

Mayor's Accelerated Housing Programme (MAHP) Market Engagement Event 4 August 2026



Welcome to the MAHP Marketing Engagement Event



David Joyce
Corporate Director
Housing
Regeneration



The best of London
in one borough



Welcome to the MAHP Marketing Engagement Event



**Saied Ahmed
Councillor
Lead Member
Housing**



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Overview of the Mayor's Accelerated Housing Programme



- Geoff Pearce
- Director of Accelerated & Priority Projects



The Mayor's Accelerated Housing Programme



- 42 sites in council ownership
- Circa 3,400 homes
- Sites ranging from 2 – 710 homes
- 51% affordable housing across the portfolio
- 33 sites to be procured in batches with detailed planning consent
- 9 strategic sites where partners will be sought to bring forward proposals in partnership
- Estimated £2bn GDV, £1.76bn construction



A First Class Team



Architecture



**Pollard
Thomas
Edwards**

Levitt Bernstein
People.Design

Matthew
Lloyd
Architects



Planning



Engineering



ASHTON | FIRE



Commercial



Surveys

Lathams



BURO HAPPOLD

Thomson
environmental
consultants



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Batch One

- 9 sites
- 350 homes
 - 250 social rented
 - 100 market
- Estimated construction costs of circa £175m



Outline Procurement Approach



- Hybrid construction contract and development agreement
- The council will fully fund the construction of the affordable homes
- In the main will be through a single stage D&B route
- Market homes are across 4 sites, options will be set out including risk sharing and deferred land receipts
- Proposals including PRS options are welcomed



MAHP Site Presentations



- Bethnal Green PDC (MLA)
- Tomlinson Close (Stockwool)
- Strout's Place (LB)
- 33-37 The Oval (LB)
- Back Church Lane (LB)
- Tent Street (PTE)
- Gill Street (PRP)
- Southern Grove (HTA)
- Chisenhale (HTA)



Bethnal Green PDC

Site Location and Context

- 229 Bethnal Green Road, E2 6AB
- 0.38ha to the north of Bethnal Green Road
- PTAL rating of 3-5.
- Urban location with prevailing heights of 2-4 stories.
- Five existing buildings:
 - Victorian ex-school
 - Weightlifting club
 - Temporary accommodation
 - Ancillary structures



Bethnal Green PDC

Scheme Overview

- Retrofit and extension of 3-storey Victorian ex-school building for market housing
- 5-storey new building for social rent
- 1050m² Idea Store
- Public realm and shared amenity gardens
- ASHPs and PV panels on roof of new build

Proposed Tenure Mix

- 44 homes total
- 24 new build social rent
- 20 retrofit private sale



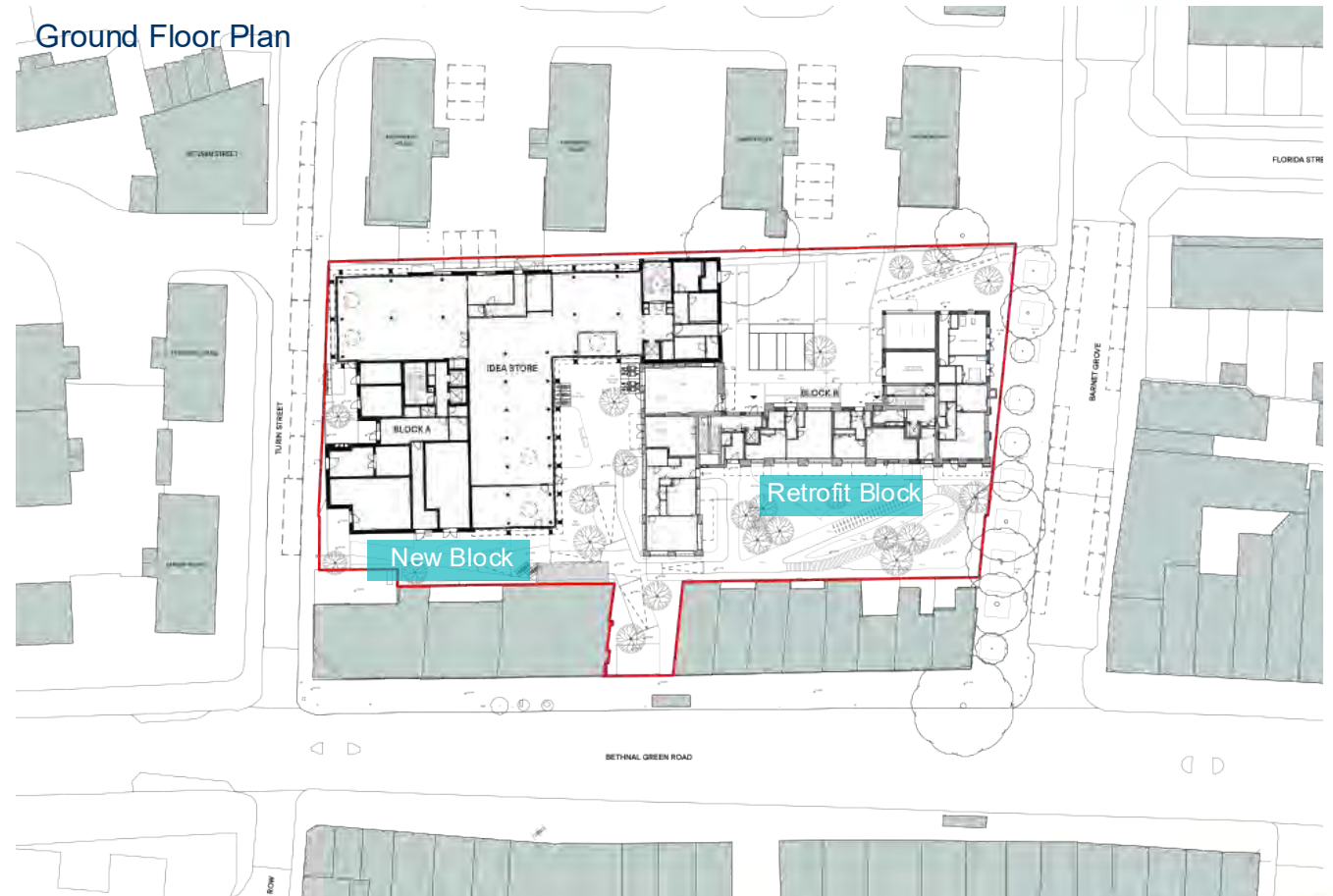
Bethnal Green PDC

Key Design Principles

- Courtyard arrangement with dual aspect or better homes.
- Existing: Deep retrofit, repair and extension
- New build: Single core, concrete frame, green roofs
- Façade materiality: Brickwork and stonework.

