

Procuring efficiently in the public sector: LHC's experience

As the most established procurer of building components and services for the public sector in the UK, LHC will provide an insight into its experiences of what works and what doesn't in building, repair and maintenance programmes. The session will include an outline of the different procurement models, how these have evolved over time and the merits and pitfalls of each.

LHC will comment on the variety of approaches adopted by disparate client authorities highlighting its own experiences of how the type and size of organisation can affect procurement decisions and the potential for maximising efficiencies. Typical practices of registered social landlords are compared and contrasted with those of local authorities and arms length management organisations.

References will be drawn from the activities of both single landlords and consortia undertaking joint procurement.

In addition to commenting on past and current empirical evidence, LHC will share the findings of their latest survey of social housing landlords which identifies current practice, trends and attitudes of public sector procurement professionals.

LHC has been managing public sector procurement programmes for over 40 years and today its products and services are used by over 250 social housing landlords .

Director – Dr Eli Kienwald

Eli is an architect with over thirty years' experience in the UK in both private practice, and public sector. He has worked with the LHC for 35 years, first as a Development Architect and, since 1996, as its Director. He is widely acknowledged as a national authority on procurement techniques and as one of the leading experts on specialist technical subjects relating to various construction products. He is chairman of the British Standards Committee for Windows, Doors and Hardware and he is the leader of the British delegation to the European Standardisation Committee dealing with these products. Eli has in-depth understanding of the needs and aspirations of both the public sector client and of private industry.

Head of Business Development – John Skivington

John joined LHC in November 2004 from the private sector. He has 25 years commercial experience in the building industry with both manufacturers and contractors. John heads up a team responsible for developing supply chain arrangements for social landlords and continuously monitoring those arrangements to ensure delivery of best value. John holds an MBA from Strathclyde Business School.