



Major Projects Framework

Year one review



PROCUREMENT



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Year one review

Executive summary

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We are delighted to share with you some of the key successes and updates from the first of Procurement Hub's four-year Major Projects Framework.

A first anniversary is a natural time for reflection. I cannot believe it's almost a year since we launched the Major Projects Framework in partnership with Willmott Dixon, Robertson, Farrans and Fortem. We had a bold vision of creating something truly transformational and innovative. We wanted to bring to market a strategic construction framework that reflected the current challenges we all face and delivering solutions to overcome them – flexibility and choice where there previously was none, tangible and measurable value instead of assumptions, bespoke contract management instead of generic support.

As we enter the second year of our partnership, I'm delighted to say not only do I think we have achieved this, but so do our customers! There has been overwhelming demand for the framework, and some great feedback on customer satisfaction, the free feasibility studies offered on every project, and the willingness of our partnership to work closely with customers to deliver a bespoke solution, tailored to their specific requirements, from concept to contract! I am invigorated by the positive reaction in the first year, and look forward to even more success stories as we continue to deliver on our vision.

Alan Heron
Framework Director
Procurement Hub



We have much to celebrate coming into the second year of the Major Projects Framework (MPF), our first project completing on site, a significant future pipeline of works and the foundations of a fantastic future partnership with the Procurement Hub, an organisation that truly shares our values.

Our partnership with Robertson (Scotland), Farrans (Northern Ireland) and Fortem (repairs and maintenance) carries a shared endeavour to astonish our customers through true collaboration to deliver exceptional products. This relationship allows us to continually innovate and share best practice to ensure our customers receive unrivalled service when procuring works with us.

I'd like to thank all of our people, customers and partners for making the first year of the framework such a success.

We hope you enjoy reading our first annual report that details our journey so far and we look forward to continuing to grow the MPF into 2019 and beyond.

Chris Farr
National Framework Manager
Willmott Dixon





Year one review

The Major Projects Framework

procurementhub.co.uk



Procurement Hub's Major Projects Framework covers all public sector projects on a single-source basis and is open to every public body to use for construction of new and existing buildings as well as retrofit, refurbishment, repairs and maintenance.

Major Projects is the fastest procurement route in the UK delivering absolute certainty for your projects through a transparent and robust process.

There are simple and clear gateways for each of your construction projects with rigorous checks required before each one can proceed to the next stage. Our free feasibility stage assesses each project's viability in line with your brief before you commit to the next stage of project procurement.

Members will have ready access to a responsible, auditable, fully risk managed solution for their construction projects that will deliver cost certainty as well as full supply chain visibility that is continually managed, monitored and reviewed.

The process

Step-by-step



at www.procurementhub.co.uk/sign-up/ to become a member and access this solution



Year one review Key successes

procurementhub.co.uk



£800m+
pipeline



**1st project
completed
on site**

Royal Cornwall Hospital,
NHS Trust



**3rd project
now started
on site**



**10/10
customer
satisfaction
score achieved**

East Midlands Housing Group



**122 new
customers**

have signed up to
the Procurement
Hub in the year

Average of

£70m

per month of
projects added to the
framework pipeline



8x

projects in
preconstruction
phase



3x

active projects
in Scotland
– Robertson



10x

projects in the
feasibility stage



Events tracker

Come and see us at



To register your interest contact us at:
sophie@procurementhub.co.uk



CIH
Manchester



LGA
Bournemouth



Procurement Thought
Leadership Event
Newcastle

What our customer said...

"Thank you very much indeed for your determination and immense efforts in getting the project completed within an incredibly challenging timeframe.

Not an easy task at all but everyone worked together collaboratively, proactively looking for solutions to problems, and put in some very long hours to meet the deadline and to get us off the hook."

Garth Weaver

Director of Estates and Facilities,
Royal Cornwall Hospital NHS Trust



Year one review Case studies

procurementhub.co.uk



COMMERCIAL



Nursing & Midwifery Council, London

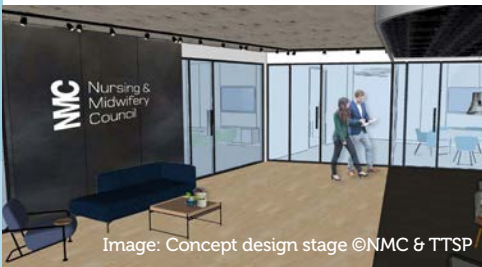


Image: Concept design stage ©NMC & TTSP

Client
Nursing & Midwifery Council

Value
£1.9m

Status
Construction

2nd project
to start on site.