Access and Servicing

- 2 blue badge spaces on site.
- Pedestrian only access from Bethnal Green Road
- Servicing via Avebury Estate and Turin Street



Bethnal Green PDC

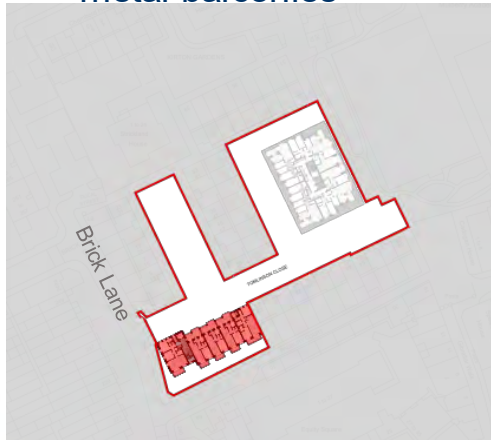
Delivery Considerations

- Extensive works to existing building including structural alterations, thermal upgrades and masonry repairs
- Demolition and construction in close proximity to adjacent residential uses
- Trees outside of boundary to be retained and protected
- Limited space on site for welfare and deliveries
- No construction access directly off Bethnal Green Road



Tomlinson Close – Site 1

- Site located east of Brick Lane, to the south of Tomlinson Close
- Currently a poor-quality two-storey housing block (studio flats)
- Five storey proposal
- 22 dwellings, all for private sale
- Mix of 1B2P, 2B3P & 2B4P homes
- Deck access arrangement to the north facing Tomlinson Close
- Primary residential aspect facing south to Padbury Close
- 100% dual or triple aspect
- Top floor homes enjoy large roof terraces
- Facing brickwork with contrasting brick banding and powder-coated metal balconies



Ground floor plan



Second floor plan (typical)



Tomlinson Close – Site 1



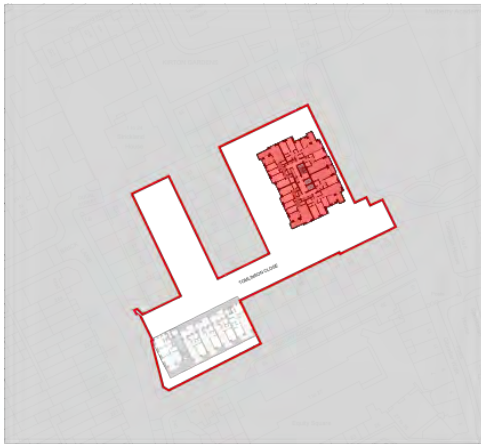
Looking south-east from Brick Lane - Tomlinson Close Looking north-east from Brick Lane - Padbury Court



Tomlinson Close – Building 2



- Site located east of Brick Lane to the north of Tomlinson Close
- Currently a poor-quality, sunken ball-court & associated areas
- Six storey proposal
- 33 dwellings all to be delivered as affordable housing
- Mix of 1B2P (reprovision) 3B5P & 4B6P homes
- Central core with larger units located at corners to improve outlook
- 70% dual aspect
- Includes reconfigured community allotments & play-areas
- Facing brickwork with contrasting brick banding and powder-coated metal balconies



TOMLINSON CLOSE

Ground floor plan



TOMLINSON CLOSE

Second floor plan (typical)



Tomlinson Close – Building 2



Looking north-east from Tomlinson Close



Looking north-west from Tomlinson Close



Strout's Place

Site Location and Context

- *Land at Strout's Place, London E2 7QS*
- *1,690m²*
- *Opposite Fairchild's Garden*
- Located within Hackney Road Conservation Area and Tier 2 Archaeological Priority Area
- Close proximity to neighbouring properties



Existing Street View



Site Context



Existing Rear View



Strout's Place

Scheme Overview

- Demolition of the existing garage building.
- 2/3 storeys
- Upgrades will widen pavements, protect trees, and add playable rain gardens.
- Each home will feature heat pumps, mechanical ventilation, and solar panels.

Uses

- 5 homes – 100% social rent



Aerial View of Street Façade and Gardens



Strout's Place

Key Design Principles

- Internal load bearing blockwork, 7.3N/mm² 100mm. 150mm deep precast concrete hollow core slabs.
- Light coloured grey buff
- Concrete coping on walls, terrace upstand and roof upstand.
- Green glazed brick at front entrances

Access and Servicing

- *12 bays (inc. 1 accessible bay) in existing car park.*



Strout's Place

Delivery Considerations

- *Existing Trees along Hackney Road will need to be protected during construction.*
- Localised piled foundation solution (A rotary bored piling approach is anticipated, as this provides greater control during installation in proximity to trees).
- *Car park spaces will need to be temporarily relocated.*
- *Temporary bus stop relocation & footpath closure for safe demolition.*



View from Hackney Road

The Oval

Site Location and Context

- 33-37 The Oval, London E2 9DT
- 600m²
- Gasholder construction site to the West – Regent's View Development
- The site features an unfinished building, noise challenges, and a planned public route.



