conference on
COMPETITION CULTURE
IN EUROPE

ACCESS:
WHO CAN PARTICIPATE
(shift ing the paradigm)

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the Fulcrum.eu
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RIBA Presidents’ Medal for Research
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WHO CURRENTLY WINS PUBLIC ARCHITECTURAL COMPETITIONS, HOW AND WHY?

(and who doesn’t)

policy research + evidencing
UK COMPETITION CALLS FOR ARCHITECTURAL DESIGN, ARCHITECTURE AND ARCHITECTURE + IN SERVICES

OF ALL AWARDS (6,701 awards to 2,267 firms):
0.44% of firms (10) won 10.64%
(av. 71.3 awards each, Atkins 128, Capita 78)
4.9% of firms won 41%

95.06% of firms, winning between 1-10 awards, won 59%

65.9% (1,496) firms won only 1 award, or 22.3%

NB. this compounds when correlated to values
WHERE IS THE UK MARKET FOR PUBLIC ARCHITECTURAL COMPETITIONS?

across all public notices:

13% - ARCHITECTURAL SERVICES
as prime service contractors

39% - ARCHITECTURE +,
as part of a multi-disciplinary team

48% - HIDDEN ARCHITECTURE,
where another is requested to provide architectural design generally as part of a works contract, with architects as sub-contractors.

THE TREND - AN UNARRESTED + DIMINISHING MARKET SHARE FOR ARCHITECTS AS PRIME CONTRACTORS.

OPPORTUNITIES ADVERTISED
in contract notices

% of architectural opportunities advertised in notices, by description (Q1-2011 to Q4-2013)

ref: Project Compass Public Construction procurement trends 2009-2014, Q1 2011 - Q4 2013
ACCESS IN THE UK: **WHY**

**TYPES OF PROCEDURES FOR UK PUBLIC ARCHITECTURAL COMPETITIONS**

*all public notices calling for ‘architectural design’:

2017

**TOTAL CONTRACT NOTICES = 2,117**

**RESTRICTED = 1,065**

**NEGOTIATED = 102**

‘OJEU’ DESIGN CONTESTS = 0

*ref: Project Compass: SESAME*
OJEU typical criteria have meant:
85% of UK
90% of EU
architectural practices have been too small to be able to tender

UK is the 4th lowest of EU (27)

ACCESS IS POOR + VERY LIMITED
but discrimination is contrary to the EU Directives + European Treaty principles
6 TYPES OF COMPETITION
DIRECTIVE 2014/24/EU (abstract of ‘Contents’)

CHAPTER I: Procedures

- Article 27: Open procedure
- Article 28: Restricted procedure
- Article 29: Competitive procedure with negotiation
- Article 30: Competitive dialogue
- Article 31: Innovation Partnership
- Article 32: Use of the negotiated procedure without prior publication

TITLE III: PARTICULAR PROCUREMENT REGIMES

CHAPTER II: Rules governing design contests

- Article 78: Scope
- Article 79: Notices
- Article 80: Rules on the organisation of design contests and the selection of participants
- Article 81: Composition of the jury
- Article 82: Decisions of the jury
FOR IMPROVING ACCESS + INCREASING PARTICIPATION

Old new slavery. Isaac Cordal
ACCESS + PARTICIPATION - WHAT WE DO

DELIVERING:
- TRANSPARENCY
- KNOWLEDGE
- RESEARCH
- GUIDANCE
- CAMPAIGNING
- LOBBYING
- INNOVATION

FULCRUM - CONTRACT NOTICES
SESAME - DATA + ANALYSIS
COMPASS - GUIDANCE + KNOWLEDGE
RSS feeds, twitter notices + much more

+ SUPPORTED BY INDUSTRY
+ WITH PROTOCOLS ALIGNED (AL_NL)
WEBSITE:
62,630 PAGE VIEWS, 22,760 SESSIONS + 17,200 USERS
(2.5 yrs to May 2016)

