

HOW EARLY VISIBILITY OF PUBLIC SECTOR CONSTRUCTION PROJECTS HELPS DESIGNERS SECURE DESIGN & BUILD PARTNERSHIPS



1 The Situation

For many architectural and multidisciplinary design practices, public sector work remains a vital yet unpredictable part of the pipeline, especially when contractor-led Design & Build (D&B) is the preferred delivery route.

Even when your work is technically strong and competitively priced, you may still find yourself:

- Losing visibility after early feasibility or concept-stage appointments
- Losing out to incumbent designers with long-standing contractor relationships
- Lacking insight into which contractors will be bidding
- Reacting to short timeframes or unclear scopes with constrained budgets
- Struggling to align your offer with a contractor's bid strategy
- Relying on contractors to be transparent about upcoming opportunities

This often results in disjointed team formations, missed alignment, and limited opportunity to influence outcomes or become a valued delivery partner.

2 Our Approach

We help design-led consultants gain early visibility of upcoming public sector schemes, well before contractors are appointed or tenders are released.

Our tailored intelligence includes:

- Monitoring consultations, funding updates, and pipeline announcements
- Identifying projects in pre-feasibility, concept, or early funding stages
- Sharing projected timelines for design, planning, procurement, and construction
- Flagging schemes likely to adopt D&B, MMC, or joint venture models
- Highlighting likely contractor procurement routes and frameworks
- Updating with key project milestones including client brief development, planning activity, and pre-construction awards

This empowers designers to build early alliances and position themselves as strategic partners from the outset.



3 What Strategic Designers Do

With this early visibility, design firms can move from reactive appointments to becoming the preferred partner in contractor-led bids.

External Positioning:

- Identify and engage with contractors before bid teams are formed
- Offer early input on buildability, compliance, and procurement strategy
- Position themselves as part of the bid solution, not just post-win support
- Influence client thinking around delivery models or procurement approach
- Help shape technical briefs in collaboration with contractors and clients

Internal Strategy:

- Forecast workload and team availability with more precision
- Target specific regions or sectors with aligned contractor relationships
- Avoid time lost on speculative or low-fit opportunities
- Align with the contractors most likely to win, not just those with a slot to fill

4 Outcomes We Have Seen

Design practices using this intelligence have:

- Secured early conversations with contractors preparing for future D&B tenders
- Become the go-to design partner in competitive, well-resourced bids
- Shaped scheme strategies from MMC adoption to ESG targets before designs were locked in
- Built long-term relationships with both clients and contractor partners
- Focused business development on the right partners, at the right time

- Uncovered untapped regional or sector opportunities their bid team had not previously accessed
- Used contractor-led schemes as a platform to grow portfolios in priority sectors
- Developed pipeline plans when expanding into new geographic markets
- Engaged with clients to explore more traditional procurement routes where appropriate

5 Could This Work for You?

If you want to be at the table before the design brief is finalised and win more work through contractor partnerships, early-stage project intelligence can give you a significant strategic edge.

It helps you:

- Build stronger, earlier relationships with both contractors and clients
- Influence project direction before critical decisions are made
- Create a healthier, more predictable pipeline of opportunities that match your capability and growth targets

We would be happy to show you the upcoming public sector schemes taking shape in your target regions.

Bonus Insight: Not Just D&B

While Design & Build remains a core focus, PSC Pipeline also uncovers early-stage schemes without full professional teams in place, presenting opportunities to pursue direct client appointments.

However, early visibility of design appointments can be limited, especially when clients use frameworks or make appointments below contract thresholds. We anticipate the Procurement Act 2023 will improve transparency with clearer Contract Award Notices, but until then, our intelligence continues to help clients stay ahead of the information gap.