Existing Street View



Site Context



Existing Street View



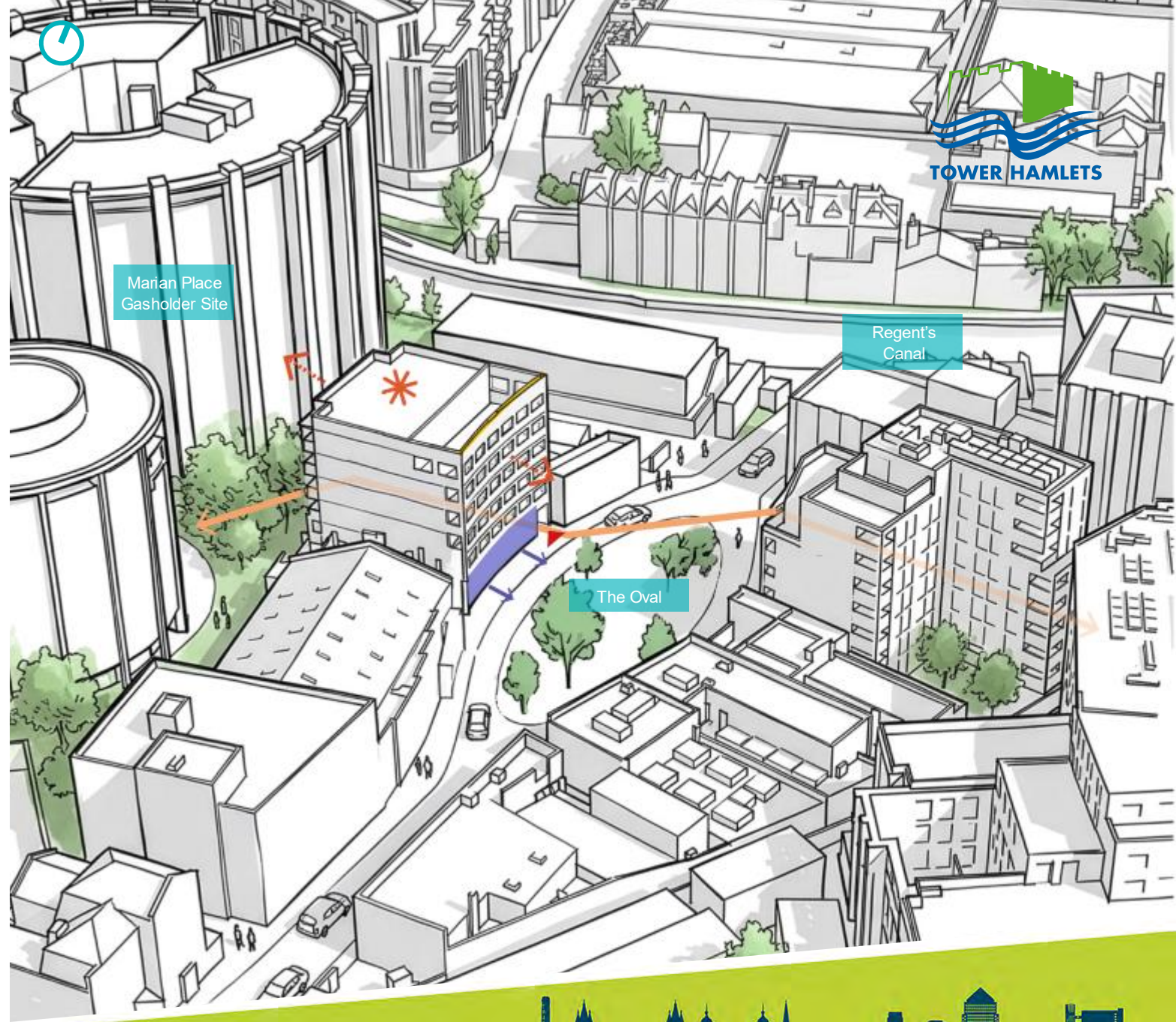
The Oval

Scheme Overview

- Demolition of the existing concrete frame
- 6 storey building
- Landscaping to the extremities of the site and ground floor with 5th floor amenity terrace.
- ASHPs on roof, mechanical ventilation with heat recovery

Uses

- 23 homes – 100% private
- 99.5m² of non-residential / commercial floorspace on ground floor



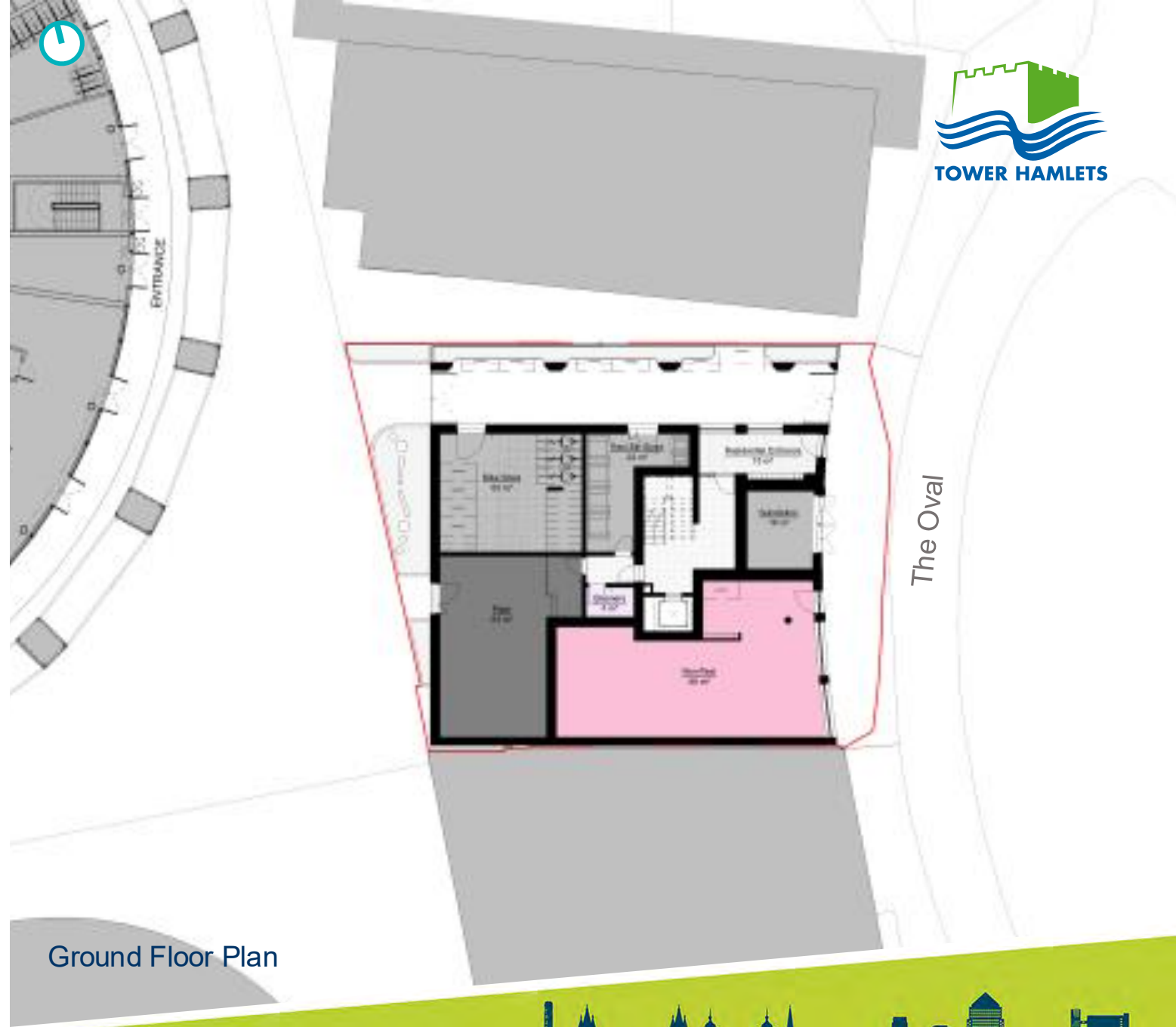
The Oval

Key Design Principles

- Concrete frame with metal support structure for curved balconies, pedestrian/cycle route at ground supported by colonnade.
- Central core (single lift and stair)
- Brick with bonding details, precast concrete plinth.

Access and Servicing

- No parking
- Off-site loading subject to future S278 applications.



The Oval

Delivery Considerations

- Unviable 2008 concrete frame must be demolished.
- Colonnaded pedestrian/cycle link required through the site.
- Tight site with narrow access roads and no staging space.
- Borders Regent's Canal Conservation Area.
- Ground-floor substation requires utility provider (UKPN) coordination.
- Specialised acoustic glazing needed due to a neighbouring music venue.



Proposed View from the Oval



Back Church Lane

Site Location and Context

- Site adjacent to 122-126, Back Church Lane, London E1 1NY
- 575m²
- Existing building on-site associated with Berner Street School.
- Faces adjacent school and nursery playgrounds.