Description

Willmott Dixon Interiors (WDI) first engaged with the Nursing & Midwifery Council (NMC) in late 2018. WDI are appointed to deliver the Cat B fit out of 21,744 sq ft which will provide the NMC staff with an agile and collaborative workplace. Programmed for completion in late August 2019, this is the first project WDI has delivered for the NMC. It will also be the first WDI project to start on site under the Major Projects Framework.

TRANSPORT



MSCP Stanley Dock, Liverpool



Client
Liverpool City Council

Value
£26m

Status
Preconstruction

First MPF project
into PCSA
May 2018.



Description

A new 1,800 space multi-storey car park in Liverpool to service the planned cruise liner terminal to the River Mersey. This project is with a repeat customer of Willmott Dixon having delivered several projects collaboratively with Liverpool City Council in recent years.

The project will start on site in early 2020 to coincide with the construction of the new cruise liner terminal.

LEISURE



Grange Paddocks Leisure Centre, East Herts



Client
East Hertfordshire District Council

Value
£24m

Status
Preconstruction

New customer
to Willmott Dixon.



Description

A new wet & dry leisure centre replacing the existing outdated facility with a state of the art new centre. The centre will house a six lane 25m swimming pool, sports courts, fitness centre, gym and external 3G football pitch. Construction works will commence in February 2020.

Hartham Leisure Centre, East Herts



Client
East Hertfordshire District Council

Value
£7m

Status
Preconstruction

2nd project
commissioned by
East Herts through
the framework.



Description

An extension and refurbishment project, the works will consist of the removal of the existing single storey dry facilities and replace with a new two storey extension with state of the art gym facilities.

10% SROI to be delivered across both projects. = £3.1m of social engagement activity.



Year one review Case studies

procurementhub.co.uk



HEALTH



Ashby Extra Care East Midlands



10/10
Preconstruction
Customer
Satisfaction Score.



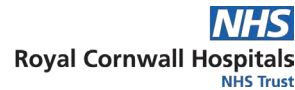
Client
East Midlands Housing Group

Value
£11.5m

Status
Preconstruction

Description

65 apartment, 72 bed supported living facility and is the first scheme EMHG have developed independently for some years. They joined Procurement Hub to use MPF and Willmott Dixon as a partner recognising the support and experience we give customers' teams along with the added benefits of social value and how their apprentices could be engaged along with the use of digital technology. Our preconstruction team is working with EMHG's team to create a design that meets their aspirations including optimum lifetime homes standards and HAPPI principles.



Royal Cornwall Hospital NHS Trust, Cornwall



9 wks
construction
phase completed
in just 9 weeks.



Client
Royal Cornwall Hospital NHS Trust

Value
£1m

Status
Complete

Description

The project included the refurbishment of the post mortem and body store rooms at West Cornwall Hospital (WCH) and the Royal Cornwall Hospital (Truro). It also included the refurbishment of staff changing areas and other ancillary areas within the building. The project included the design of all necessary mechanical and electrical systems to support the new room layouts at both hospitals. It was Willmott Dixon's first project in Cornwall.

RESIDENTIAL



Ifton Heath & Crowmoor House, Shropshire



**New
customer
to Willmott
Dixon.**



Client
Shropshire County Council

Value
Combined Value £7m

Status
Feasibility

Description

Ifton Heath is a partial demolition of an existing school which will result in construction of 26 mixed tenure dwellings including roads and drainage with potential for refurbishment of retained Victorian element of the school. Crowmoor House is a partial demolition of existing supported living building which will result in construction of 31 mixed tenure dwellings including roads and drainage.



