A BIDREVIEW BID / NO-BID

REGIONAL FACILITIES MANAGEMENT SERVICES

Integrated facilities management for 42 State buildings in three regions: planned preventive and reactive maintenance, a 24/7 helpdesk, cleaning, grounds and minor works, with a 30-day transition from the current contractor.

Prepared for **Brightwater Consulting**
Buyer **Office of Public Works**
Tender reference **OPW-FM-2026-14**
Closes **10 December 2026, 12:00**
Prepared **Thu 5 Nov 2026**

B1DREVIEW

DECIDE.

OUR VERDICT

GO AHEAD — ONLY IF.

01

Out-of-hours cover in all three regions confirmed with named on-call rotas

02

A named mobilisation lead available for the 30-day transition

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Uncertain
likely to win

9.5
person-days to respond

20
days until it closes

B1DREVIEW

AT A GLANCE

20 DAYS TO CLOSE. 9.5 DAYS OF WORK.

20	€2.6m	9.5	Uncertain	0
days until it closes	estimated value	person-days to respond	likely to win	disqualification risks

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01 · HIGH-LEVEL SCOPE

WHAT THE BUYER IS BUYING

10 December 2026, 12:00
closes

26 November 2026
clarifications by

€2.6m over 3 years (estimated)
value

3 years, with a 1-year extension
duration

Integrated facilities management for 42 State buildings in three regions: planned preventive and reactive maintenance, a 24/7 helpdesk, cleaning, grounds and minor works, with a 30-day transition from the current contractor.

02 · BUYER PRIORITIES

WHAT THE BUYER REALLY VALUES

Reliability out of hours (a 4-hour Priority 1 attendance, 24/7) and a transition with no gap in service. The panel will reward evidence: completion rates, attendance times and named people.

> **Their mindset:** Prove you can attend at night in every region and take over 42 buildings in 30 days without a gap.

THE EFFORT TO RESPOND

ON YOUR OWN, AND WITH BIDREVIEW

9.5 person-days on your own · **6** person-days with BidReview

With BidReview: the win strategy, the response plan and a starter draft, then the full assessment and redline in place of a manual review cycle. Gathering evidence, pricing and sign-off take as long either way.

03 · SELECTION CRITERIA

HOW YOU GET THROUGH THE GATE

CRITERION	WHAT'S REQUIRED	EFFORT
Turnover	Minimum €3m average annual turnover over 3 years	LOW

CRITERION	WHAT'S REQUIRED	EFFORT
Comparable contracts	Two FM contracts over €750,000 a year in the last 3 years	MEDIUM
Insurance	Employer's liability €13m; public liability €6.5m	LOW

04 · AWARD CRITERIA

HOW IT'S SCORED

CRITERION	WHAT'S ASSESSED	WEIGHTING	PAGE LIMIT
Service delivery methodology		**30%**	—
Mobilisation and transition		**15%**	—
Staffing and supervision		**15%**	—
Health, safety and sustainability		**10%**	—
Price		**30%**	—

70% quality / 30% price. Marks are won on specifics — attendance times, completion rates, ratios and named people — and lost on general claims.

05 · REQUIRED RETURN DOCUMENTATION

WHAT YOU MUST SUBMIT

DOCUMENT	FORMAT	INSTRUCTIONS	IF MISSING
Tender response (Sections A–D)	PDF	Within page limits	DISQUALIFYING
Form of Tender, signed	PDF	Authorised signatory	DISQUALIFYING
Pricing schedule	Excel (unaltered)	—	DISQUALIFYING

How to submit: Through eTenders by 12:00 on the closing date.

06 · THE MARKET

WHO YOU'RE UP AGAINST

No incumbent found in the award record.

WHO WINS THIS KIND OF WORK

0
contracts you've won on the public record

0
won with this buyer

0
of your competitors active here

07 · SUPPLIER FIT AND COMPETITIVENESS

CAN YOU WIN IT?

Strong fit: Brightwater runs comparable regional estates with a 24/7 helpdesk and holds ISO 45001 and 14001. The incumbent, Clearline Facilities, knows the buildings; a credible 30-day transition and evidenced out-of-hours cover are how to beat it.

GO AHEAD ONLY IF...

Likely to win: Uncertain. Winnable with evidenced out-of-hours cover and a named transition plan.

GO AHEAD ONLY IF

- Out-of-hours cover in all three regions confirmed with named on-call rotas
- A named mobilisation lead available for the 30-day transition

WHY

- Scope matches Brightwater's core regional FM work
- Strong evidence: 98.6% PPM completion on a comparable estate
- The incumbent knows the buildings — transition must be specific
- Price position competitive on hard services

08 · BID WITH A PARTNER

WHO COULD COVER WHAT YOU CAN'T EVIDENCE ALONE

This bid looks short where a partner could help: a consortium member or subcontractor can bring the turnover, references or experience the bidder cannot evidence alone.

WHO WINS THIS KIND OF WORK

COMPANY	SIMILAR WINS	FROM THIS BUYER	TYPICAL VALUE	LATEST
Meridian Property Services *(a competitor)*	6	3	€485,000	2026-09-07
Northpoint Building Care *(a competitor)*	4	2	€365,000	2026-04-06
Clearline Facilities *(a competitor)*	3	2	€1,200,000	2025-02-09
Harbourline FM	1	0	€320,000	2023-12-29

From the awards BidReview holds: CPV group 799 in Ireland, the last 36 months. Winners of this work may be bidding for it themselves; check the tender's rules on consortia and subcontracting before approaching anyone.

TERMS USED IN THIS REPORT

Weighting
The share of the total marks a criterion carries, as the tender states it. A criterion weighted 30% moves your total three times as much as one weighted 10%.

Redline and clean copy
The redline is your response with the changes you accepted shown as Word tracked changes and comments; the clean copy has them applied. You edit both before submitting.

Bid / no-bid verdict
The Bid / No-bid Review's recommendation on whether to bid, from the tender's requirements, your company's evidence and who usually wins this kind of work.

Effort to respond
An estimate of the work to prepare the response, in person-days, from the number and size of the questions and returns, and how much of it BidReview's drafting and checks save.

CPV code
Common Procurement Vocabulary: the EU's numbered codes for what is being bought, for example 79952000 Event services. Buyers tag tenders with them; BidReview uses them to match tenders, awards and competitors.

Clarification
A question to the buyer while the tender is open, usually by a set date through the portal. Answers are normally shared with every bidder and become part of the tender.

Partner
A company you bid with, or subcontract to, to bring turnover, references or experience you can't evidence alone. Listed on the Company page; suggested on a bid where one could help. Check the tender's rules on bidding with partners and subcontracting first.

Starter draft
A first draft of your whole response, written by BidReview from the tender and your evidence library — every scored question answered in the buyer's order, with directions as comments where your team must add facts, figures or names. You complete it, then audit it.

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