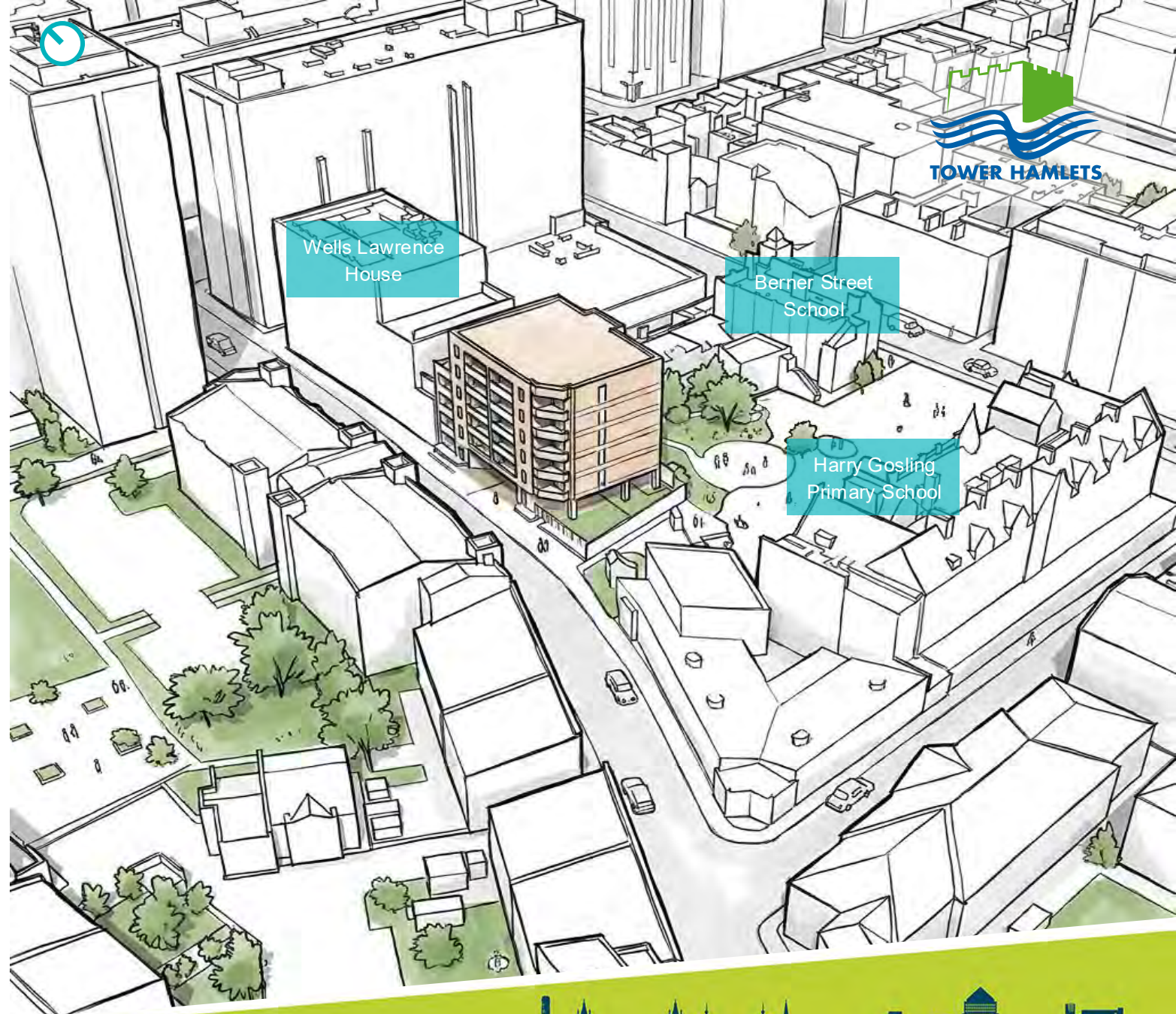
Back Church Lane

Scheme Overview

- Demolition of 3-storey non-designated heritage asset, boundary walls and associated annex building
- 6 storey residential building
- 115 sqm communal amenity including play area with street planters.
- Ground-floor plant room and three rooftop heat pumps.

Uses

- 19 homes - 100% social rent



Back Church Lane

Key Design Principles

- Concrete frame with concrete balconies on level 01 and glide on metal balconies on upper floors.
- Single lift and stair core.
- Off white brick on ground floor and red brick on upper level. Variety of brick coursing / banding.

Access and Servicing

- 1 on-street wheelchair space.
- New collection point for refuse and fire tender vehicles.

Ground Floor Plan



Back Church Lane

Delivery Considerations

- Existing building must be removed.
- Southern and eastern playground walls require reinstatement.
- Directly abuts the northern office building.
- Section of school playground required for safe construction & demolition.



West elevation along Back Church Lane

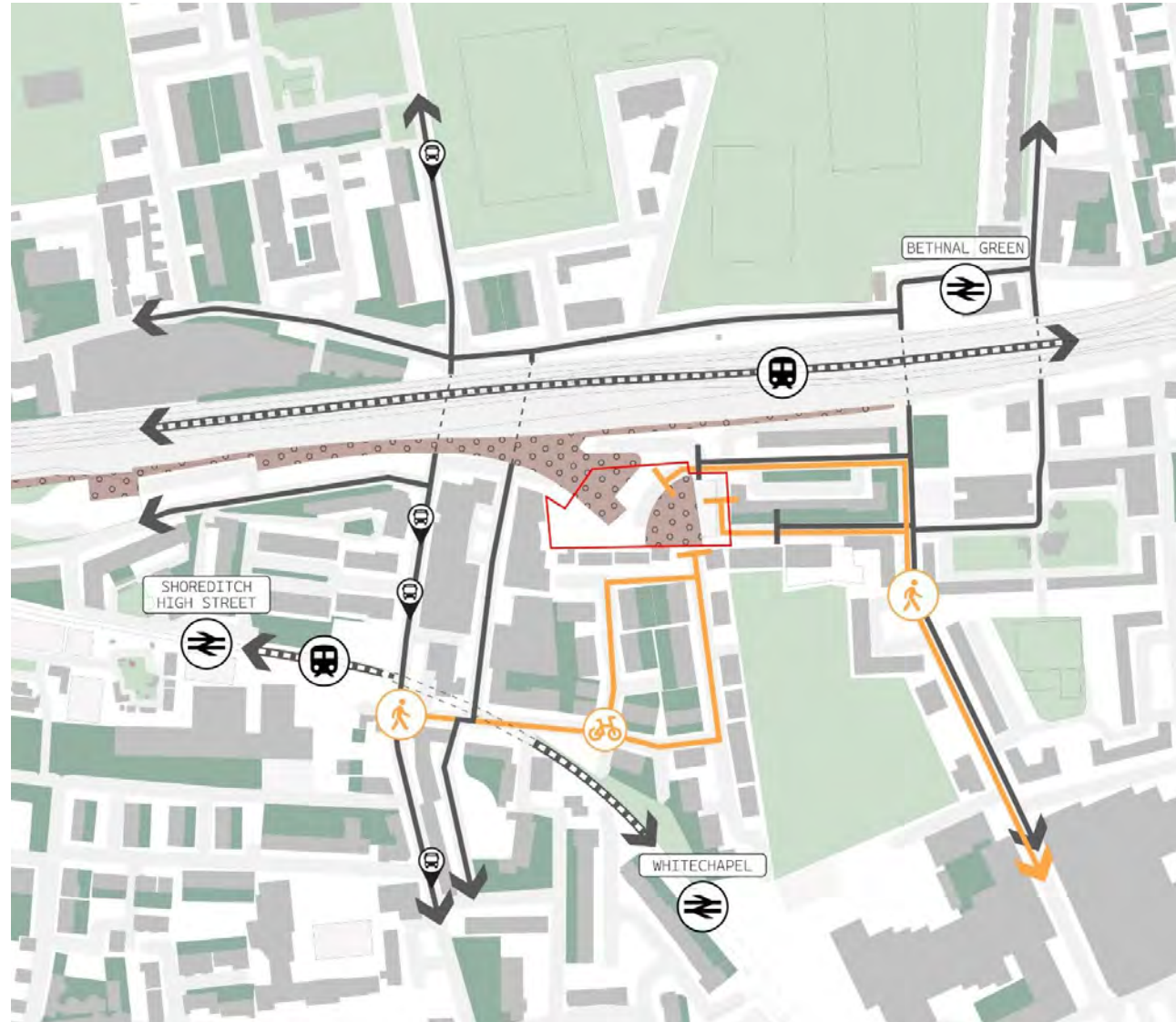


Tent Street, E1 5DQ





Site location



Key transport and access links





Aerial view of Tent Street site from the south



- 60 homes
- 100% Social Rent
- 14-storeys
- Single core building
- Victorian railway arch to be retained
- On site community use within arch