Year one review Active projects

procurementhub.co.uk



Complete

- 01** Royal Cornwall Hospital
Royal Cornwall Hospitals NHS Trust

Construction

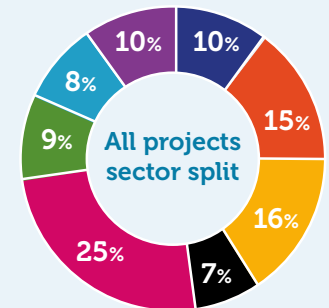
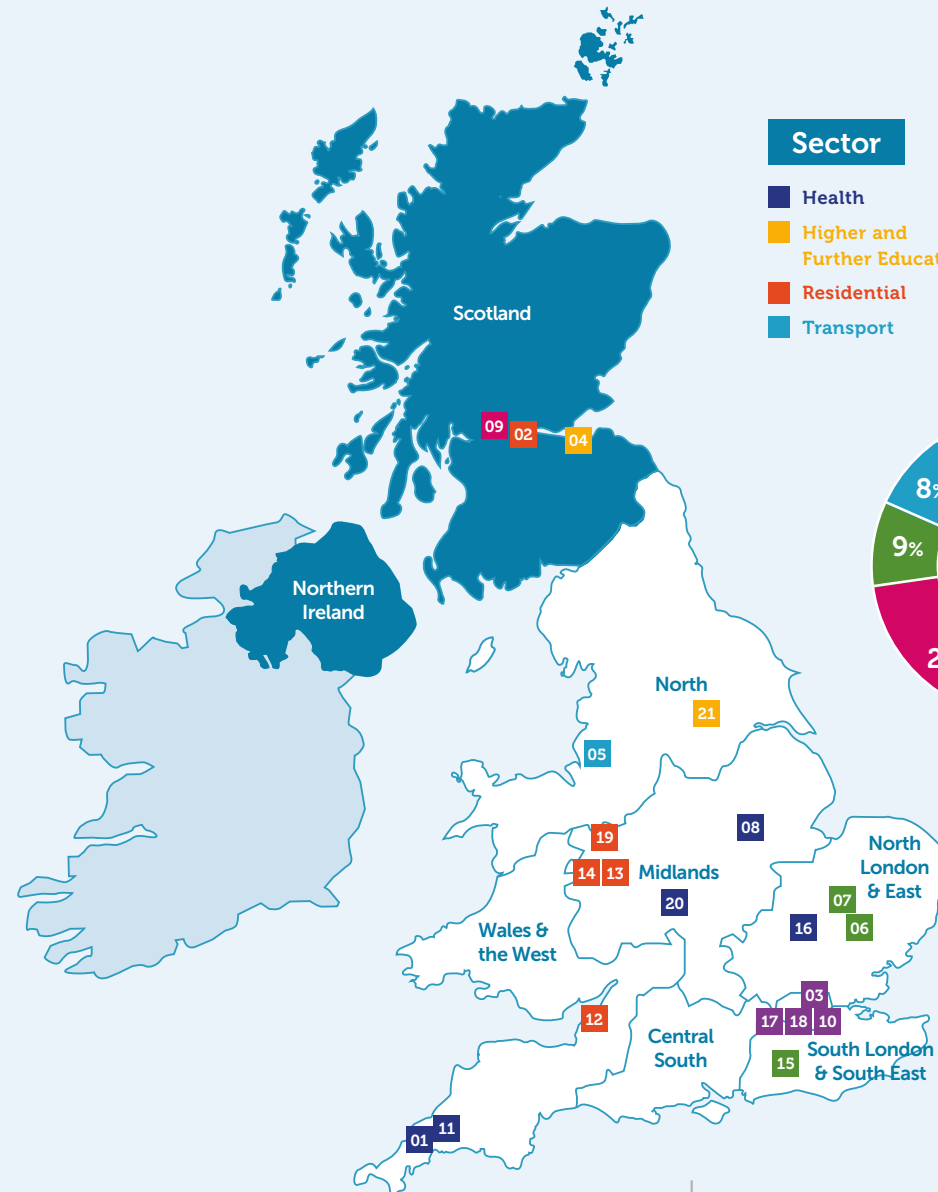
- 02** Residential Development – Catherine Street
Stirling Council
- 03** Nursing & Midwifery Council
Nursing and Midwifery Council

Preconstruction

- 04** CRIC 3 – QMRI Radiochemistry Upgrade
The University Court of the University of Edinburgh
- 05** Multi Storey Car Park Stanley Dock
Liverpool City Council
- 06** Grange Paddocks Leisure Centre
East Herts District Council
- 07** Hartham Leisure Centre
East Herts District Council
- 08** Ashby Extra Care
East Midlands Housing Group
- 09** 1140hrs Early Years
Stirling Council
- 10** Epsom & St Helier – Nursery Project
Epsom & St Helier University Hospitals NHS Trust
- 11** CT Scanner Refurbishment
Royal Cornwall Hospitals NHS Trust