RESEARCH PUBLICATION, GUIDANCE, DISSEMINATION + LOBBYING
a suite of recent outputs... at
www.projectcompass.co.uk/
COMPETITION REPRESENTATION
Strategic guidance on over 28 construction procurements

PUBLIC ENGAGEMENT + CAMPAIGNING
eg. the procurement research on the recently terminated THAMES GARDEN BRIDGE, evidencing illegality + malpractice. Currently precipitating governance + competition reform in London.
INNOVATIVE + COLLABORATIVE UK COMPETITIONS
eg. WITH ARCHITECTUUR LOKAAL an International competitive procedures for young practitioners, with expert mentors + students. Portsmouth Elephant Cage
ACCESS + PARTICIPATION

TheFulcrum.eu

Project Compass

ARCHITECTUUR LOKAAL

digital europe for better design

from the network for better architectural competitions

a not for profit
**FULCRUM NETWORK EU:**
**COLLABORATING FOR ACCESS + PARTICIPATION**

Welcome to Project Compass

ProjectCompass CIC, a new free easy access e-procurement service for architects and clients, providing current UK construction-related OJEU tender notices, data, research, resources and guidance.

<table>
<thead>
<tr>
<th>Project</th>
<th>Category</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Devon County Council</td>
<td>2017</td>
<td>Works: 4 September 2017, Deadline: 3 Nov 2017</td>
</tr>
</tbody>
</table>

www.projectcompass.co.uk

**www.ontwerpwedstrijden.nl**

The Fulcrum.eu

- link to OJEU Notices + client history etc
- link to private competitions (AL)
- filters - competition types, criteria, location

www.thefulcrum.eu

**THE FULCRUM – A PUBLIC PROCUREMENT SERVICE FOR ARCHITECTS AND CLIENTS**

The Fulcrum.eu is a European portal that unlocks all contracts and commissions in Europe. Initially, The Fulcrum will only unlock contract notices in the Netherlands and the UK. Several countries have already shown interest in joining this initiative. Thus, we work bottom-up to achieve a transparent public procurement and competition culture in Europe. Many of these countries want to join this initiative and work bottom-up. In some countries, several companies are interested in unlocking their contracts. In the UK, new contracts are very hard to find and therefore it is interesting to unlock contracts. The Fulcrum.eu supports this aim. Now architects can find all relevant architectural contracts in Europe in a transparent way, and make transnational comparisons.

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**STEUNPUNT**

Architectuur Lokaal and Project Compass made different studies to investigate the possibilities of opening up the market for architecture for architects and clients. People take it for granted that the website of the Steunpunt system collects all new tender procedures and design commissions in Europe. The Steunpunt system is now being rolled out across Europe. Architectuur Lokaal and Project Compass are establishing a non-profit company (CIC, Community Interest Company), with the sole aim of unlocking, promoting the transparency of the market for architecture and to stimulate the professionalization of the architecture market and the professional relationship between architects and clients. People take it for granted that the website of the Steunpunt system collects all new tender procedures and design commissions in Europe. The Steunpunt system is now being rolled out across Europe. Architectuur Lokaal and Project Compass are establishing a non-profit company (CIC, Community Interest Company), with the sole aim of unlocking, promoting the transparency of the market for architecture and to stimulate the professionalization of the architecture market and the professional relationship between architects and clients.

Throughout the years, the Steunpunt system has been noticed. Early in 2012, a delegation of British architects from the RIBA visited Architectuur Lokaal to learn more about the Steunpunt system. The British company was very enthusiastic and wanted something similar for the UK. The British market for architecture is very fragmented. New contract notices are very hard to find and it is difficult to distinguish between the projects. The meeting marked the start of a fruitful collaboration. British architects, engineers, and designers were lauing enthousiast and wanted something similar for the UK. The British market for architecture is very fragmented. New contract notices are very hard to find and it is difficult to distinguish between the projects.

**PROJECT COMPASS CIC (UK)**

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**TRANSPARENCY WITHOUT BORDERS**

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‘DIGITAL DISRUPTION’ TO RELEASE POTENTIAL?
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THANK YOU