Landscape plan



Typical lower floor



Typical upper floor





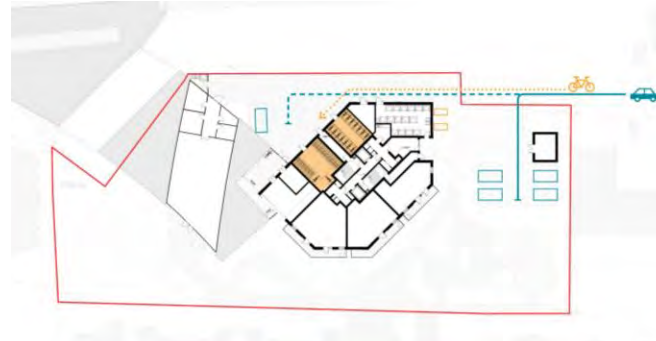
View of entrance and service yard access



View from Scott Street



Servicing and access



Vehicle and cycle parking



Gill Street

Site Location and Context

- Gill Street, London E14 8HQ
- 0.16 ha
- Railway Viaduct to the North
- Trinidad House to the South
- The site includes disused portacabins and existing play space to the East



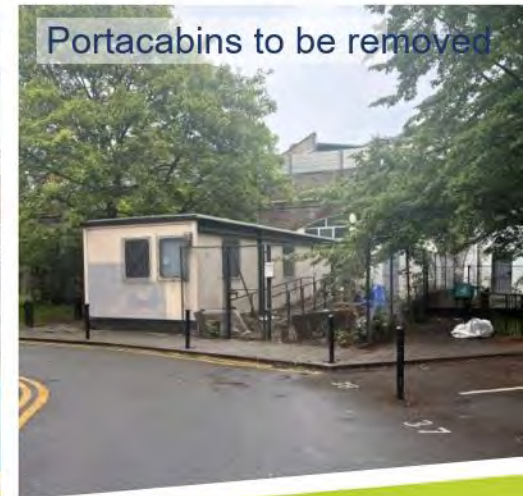
Site from Gill Street



Existing Play Space



Portacabins to be removed



Gill Street

Scheme Overview

- Demolition of the existing portacabins
- Erection of 6 storey building
- Improvements to the existing playspace
- All triple aspect homes
- ASHPs and PV panels on Roof

Uses

- 11 homes - 100% Social Rent



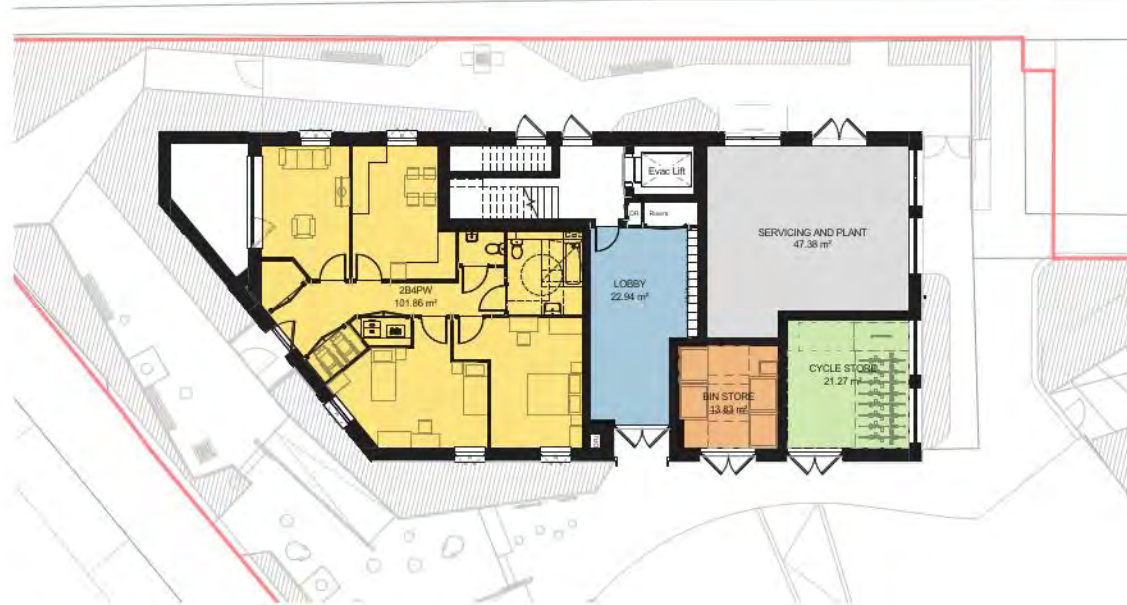
Gill Street

Key Design Principles

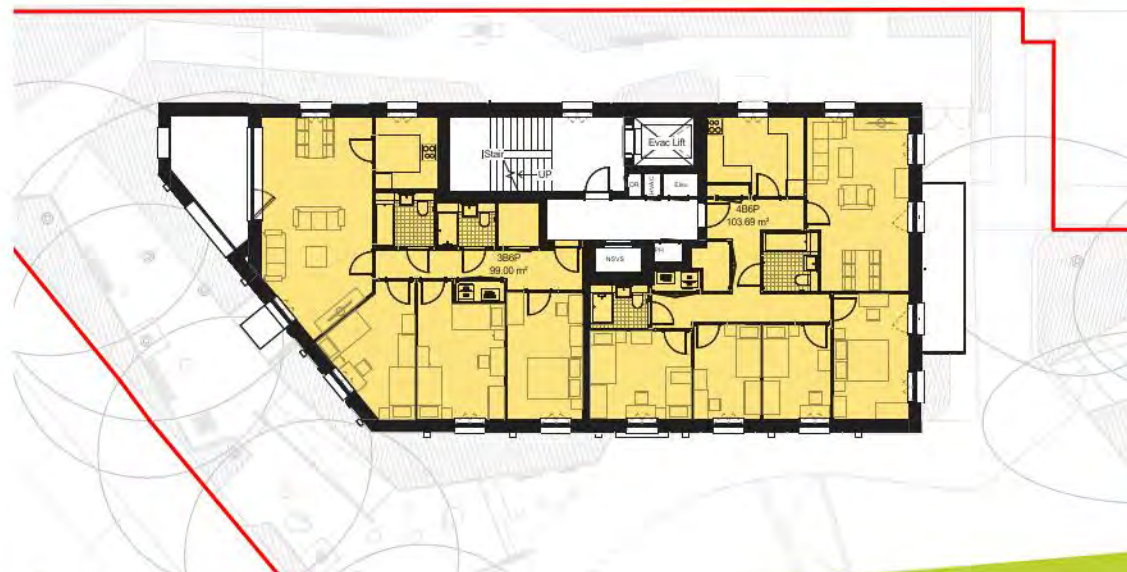
- Single core with one lift
- One ground floor wheelchair accessible home
- Two dwellings per floor
- Large family homes
- ASHPs and PV panels on roof
- Retention and improvement of the existing play areas

Access and Servicing

- One on-street Blue Badge parking spaces along Gill Street
- Site access is via the existing estate vehicular entrance on Gill Street



Ground Floor Plan



Typical Floor Plan

- Residential Lobby
- Cycle Store
- Bin Store
- Servicing and Plant
- Dwellings



Gill Street

Delivery Considerations

- Proximity to the railway viaduct must be factored into the construction methodologies and structural strategy
- Biodiversity Net Gain is currently performing poorly and will need to be closely monitored at subsequent stages
- The majority of existing on-site trees are to be retained and protected
- Due to flood risks, a portion of the ground floor level must be raised by 900 mm.



