



## Frequently Asked Questions - Management Consultancy Framework (MCF) - RM3745

Here are the answers to the most frequently asked questions about the Management Consultancy Framework (MCF). We hope they will help you get started...

### What is consultancy?

Consultancy is the provision of *objective* advice relating to strategy, structure, management or operations of an organisation, in pursuit of its purposes and objectives. Advice is provided outside the 'business-as-usual' environment when in-house skills are not available. Advice is time-limited and may include the identification of options with recommendations, or assistance with (but not the delivery of) the implementation of solutions.

### What does the framework cover?

The framework covers multiples categories of consultancy and audit:

- Finance
- Audit (internal and external)
- HR
- Health and community
- Education
- Infrastructure
- ICT & digital services

### What about business consultancy?

A separate framework, Management Consultancy Framework 2 (MCF2) RM6008 will be available from September 2018 covering:

- Business consultancy
- Procurement, supply chain and commercial consultancy
- Complex and transformation consultancy
- Strategic consultancy

### Who can use the framework agreement?

Any public or third sector body within the United Kingdom can use this agreement. Please refer to the [OJEU notice](#) for further information.

### **Are there any spend limits on the framework?**

There are no spend limits on this framework. The lower (below £100k) and upper (above £2m) thresholds which applied to the previous ConsultancyONE framework have not been included on this framework.

### **Can I direct award from the framework?**

The recommended default route is further competition however direct awards can be made by following the direct award guidance. The maximum length permitted for a direct award is nine months, although there is no financial limit on a direct award. You may wish to seek your own legal advice or speak with your commercial / procurement team for further advice.

### **How do I direct award?**

You can only direct award if you can determine that:

- your requirements can only be met by one supplier
- the supplier provides the most economically advantageous solution in respect of your requirements (this may be difficult to establish without seeking solutions from other suppliers)
- all of the terms of the proposed contract are laid down in the framework and the call-off terms do not require amendment or any supplementary terms and conditions

If you can determine these three things then you may place an order in accordance with the direct ordering procedure. This is detailed in Framework Schedule 5 (Call-Off Procedure) of Attachment 5a (Framework Agreement).

If any of the above criteria are not met then the further competition process must be used.

Please also note there is no opportunity to reduce the prices under a direct award (unlike further competition). A direct award has to be based on the framework maximum rates.

### **How can I find the rate cards for each lot/supplier on the framework?**

We are not able to send rate cards to customers directly. All rate cards for can be found in our [eSourcing portal](#).

- [Guidance on how to access the rates](#)
- [Register for access to the eSourcing portal](#)

### **Can I do a further competition across multiple lots?**

No, you are not allowed to undertake a further competition across multiple lots. You will need to select the most appropriate lot for your requirement and run a further competition against all the suppliers in that lot.

### **What weightings can I apply to my further competition?**

Quality can range from 60% - 90% and price from 40% - 10%. You may also specify sub-criteria if you wish to.

**What pricing models can I use under the framework?**

You are able to use a number of pricing models, including time and materials, fixed or at risk pricing. The framework only includes maximum day rates. If you wish to use fixed or at risk pricing models you will need to undertake a further competition.

**Can I use an eAuction as part of the further competition process?**

Yes, we have an eAuction team who support you free of charge. For further information on eAuctions please get in touch at [info@crowcommercial.gov.uk](mailto:info@crowcommercial.gov.uk)

**Are the terms and conditions different for the lots?**

No, the terms and conditions are the same for all lots. You also have the flexibility to stipulate certain areas of the agreement, for example, security and insurance. Please refer to the [call-off contract](#) for further guidance.

**What is the maximum duration of a call-off contract?**

The framework agreement does not stipulate a maximum period. The period should be relevant to the services being procured and the framework agreement. You may wish to speak with your commercial / procurement team for further advice.

**Is there a charge for using the framework agreement?**

No, there is no charge for using the agreement.

**What is the length of the framework agreement?**

4 years.

**What is the supplier management charge levy attached to the framework agreement?**

It is 1%.

**What documents do I need to publish on [Contracts Finder](#)?**

In-scope bodies must publish details of all contracts awarded above the relevant threshold on Contracts Finder including those awarded following call-offs from framework agreements. Details can be found in [Procurement Policy Notice 07/16](#)  
Scotland, Wales and Northern Ireland have their own dedicated procurement websites.

[Public Contracts Scotland](#)

[Sell2Wales](#) for opportunities with public sector bodies in Wales

[eSourcing NI](#) and [eTendersNI](#)

For further advice please get in touch via our [online form](#).

Call us on 0345 410 2222 or email [info@crowcommercial.gov.uk](mailto:info@crowcommercial.gov.uk)