established mobile crews, but the pack does not currently support a defensible fixed price. Grass quantities conflict across three documents, shrub-bed frequencies are incomplete, and the TUPE schedule is referenced but not supplied.

The buyer should be asked to issue a reconciled quantity schedule and confirm the pricing treatment of reactive tree work. A bid can continue in parallel, but the current model should retain explicit provisional assumptions.

Priority findings

HIGH	Grass area differs by 18% Appendix B totals 612,400 m ² ; the pricing workbook totals 501,900 m ² . The difference materially changes annual mowing hours.
HIGH	TUPE data missing The conditions state that employee transfer information is available through the portal, but no schedule is present in the downloaded pack.
MEDIUM	Reactive arboriculture has no pricing mechanism Emergency call-outs and make-safe work are required, but the schedule contains neither rates nor a provisional sum.
MEDIUM	Leaf clearance output is open-ended The specification requires sites to remain clear without defining visits, priority zones or disposal arrangements.

Workload range

The conflicting grass schedule produces a range too large to hide inside a general contingency.

LOWER SCHEDULE	HIGHER SCHEDULE	DIFFERENCE
7,850 crew hours/year	9,180 crew hours/year	1,330 crew hours/year

Recommended clarification questions

1. Please confirm the authoritative grass area and reissue a reconciled site schedule.
2. Please provide the anonymised employee liability information referenced in clause 12.
3. How should reactive and emergency tree works be priced and authorised?
4. Does the contractor carry disposal cost for leaves, green waste and fly-tipped material?
5. Which index and review date apply to price adjustment after year one?

Next commercial steps

1	Submit buyer clarifications
2	Normalise quantities and frequencies
3	Agree productivity and route assumptions
4	Apply labour, machinery, overhead and margin
5	Finalise price, assumptions and risk register

What a live review provides

Scope reconciliation: conflicting documents, missing quantities and unclear responsibilities identified.
Risk and assumptions: commercial issues ranked with specific clarification questions.
Next-step recommendation: proceed, proceed conditionally, or stop before more estimating time is spent.

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