Southern Grove

Site Location and Context

- Southern Grove, London E3 4PN
- 0.59 ha
- Existing structures on-site
 - Victorian workhouse building
 - Office building
 - Temporary classrooms
- Mile End Road to the north



View of site from Southern Grove



Southern Grove

Scheme Overview

- Demolition of existing 2-5 storey office building
- Erection of 6 storey building
- Renovation of 3 storey Victorian workhouse building
- Communal amenity gardens
- ASHPs and PV panels on roof of new-build

Proposed Tenure Mix

- 90 homes in total
- 56 homes – Social rent (New-Build)
- 34 homes – Private sale (Renov.)



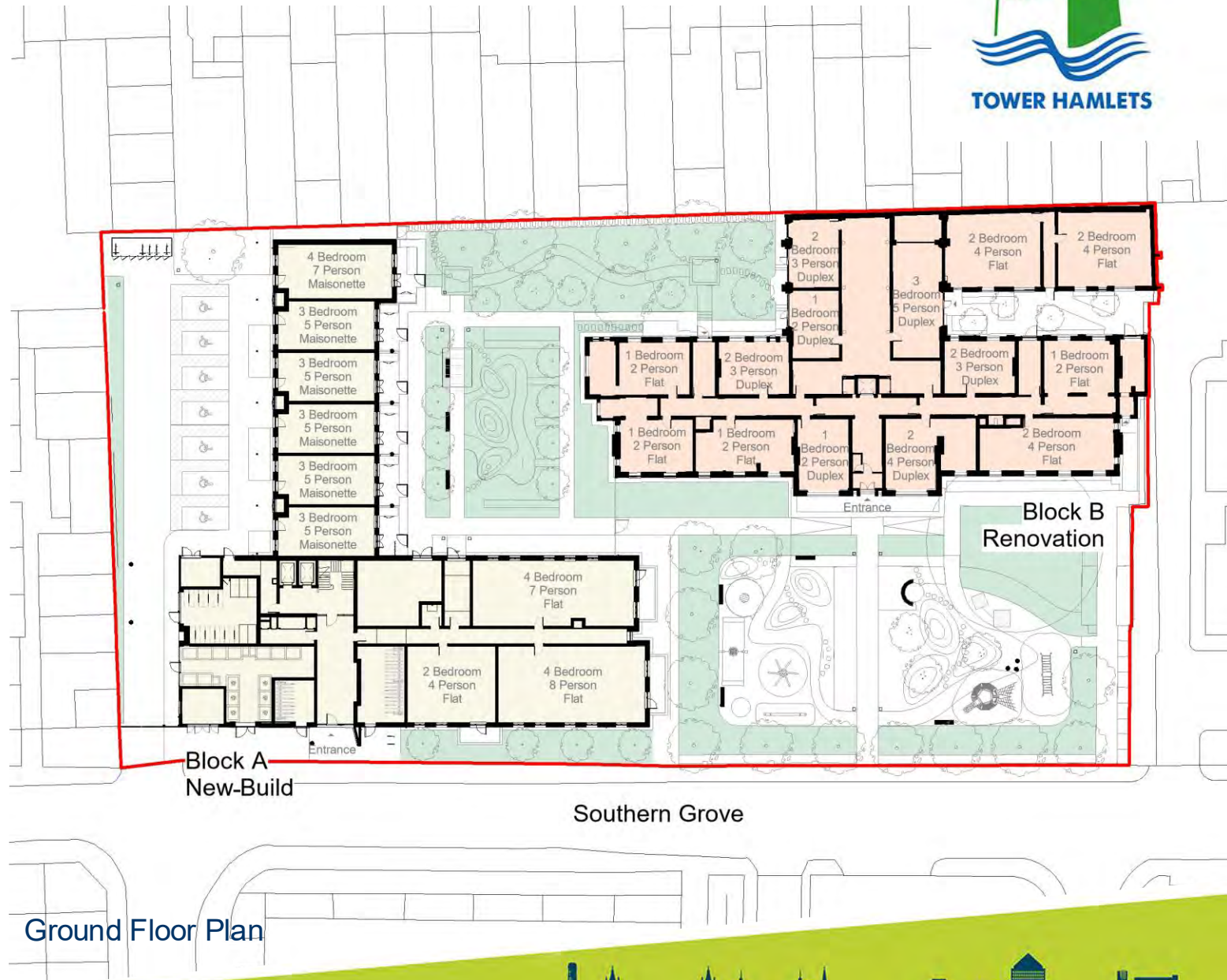
Southern Grove

Key Design Principles

- Concrete frame
- Single core
- Façade materials – Brickwork, Stonework Detailing, Corrugated Metalwork
- Green Roof, Pitched Gables
- New windows within refurbished workhouse building

Access and Servicing

- Seven on-site and two on-street Blue Badge parking spaces
- Kerbside loading on Southern Grove for refuse and post



Southern Grove

Delivery Considerations

- Refurbishment of existing Victorian building
 - Awaiting detailed survey
 - A new lift is required, necessitating internal alterations
 - Brickwork to be repaired and made good
- Right of access for neighbours runs within the site to the north
- Large existing tree to be retained on site
- An existing substation is located on the northern site boundary



Chisenhale Road

Site Location and Context

- 70-84 Chisenhale Road, Bow, London E3 5RT
- 0.11 ha
- Hertford Union Canal & Victoria Park to the North
- Chisenhale Gallery and Chisenhale Studios are connected to the existing building but fall outside the development redline boundary



Existing South Elevation



Existing North Elevation



Chisenhale Road

Scheme Overview

- Partial façade retention of existing building (south, east & west retained)
- Demolition of north façade, all internal floors, structure, and roof
- Erection of 4–6 storey building behind retained façades
- Canal-side amenity space
- Level 04 amenity roof terrace
- ASHPs and PV panels on roof

Uses

- Ground-floor dance studio (Chisenhale Dance Space)
- 33 homes — 100% social rent



