

# Gentoo Group

## **Background**

The European commission recommends in the consolidated procurement directive that authorities provide their purchasing and procurement information via a buyer profile and this facility has been incorporated in this procurement portal. The buyer profile provides information on contact details, future, current and past contracts. By publishing this information the Gentoo Group offers suppliers the opportunity to view current contracts and identify any future contracts that they may wish to tender for.

## **Overview**

The Gentoo Group procurement portal has been created to facilitate the use of electronic means in the tendering process by both Gentoo Group buyers and suppliers, thus saving on time and paper. It offers suppliers the ability to view Gentoo Group contract announcements in real time. Gentoo Group uses BIP solutions e-notice service project, for placing EU and non-EU public notices, and facilitates the publication of these notices immediately on this procurement portal giving suppliers instant access to the contract opportunities. [www.delta-ets.com](http://www.delta-ets.com)

# Gentoo Group

## Buyer profile

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Current Tenders/Current Procurements  
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### Introduction

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### Background Information

- 1.1 Gentoo is a people and property business that exists solely to generate and deliver enduring opportunities and solutions. With a vision that encompasses more than property alone, Gentoo aim to have a tangible, positive effect on the way people and communities live, develop and improve.

Gentoo's firm foundations were laid in Sunderland in 2001, when the City's tenants voted overwhelmingly to transfer 36,000 homes to Gentoo (then Sunderland Housing Group). In their first 8 years, Gentoo have shown commitment, with over £440 million invested back into people and property.

During this period, Gentoo have had a number of success stories, including achieving the Decent Homes standard for their housing stock five years ahead of schedule, increasing the value of their stock to almost £1 billion and commencement of an ambitious programme of housing renewal – using Housing Association Grant levels that are among the lowest in the UK.

Gentoo currently employ almost 1,700 staff in total. They have created 280 jobs since transfer and have also taken on over 120 apprentices via their annual apprentice recruitment drive that attracts over a thousand hopefuls every year. Over 2,000 additional jobs have also been sustained in the local supply chain more than doubling the effect of the Group's investment.

With a turnover in 2008/09 of £143 million and a projected turnover of over £177 million for 2009/10, Gentoo are working in 12 different local authorities across the region including Wansbeck and North Tyneside and completing work for other Housing Association's such as Cheviot, Home, Erimus and Housing Hartlepool.

Gentoo's guiding principles are:

- A growing business
- A Commercial Operation
- Externally facing
- Focus on customers

- Ethical and socially responsible
- Flexible and responsive

Gentoo now want to build on their successes to date and go on to achieve even more – by investing in people and property today, Gentoo aim to make a positive mark for future generations.

Outlined below are the operating activities and estimated turnover of each of the Group's companies in more detail.

## 1.2 **Gentoo Group Structure**

### 1.3 **Gentoo Group Ltd**

This is the Group's parent company and is responsible for providing head office services to the subsidiary companies. These services include CEO office, Finance, ICT, Human Resources, Legal Services, Internal Audit, Governance, Procurement and Research and Policy. All funding is arranged and managed by the parent company through a single bank account.

This company will also purchase land and property on behalf of Gentoo Ventures and Gentoo Homes and hold property developed for long-term investment purposes.

### 1.4 **Gentoo Homes**

This is the Group's house building arm and acts as the developer for the Group's own new build programme. This will deliver over 3,000 homes over the next 7-8 years, some of which will be retained for affordable housing and some sold to the public.

This company will be looking to acquire and **develop** new sites for outright sale and has already had some success in competing with recognised house builders.

The turnover of this company was £35m in 2008/09.

### 1.5 **Gentoo Ventures**

This subsidiary focuses on commercial and specialist residential developments. To date this company has been the managing agent for the regeneration of the Sunnyside area of Sunderland, winning awards for property conversion schemes such as the Post Office. The company also managed the River Quarter Development in Sunderland which comprises both residential and commercial space. The turnover of this company is predominantly project management fees and was £959k in 2008/09.

#### 1.6 **Gentoo Sunderland**

This is the housing association for Sunderland, managing and maintaining approximately 30,000 properties for affordable rent. Its turnover was approximately £110m in 2008/09 and it is responsible for the modernisation of all homes transferred from the City Council in 2001. The majority of the Group's staff are employed by this subsidiary.

#### 1.7 **Gentoo Construction**

As the name suggests, this is the construction arm of the Group. This in-house team has undertaken (and project managed) over £350m of modernisation work since transfer in 2001 and is also building new homes under the Gentoo Homes banner. Much of this subsidiary's work will come from contracts awarded by Gentoo Homes and Gentoo Ventures however this subsidiary will also bid for modernisation contracts with other RSLs across the region.

The turnover of this company was £107m in 2008/09.

#### 1.8 **Gentoo Living**

Gentoo Living is the social investment, independence and enterprise division. They aim to generate the solutions to the challenges people and places face in order to bring about true sustainable communities. Gentoo Living deliver a wide range of responsive programmes, ensuring that every penny spent has wider social and economic benefits.