Feasibility

- 12** Dove Lane, Bristol redevelopment, Plot E
Places for People Group
- 13** Crowmoor House
Shropshire County Council
- 14** Ifton Heath
Shropshire County Council
- 15** Worthing Leisure Centre
Adur & Worthing Council
- 16** St Catherine's Hospice
St Catherine's Hospice
- 17** Epsom & St Helier ITU HDU Refurb Solution
Epsom & St Helier University Hospitals NHS Trust
- 18** Epsom & St Helier – Lift Project
Epsom & St Helier University Hospitals NHS Trust
- 19** Ellesmere Wharf
Shropshire County Council
- 20** Bentley Bridge Garage Sites
Walsall Housing Group (WHG) Ltd
- 21** Higher Education Project
Yorkshire



FARRANS





Year one review Regional Summaries

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Erika Buckenham
South London & South East

South London & South East



OUR KEY SUCCESSES IN YEAR ONE

- Two projects going through feasibility (Value over £30m).
- Created a pipeline which has the potential of £100m+.
- New sector (Housing) is being introduced.
- Regular meetings with Procurement Hub framework leads.
- Introduced new business opportunities to Procurement Hub's other solutions.
- Our BDMs are out introducing all of our public sector customers to MPF.



OUR PLAN FOR YEAR TWO

- Continue to support MPF locally and centrally.
- Host monthly framework meetings with Procurement Hub to generate leads.
- Convert all feasibilities into preconstruction orders – £30m.
- Convert 50% of pipeline to feasibilities – £50m.
- Host a commercial workshop for our PCMs and Cost Managers.
- Train 100% of our people on MPF.
- Increase our potential pipeline to £150m+.



Noel DeBruin
Interiors National

Interiors



OUR KEY SUCCESSES IN YEAR ONE

- Two projects are currently in PCSA stage.
- Both projects in PCSA are new customers to the business.
- WDI pipeline now in excess of £50m.
- Framework training delivered to all Directors and Senior Managers.
- New customers engaged in discussions with WDI, nationally.
- Commenced on site with our first MPF project with the Nursing & Midwifery Council, London.



OUR PLAN FOR YEAR TWO

- Exceed the framework project KPI target of 90%.
- Deliver MPF refresher training sessions to all WDI staff.
- Progress MPF customer discussions and convert opportunities into feasibility commissions.
- Convert feasibility commissions into preconstruction orders in both our London and West Midlands delivery offices.



Michael Page
North London & East

North London & East



OUR KEY SUCCESSES IN YEAR ONE

- Two projects have signed PCSA.
- Three new customers to the business engaged in MPF discussions.
- One project in the feasibility stage, with a value of £1.9m and a model for significant pipeline.
- Pipeline in North London and East now over £200m.



OUR PLAN FOR YEAR TWO

- Commence on site with our first MPF project, the Grange Paddocks Leisure project.
- Organically grow our framework pipeline with targeted customer engagement, increased focus through a dedicated Frameworks and Customer Account Manager.
- Increased contact and collaborative approach with Procurement Hub to share and develop the pipeline.
- Increase awareness with our design consortium professional partners, we want MPF to be increasingly considered at project inception.
- Host a thought leadership framework event for all our customers and Procurement Hub members.
- Train 100% of our senior operations people on the MPF – we are all potentially Business Development Managers.



Year one review Regional Summaries

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Roy Horsfall
The Midlands

Midlands



OUR KEY SUCCESSES IN YEAR ONE

- 1st project has now signed preconstruction order for Ashby Extra Care, £11.5m starting on site September '19.
- Customer satisfaction score for preconstruction phase on Ashby 10/10 in all areas.
- Four projects in the feasibility stage, to a value in excess of £15m with customers with a demonstrable pipeline of work. Two further feasibility requests issued and awaiting with a value of c£30m.
- Pipeline across the region over £200m across sectors with considerable interest from Registered Providers recognising the time and cost advantage over the DPP3 process and social value of the framework.



OUR PLAN FOR YEAR TWO

- Convert feasibility reports underway into preconstruction orders and then construction orders. Secure follow on schemes with the customer.
- Achieve a score of 10/10 for Ashby's construction phase.
- Secure feasibility requests to support a customer's development programme.
- Unlock one of the major schemes that have stalled this year
 - » Double our framework pipeline and convert £50m of opportunities into preconstruction
- Increase the awareness of our people on the Major Projects Framework.



Tim O'Brien
The North

North



OUR KEY SUCCESSES IN YEAR ONE

- First project to sign PCSA – Stanley Dock Car Park, £26m.
- Pipeline now in excess of £100m+.
- Early successes in the HE sector, with two potential feasibility studies commencing with Universities.
- Hosting monthly meetings with Procurement Hub framework leads and introduced all our new business managers to the framework.
- Training workshop held in each local office to ensure all our people are familiar with the MPF.