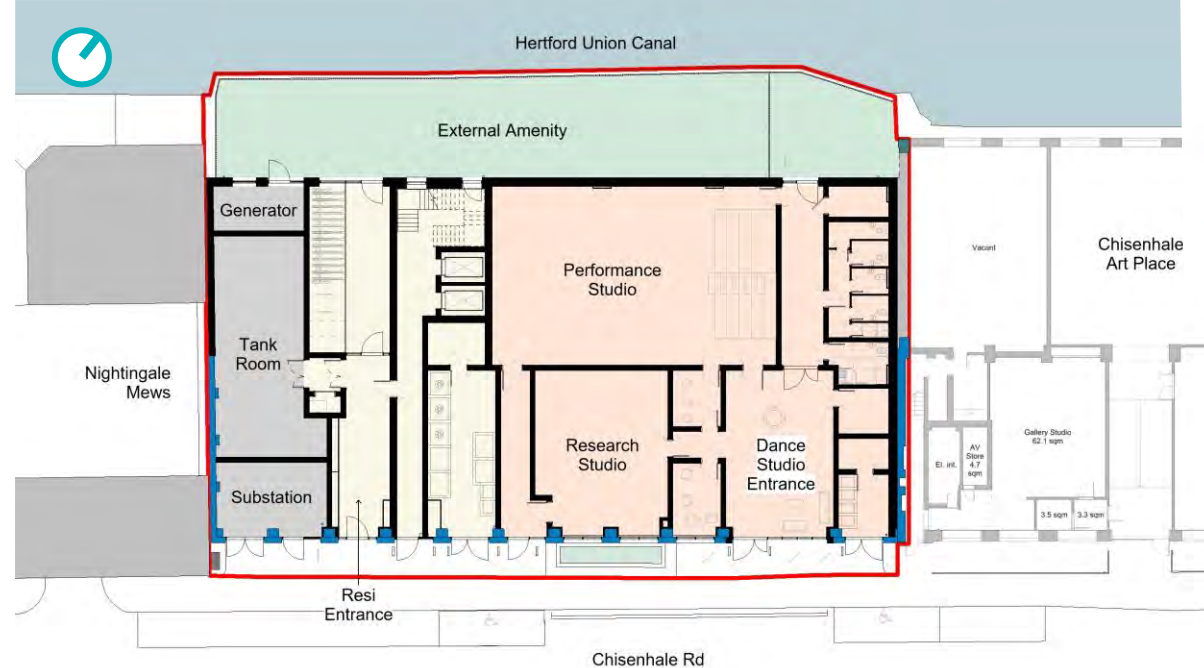
Chisenhale Road

Key Design Principles

- Concrete frame
- Single core
- Façade materials – Brickwork, Glazed Brickwork, Clay Tiles, Corrugated Metalwork
- Green Roof
- New windows within retained facade

Access and Servicing

- Two on-street Blue Badge parking spaces
- Kerbside loading on Chisenhale Road for refuse and post



Ground Floor Plan



Lower Typical Floor Plan

- Retained Facades
- Dance Studio
- Residential
- Shared Plant



Chisenhale Road

Delivery Considerations

- Façade retention limits direct street access to site
- Consideration of noise to Chisenhale Gallery during works
- Relocation of existing substation required
- Potential reuse of demolition materials (e.g., bricks for planters/finishes)
- Insulation of retained façades with thermal plaster (or similar)
- Ground needs to be levelled across the site
- Canal along northern boundary



North Elevation along Hertford
Union Canal



Social Value

(Employment & Skills)

Mayor's Accelerated Housing Programme (MAHP)

Tuesday 4th August 2026



Social Value: What We Want to See from Contractors



Social Value is not just about numbers

— it's about credible, deliverable commitments that create real benefits for Tower Hamlets residents, communities and local businesses.



Why Social Value Matters in MAHP



- The MAHP Market Engagement Event is focused on contracting opportunities across **9 housing sites**, delivering around **350 homes**.
- The Social Value presentation is intended to explain what is important to the Council when contractors bring forward their Social Value offer.



Skills and Career Pathways

We want contractors to offer a range of skills opportunities, including:

- Work experience.
- Internships.
- Apprenticeships.
- Graduate placements.

We are particularly interested in:

- How these opportunities lead to employment.
- How residents are supported to progress.
- How skills activity links to real career pathways in construction and the built environment.



Local Employment Opportunities



What we want to see

- Employment opportunities for Tower Hamlets residents.
- Entry-level roles.
- Skilled and higher-skilled roles.
- Clear routes from training into employment.

Suggested contractor focus

- How will you identify local residents?
- How will you support them into roles?
- How will you retain and progress them?
- How will you report employment outcomes?



Supporting Priority Resident Groups

Contractors should consider targeted approaches for:

- Women into construction.
- Care experienced residents.
- SEND residents.
- Young people in virtual schools.

What good looks like

- Specific commitments for these groups.
- Partnerships with relevant local services.
- Practical support to overcome barriers.
- Tailored pathways into training, work experience or employment.



Flexible Work and Inclusive Employment

What we want contractors to consider

- Flexible work patterns.
- Job carving.
- Adjusted roles that widen access to employment.
- Approaches that support people who may face barriers to labour market participation.



Local SMEs and Supply Chain Opportunities

We want to see clear approaches to:

- Contracting opportunities for local supply chains.
- SME mentoring.
- Supply chain capacity building.
- Preparing local SMEs for future opportunities.

Important distinction

- Generic mentoring is not enough.
- Support should help local SMEs become more competitive and better prepared to access real opportunities.



Health, Work and Connect to Work

Theme

- There is an important relationship between health, work and employment opportunity.
- Contractors should consider how employment and skills commitments can support residents who may face additional barriers.

Focus groups may include:

- Care experienced residents.
- SEND residents.
- Young people in virtual schools.



Social Mobility and Raising Career Awareness

What we want to see

- Work with schools and young people.
- Activities that raise awareness of construction and built environment careers.
- Early engagement that helps make construction a positive career choice.

Suggested contractor activities

- School engagement.
- Site visits.
- Careers talks.
- Curriculum-linked activity.
- Role model sessions.
- Practical insight into different construction and built environment careers.



What a Strong Social Value Submission Should Include

Area	What contractors should demonstrate
Delivery approach	How commitments will be delivered in practice
Target groups	Which resident groups will benefit and how
Local employment	Clear routes into jobs and progression
Skills	Work experience, internships, apprenticeships and graduate pathways
SME support	Practical support for local businesses and supply chains
Monitoring	How outputs and outcomes will be evidenced
Partnership	How contractors will work with the Council and local partners



Closing Message to Contractors



Our ask of contractors

- Be ambitious, but realistic.
- Focus on quality and deliverability.
- Show how your offer responds to Tower Hamlets' local priorities.
- Be specific about who will benefit.
- Strategize how commitments will be delivered, monitored and evidenced.



For any further questions



This was a focus on Employment & Skills.

Please see me if for any further questions on wider social value priorities in Tower Hamlets.