#### 1.9 **Gentoo Green**

Gentoo Green is the newly created arm of Gentoo Group that delivers environmental sustainability across Gentoo. It's dedicated to supporting the different operations of the Group in making improvements in their environmental performance with the aspirational goal of 'Giving the planet a little something back'.

Gentoo Green intend to improve environmental performance across the whole business through the efficient use of resources, leading to reductions in CO2, consumption, planet resources and costs. Gentoo aims to be at the forefront of the environmental agenda, adopt good practice, develop meaningful partnerships, pilot new and innovative practices and use the Groups strengths to positively influence policymakers. These will allow Gentoo to establish a higher profile and offer services and expertise to other agencies.

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### **VISION, MISSION AND VALUES**

- **VISION:** To improve the art of living beyond our imagination
- **MISSION:** We generate wealth by improving the lives of our Customers and re-invest it through passionate people  
To create a climate for personal and collective opportunity
- **VALUES**
  - Believe nothing is impossible
  - Re-imagine the future
  - We cultivate a learning curiosity
  - Live authentic relationships
  - Give us all you've got

### **Strategy**

Procurement encompasses more than simply the activity of purchasing it is defined as the whole process of the acquisition of goods and services from the identification of a business need through to consumption to the asset or successful completion of the service. The procurement section seeks to obtain best value and provide a procurement service of excellent quality and value to assist the group in achieving its vision, mission and value, whilst also achieving legislative compliance.

## Gentoo Group

### Buyer profile cont'd

#### Organisation Details

Organisation Name :	Gentoo Group
Address	2 Emperor Way
City:	SUNDERLAND
Post code:	SR3 3XR
Country:	UNITED KINGDOM
URL:	<a href="http://www.gentoo-group.com">www.gentoo-group.com</a>

#### Contact(s) Details

Title: Alan Ballantine	Group Procurement Manager
Phone:	0191 525 5000
Fax:	0191 525 5923
Email:	<a href="mailto:alan.ballantine@gentoo-group.com">alan.ballantine@gentoo-group.com</a>
Title: Colin Watson	Principal Procurement Officer
Phone:	0191 525 5000
Fax:	0191 525 5923
Email:	<a href="mailto:colin.watson@gentoo-group.com">colin.watson@gentoo-group.com</a>

## **Gentoo Group**

### **Purchasing Plan/Procurement Plan**

Gentoo Group follows the UK Government and European Commission policy on public procurement which is to comply with the various legal requirements in force and to acquire goods, services and works by competition whenever possible. The prime objective is to obtain best value for money. This means buying the items that best match our needs, having regard to a number of Factors which may include quality (fitness for purpose), service, delivery against price and whole life costs including maintenance, running and disposal costs.

An authorised officer may enter into an agreement for the purchase of goods, materials, works or services up to a value of £10,000 having due regard to the need to obtain value for money.

In the case of a contract which exceeds £10,000 in value but up to £156,442 in value, the authorised officer shall first obtain and consider, unless impractical, at least three written quotations from suitable contractors, consultants or suppliers.

Should a contract exceed limits set by the EU, the group must follow the EU public procurement directives and report and gain approval from its Group board.

## **Gentoo Group**

### **Master Document - Tenders /Arrangements**

#### **Future Tenders/planned Procurements**

#### **Date**

Travel	Sept 2010
General Building Materials	TBC
Kitchen Units	TBC
Timber Fencing	TBC
Electrical Cable And Accessories	TBC
Fluorescent Tubes And Accessories	TBC
Vinyl Flooring	TBC
Bathroom Suites	TBC
Ceramic Tiles	TBC
Trussed Rafters – Timber	TBC
I Beams Silent Floor Systems	TBC
Block Walling	TBC
PVCU Rainwater, Soil, Heating Systems	TBC
Replacement Telecommunications Systems	TBC
Electrical Wiring Accessories	TBC
Solar Panels	TBC
Advertising Services ( Public Notices )	TBC
Removal / Storage of Goods	Aug 2010
On Hire of Plant and Tools	Oct 2010

