



SCOPE DECOMPOSITION AND ENQUIRY · SPECIALIST MECHANICAL SUB-TENDER

Eleven packages to market, one binding constraint

Market Day turns the specification into enquiries. The trade works are decomposed into eleven like-for-like packages so returns compare on identical scope, and the mechanical package is issued as the specialist sub-tender that threads into the Supplier Enquiry Pack, the Tender Return Analysis and the Review.

CLIENT	TRADE WORKS	SPECIALIST TENDER
Cushman Workplace	£1,257,350 · 11 packages	WP-09 Mechanical
STAGE	PREPARED BY	REFERENCE
03 of 5 · Market Day	BuiltAI Intelligence Ltd	NG-2026-0042

Illustrative example: fictional project and parties.

11	£1,257,350	£218,400	5
Packages to enquiry	Trade works to procure	WP-09 mechanical budget	Mechanical firms invited

01

DECOMPOSE

The award, decomposed into biddable packages

Market Day turns the specification into enquiries. The £1,257,350 of trade works is decomposed into eleven packages, each issued to the supply chain as a like-for-like enquiry pack so returns compare on identical scope. Every package carries its measured line count from the Unpriced Bill of Quantities, so a return can be checked against a fixed schedule rather than a supplier's own take-off.

WP	WORK PACKAGE	BUDGET	LINES	ENQUIRY
WP-01	Strip-out and demolition	£86,400	4	Issued
WP-02	Internal partitions and doors	£198,200	8	Issued
WP-03	Glazed partitions	£64,500	5	Issued
WP-04	Suspended ceilings and acoustics	£72,800	5	Issued
WP-05	Joinery, meeting suites and tea points	£148,500	8	Expedited
WP-06	L6 reception joinery, PS	£24,000	3	Held
WP-07	Floor finishes	£94,300	6	Issued
WP-08	Wall finishes and decoration	£42,100	5	Issued
WP-09	Mechanical services	£218,400	9	Issued
WP-10	Electrical, lighting and data	£268,150	12	Issued
WP-11	Workplace AV, PS	£40,000	3	Held
Trade packages		£1,257,350	68	9 live

02

CONSTRAINT

Inside the binding package: WP-05 joinery

Not all eleven packages carry the same programme weight. The meeting-suite joinery is the binding constraint: a 10 to 12 week lead means its order must be placed against the L6 sectional date, ahead of the general enquiry round. The joinery is decomposed to eight priced lines so the supplier prices the fluted-oak feature walls, the integrated AV channels and the tea-point cabinetry as one coordinated scope, not three loose items.

ONE WEEK OF SLIP MOVES A SECTIONAL DATE

WP-05 is the tightest item on the critical path. A week's slip on the joinery order pushes the meeting-suite install on L6 and exposes the £8,500 per working day sectional liquidated damages. It is issued as an expedited enquiry so the order can be placed while the general round is still open.

03

SUB-TENDER

The specialist mechanical enquiry

The mechanical package, WP-09, is the specialist sub-tender that threads through three documents: the Supplier Enquiry Pack that goes out, the Tender Return Analysis that normalises the returns, and the Review that recommends the award. Five mechanical firms were invited against a £218,400 budget and a priced BoQ template, with returns due Friday 12 June. Four returned; one declined at pre-qualification, citing capacity.

FIRM	LOCATION	RETURN
Hartwell Mechanical Services	Warrington, 18 miles	Returned
Meridian M&E Ltd	Manchester, 4 miles	Returned
Chiswick Air Systems	London, 200 miles	Returned
Northgate HVAC Solutions	Leeds, 42 miles	Returned

04

ORDER BY

Order-by dates protect the sectional dates

Every long-lead order-by date is set by working back from the lead time to the sectional date it feeds, not from the general programme. Where a decision is outstanding, the order is held and the exposure logged rather than the date quietly slipping. The meeting-suite mock-up MU-01 is booked for Monday 9 June as the procurement gate for the joinery scope: sign-off there releases the order.

REF	LONG-LEAD ITEM	LEAD	ORDER BY	PROTECTS
LL-01	Meeting-suite joinery, WP-05	10 to 12 weeks	Wed 6 May	L6 sectional
LL-03	Switchgear and sub-mains, WP-10	9 to 10 weeks	Wed 13 May	L5 M&E first-fix
LL-04	Raised access floor, WP-07	6 to 7 weeks	Wed 27 May	Floor finishes
LL-02	Workplace AV, WP-11, provisional	8 to 10 weeks	Wed 20 May	Held, RFI NG-014

Two of the eleven packages are held rather than issued: WP-06, the L6 reception joinery, waits on the tenant design lock, and WP-11, the workplace AV, waits on RFI NG-014. Both are logged with an order-by date and a recorded exposure rather than left open, so a late tenant decision is a visible risk on the register instead of a silent slip on the programme.

ONE ENQUIRY ROUND, TWO RELEASE GATES

The meeting-suite mock-up MU-01, booked for Monday 9 June, is the gate that releases the WP-05 joinery order, and RFI NG-014 is the gate that releases the WP-11 AV order. Nine packages are live in the general round; the two held items move the moment their gate clears, and the order-by dates are set so that clearance still protects the sectional dates.