Jerome Emanuel

Social Value and Economic Benefits
economic.benefits@towerhamlets.gov.uk



Presentation/Social Value Q & A

Ask us anything about Architects designs or
our Social Values



Tools and Techniques on Writing Bids – small and local businesses

Andy Grant / Alex Cuckson
Senior Procurement Manager



Tools and Techniques on Writing Bids

– Small and Local Businesses

The Procurement Act 2023 is designed to make it easier, fairer, and more transparent for suppliers to engage with the UK public sector (such as LBTH). Some of the benefits are:

- **Streamlined Bidding**
- **Improved Access for SMEs and VCSEs**
- **Prompt Payment Commitments**
- **Enhanced Transparency**
- **Upgraded Digital Tools**
- **Fair and Equal Treatment**



Handy checklist:

✓ Bid Review Checklist

1. Administrative Compliance

- Submitted on time
- All required documents included (e.g., forms, certificates, financials)
- Signed and authorised by appropriate Director
- Follows formatting, word count and submission guidelines

2. Responsiveness to Requirements

- Addresses all mandatory criteria
- Meets technical specifications
- Answers all questions in the RFP/RFQ/ITT
- Includes clear and complete pricing

3. Understanding of Scope

- Demonstrates understanding of the client's needs
- Offers a tailored solution (not generic/ copy & paste)
- Identifies potential risks and mitigation strategies

4. Value Proposition

- Clearly articulates benefits and differentiators
- Shows innovation or added value
- Aligns with strategic goals or sustainability targets

5. Commercial Evaluation

- Transparent and competitive pricing
- Cost breakdown is logical and justified
- Terms and conditions are accepted
- Payment terms understood

6. Capability and Experience

- Relevant experience and case studies provided
- Qualified team with appropriate expertise
- References or testimonials included
- Capacity to deliver within timelines

7. Risk and Compliance

- Meets legal and regulatory requirements
- Insurance and certifications are valid
- No conflicts of interest or red flags
- Business continuity or contingency plans included

8. Presentation and Quality

- Well-structured and easy to navigate
- Free of typos and grammatical errors
- Professional tone and formatting
- Visuals (charts, tables) used effectively



Increased Transparency

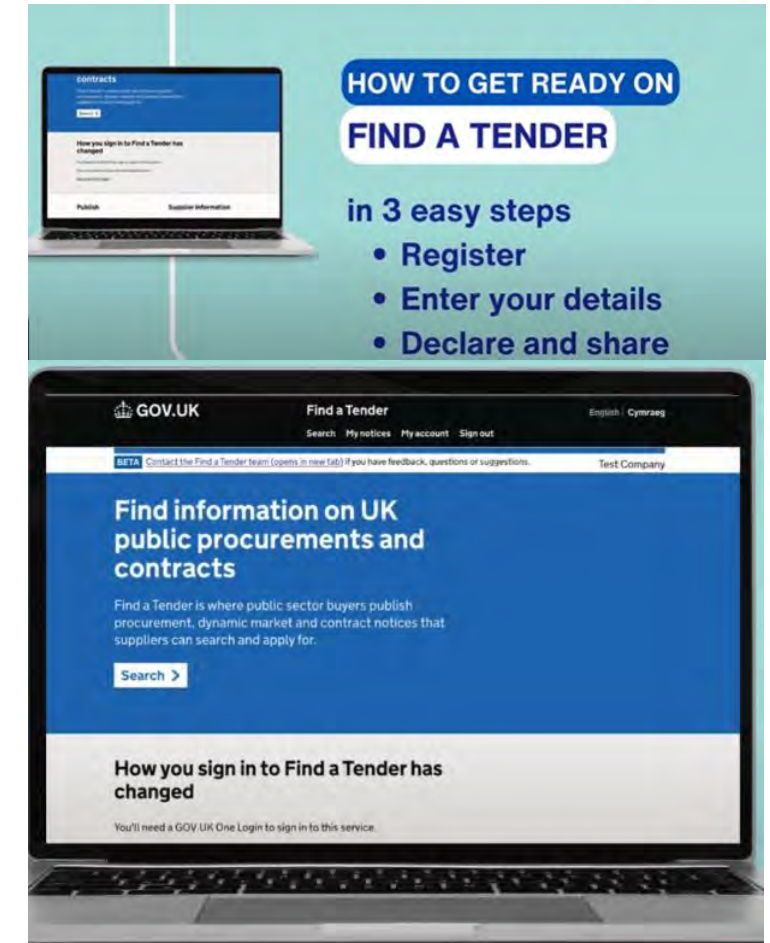


- The central digital platform (FTS) - easier to locate and bid for contracts.
- Consistent feedback for suppliers; bid assessments provided for final tenders.
- Strengthened provisions - payment terms 30 days on range of public sector contracts.



Central Digital Platform (CDP)

- The central digital platform is free to access and is an enhanced version of Find a Tender (FTS) and new Supplier Information System - <https://www.gov.uk/find-tender>
- The platform will provide accessibility of commercial data for contracting authorities like LBTH and will give suppliers a single place to find tender opportunities, allow suppliers to register and submit basic business information required when submitting a tender.
- Upload key business credentials normally requested at initial stages of tender and ensure this information is kept up-to-date.
- It will include the publication of various notices and those that are linked to procurement opportunities and provide annual notification of pipeline projects.



Additional information/helpful guides:



Cabinet Office have created a number of **helpful short guides**.

You can also watch some **short videos and animations** that help explain the new act. These include videos for suppliers, and suppliers classed as SMEs (small and medium sized enterprises) and VCSEs (voluntary and community sector enterprises).

There are also **a series of helpful Knowledge Drops** that provide a high-level overview of the changes to the regulations and cover areas including:

- The new central digital platform
- Early market engagement
- Prompt supplier payment
- Changes to procurement procedures



What you need to consider:



Be prepared to be involved in tendering:

- Read and understand the brief/requirements as set out in the RFQ/RFP/ITT
- Consider capacity to achieve deadlines and any policies and procedures in place
- Internal governance approvals (if necessary)
- What information is already available/standard – include in bid submission?
- Skills and experience in team
- Decision to opt in or out!



Getting ready!



- Understand the project, seek clarification (as necessary)
- Consider costs (breakdown of all costs)
- Draft methodology/proposed solution
- Consider the scoring criteria
- Other bid elements consideration (social value, sustainability)
- References
- Appendices



Timescales to note:

- Project delivery at various stages
- Project key milestones – project plan/gantt chart
- Mobilisation plans and implementation dates



Common mistakes in writing bids:



1. Failing to Follow Instructions

- Ignoring formatting, word count, or submission guidelines.
- Missing mandatory documents or certifications.

2. Not Addressing the Evaluation Criteria

- Writing a generic proposal instead of tailoring it to the specific scoring system or priorities of the buyer/contracting authority.

3. Weak Value Proposition

- Focusing too much on features rather than **benefits**.
- Not clearly articulating **why your solution is better** than other competitors'.

4. Gaps in Compliance or Capability

- Overpromising or under-delivering on technical or legal requirements.
- Not demonstrating the ability to meet all deliverables.

5. Poor Structure and Presentation

- Disorganised layout, unclear headings, or inconsistent formatting.
- Typos, grammatical errors, or overly technical language without explanation.

6. Rushed or Last-Minute Submissions

- Leads to errors, omissions, or lack of internal review.
- Missed opportunities to refine and polish the bid.

7. Inaccurate or Incomplete Pricing

- Not providing a full cost breakdown.
- Failing to explain pricing assumptions or value for money.

8. Lack of Evidence

- Making claims without backing them up with **case studies, testimonials, or metrics**.

9. Ignoring the Client's Perspective

- Talking too much about your company and not enough about **how you'll solve the client's problem**.

10. Not Learning from Past Bids

- Repeating mistakes due to lack of **post-bid reviews** or feedback analysis.



Bidding Information Q & A

Ask us anything Bidding Related



Thank you for attending the MAHP Marketing Engagement Event



Geoff Pearce
**Director of Accelerated &
Priority Projects**



The best of London
in one borough



Contact Details



For detailed project information and procurement documentation please visit the London Tenders Portal: [London Tenders Portal](#) and navigate to Current Opportunities (project reference no. DN821640)

Our Website will launch week commencing 10 August 2026