## Gentoo Group

### Existing Tenders / Existing Procurements

	<u>Start Date</u>	<u>Duration</u>	<u>Review Date</u>	<u>Option to Extend</u>	<u>Renewal Date</u>
Removals and Storage	Oct 05	24 Months	Oct 07	3 x 12 month periods	Oct 2010
Pvcu Fascias/Barges and Soffits	Oct 05	2 Year	Oct 07	3 x 1 Year Period	Oct 2010
Hot Water Storage Cylinders	June 09	2 Year	June 2011	1 Year	June 2012
Gas Fired Sealed System Boilers	April 09	2 Year	April 2011	1 Year	April 2012
Extractor Fans	July 05	2 Year	July 07	3 x 12 month periods	July 2010
Plant And Tool And Vehicle Hire	Nov 07	2 Year	Nov 09	1 Year	Nov 2010
Vehicle Contract Fleet Hire (With Maintenance)	June 08	3 Year	June 2011	2 x 1 Year	June 2014
Disposal of Commercial & Industrial Waste Streams	April 09	2 Year	April 2011	2 x 1 Year	April 2013
Confidential Shredding Service		Included in the Above			
Advertising, Design & Marketing Services	Feb 09	1 Year	Feb 2010	2 x 1 Year	Feb 2012
Radiators	Feb 10	2 Year	Feb 2012	1 Year	Feb 2013
Gas Combination Condensing Boilers	Oct 09	2 Year	Oct 2011	1 Year	Oct 2012
Glass	March 09	3 Year			Feb 2012
Paint	Oct 08	1 Year	Sept 09	4 Year	Sept 2013
Photocopiers	July 08	4 Year	N/A		June 2012
Stationery	Dec 08	3 years	Dec 2011	12 months	Dec 2012
Utilities – Gas	April 10	1 Year	N/A		April 2011
Utilities – Electric (metered)	March 09	3 Year	N/A		March 2012
Internal Audit Services	April 09	3 Year	N/A		April 2012
Security Services – Cash in Transit	April 09	3 Year	N/A		April 2011

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### Existing Tenders / Existing Procurements

	<u>Start Date</u>	<u>Duration</u>	<u>Review Date</u>	<u>Option to Extend</u>	<u>Renewal Date</u>
Bottled Water	April 08	3 Year	N/A		April 2011
Window Cleaning	April 10	12 months	N/A		April 2011
Grounds Maintenance Horticultural Machinery	Feb 07	<b>Outright purchase</b>	N/A		N/A
PVCU Windows	Sept 07	3 Year	N/A		Sept 2010
Ironmongery 2	Feb 08	1 Year	Feb 09	2 x 1 Year Period	Feb 2011
Internal Doors 2	Feb 08	1 Year	Feb 09	2 x 1 Year Period	Feb 2011
Taps	Jan 08	1 Year	Jan 09	2 x 1 Year Period	Jan 2011
Housing and Market Research Services	Jan 08	3 Year	N/A		Jan 2011
Provision of Print Services	April 08	2 Year	April 2010	1 Year	April 2011
Plumbing Materials	June 09	2 Year	June 2010	1 Year	June 2011
Emperor / Akeler Office Cleaning Services	April 10	12 months	N/A		April 2011
Steel Lintels	May 05	2 Year	May 07	3 x 1 Year Period	May 2011
Gas Spares	Jan 09	2 Year	Jan 2011	1 Year	Jan 2012
Ironmongery	Jan 08	1 Year	Jan 09	2 x 1 Year Period	Jan 2011
Cleaning of Private Apartments	July 09	12 months	N/A		July 2010
External Composite Doors	June 07	3 Year	June 2010	2 x 1 Year	June 2012
External Auditors and Corporation Tax Advisors	July 07	3 Year	July 2010	2 x 1 Year Period	July 2012
Vehicle Trackers	Nov 08	3 Year	N/A		Nov 2011
Vehicle Racking	July 08	3 Year	N/A		July 2011
Control of Legionella	April 10	2 Year	N/A		April 2012
Office Furniture	Dec 08	3 Years	Dec 2011	12 Months	Dec 2012
Electric Fires and Surrounds	Aug 09	2 Years	Aug 2011	12 Months	Aug 2012

	<u>Start Date</u>	<u>Duration</u>	<u>Review Date</u>	<u>Option to Extend</u>	<u>Renewal date</u>
Lift Maintenance	Aug 10	5 Years	N/A		TBC
Customer Relationship Management ( CRM )	Oct 09	5 Years	N/A		Oct 2014
Purchase to Pay Solution	Oct 10	N/A	N/A		TBC
Workwear, uniforms & footwear	Sept 10	2 Years	N/A		TBC
Sanitary ware	Oct 10	3 Years	N/A		Sept 2013
Forecourt Fuels	Oct 09	2 Years	Oct 2011	12 Months	Oct 2012
Flat Roofing	July 10	5 Years	N/A		TBC
Mobile Phone Tariffs	July 09	2 Years	N/A		July 2011
Service of Air Conditioning / Fan Coil Units	Nov 09	17 Mths	N/A		Mar 2011
Insurance Premiums	April 07	3 Years	N/A		April 2011
Ground Works	Feb 10	1 Year	N/A		Mar 2011
Landline Tariff	Jan 10	2Years	N/A		Jan 2012
Lease Cars	May 10	2 Years	April 2012	1 Year	May 2013
Agency Recruitment of Construction Trades ( Temp )	Oct 10	3 Years	Sept 2013	2 Years	Sept 2015
Plaster/Boards/Cements And Aggregates	Jan 10	6 months	July 2010		Aug 2010
Legal Services	Feb 10	5 Years			Feb 2015
Tractors	May 10	<b>Outright purchase</b>			
Gardening, Decorating and Handyman Service	April 10	1 Year			April 2011
Benefit Entitlement & Debt Advice Service	May 10	2 Years			May 2012