OUR PLAN FOR YEAR TWO

- Commence two feasibility studies within the next six weeks.
- Host a customer workshop in the North East with PFP and Procurement Hub.
- Start on site at Stanley Dock Car Park.
- Double our pipeline value to £200m.
- Appoint a full time framework manager to lead the MPF in the region.



Hannah Coulson
Wales & the West

Wales & the West



OUR KEY SUCCESSES IN YEAR ONE

- First project straight into a delivery agreement, Royal Cornwall Hospital NHS Trust.
- First project with Royal Cornwall Hospital NHS Trust, Project Order signed.
- Success of Royal Cornwall Hospital NHS Trust projects has kick-started conversations with other local NHS Trusts.
- Two projects in the feasibility stage within the Blue Light Sector, circa £22m
- Targeted pipeline in the region of £50m.
- Targeted plus possible future enquiry pipeline in the region of £180m.
- Potential of channelling £55m of PFP work via MPF.



OUR PLAN FOR YEAR TWO

- Convert feasibility studies into Preconstruction orders.
- Commence on site with second Royal Cornwall NHS Trust project.
- Convert feasibility studies with North Somerset Council for a Health and Wellbeing Hub.
- Engage with our Customer and Consultant base to increase framework awareness and benefits.
- Increase our pipeline of opportunities into preconstruction.
- Host a thought leadership framework event for all our customers and Procurement Hub members in September 2019.



Year one review Regional Summaries

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David Notley
Central South

Central South

Whilst we are yet to secure our first project through the framework, it has been well received with clear interest being shown by existing and new customers including University of Bournemouth, Ministry of Defence, and Hart District Council.



THROUGH THIS EARLY ENGAGEMENT WE ARE CONFIDENT THAT...

- Future opportunities exist to procure significant projects in the Central South region across multiple sectors.
- We will expand our engagement plan into new sectors including residential and healthcare to further unlock opportunity.
- Our target audience remain key decision makers in the procurement, regeneration and capital development teams throughout Hampshire, Dorset, Wiltshire and Berkshire.
- We are determined that the next twelve months will see our pipeline of MPF projects increase and the first feasibilities completed by the business.



Mark Pheasey
National



Fortem



PROCUREMENT HUB SUCCESES IN 2019

- Received a project order for first full modular housing site in Chesterfield with Chesterfield Borough Council.
 - » 12 new modular homes to start on site in August 2019.
- Completed energy efficiency works to 10 ambulance stations in Yorkshire.
- Carried out feasibilities to extend and modernise 3 hospices around the UK.
- Working with Harrogate Borough Council to provide a feasibility study on modular housing on a garage site.
- Currently commenced energy efficiency works for a further 20 ambulance stations for Yorkshire Ambulance Service.



Gareth McKnight
Northern Ireland



Farrans



LCO UPDATE

- The current lack of a Northern Ireland executive being in place in Stormont means a lack of approval and momentum for public sector projects, whilst there is a good level of activity in the wider economy.
- The need still remains for projects to be delivered and we are confident that the forms of contract offered through Procurement Hub along with project delivery by Farrans will be successful.
- Future opportunities lie across all eleven council areas and we continue to develop the relationship between Farrans and the key decision makers.
- Our points of contact in local architectural practices across the province are key to opportunities for the Education Authority (EANI) and Department of Health.
- We are confident that the next year should see a growth in the pipeline and feasibility studies coming through.



Kevin Stewart
Scotland



Robertson



OUR KEY SUCCESES IN YEAR ONE

- First project to sign Preconstruction Order Form, CRIC 3 for University of Edinburgh.
- Promotion of the framework both internally and externally – ongoing process.
- Customers using the framework for multiple projects.
- Stirling Council – programme of works with 16x projects currently in Preconstruction.
- First construction contract completed. Site start 3rd June 2019.
- First Customer Satisfaction Score 9.7/10 – Stirling Council, Residential Development – Catherine Street.
- Framework being embraced by both customers and consultants creating a strong pipeline for 2019.



OUR PLAN FOR YEAR TWO

- Create and maintain key account customers previously unfamiliar with single source procurement frameworks.
- Promote national coverage marketing to grow the framework for all partners.
- Engage with customers across all regions in Scotland.
- Demonstrate sector diversity by engaging with customers with varying project types and values.
- Become the framework of choice.



Year one review Who to contact

procurementhub.co.uk



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FARRANS

