

Workshop 1A

Procuring maintenance services: Getting the Right Fit

Speakers: Sonya Russell (AD Construction Group), Caroline Lester (MCP Property Services), Melissa Woodall (Wates Property Services)

Panel: Paul Smith (FFT), Neil Watts (Peabody), Andrew Ellis (Wates)

Chaired by: Steve Downing

Room: Arden



NHMF
Maintenance
Conference
2020

Sponsored by



BIOs

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Russell**

Head of New Business
AD Construction Group



**Melissa
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Marketing Business Partner
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**Caroline
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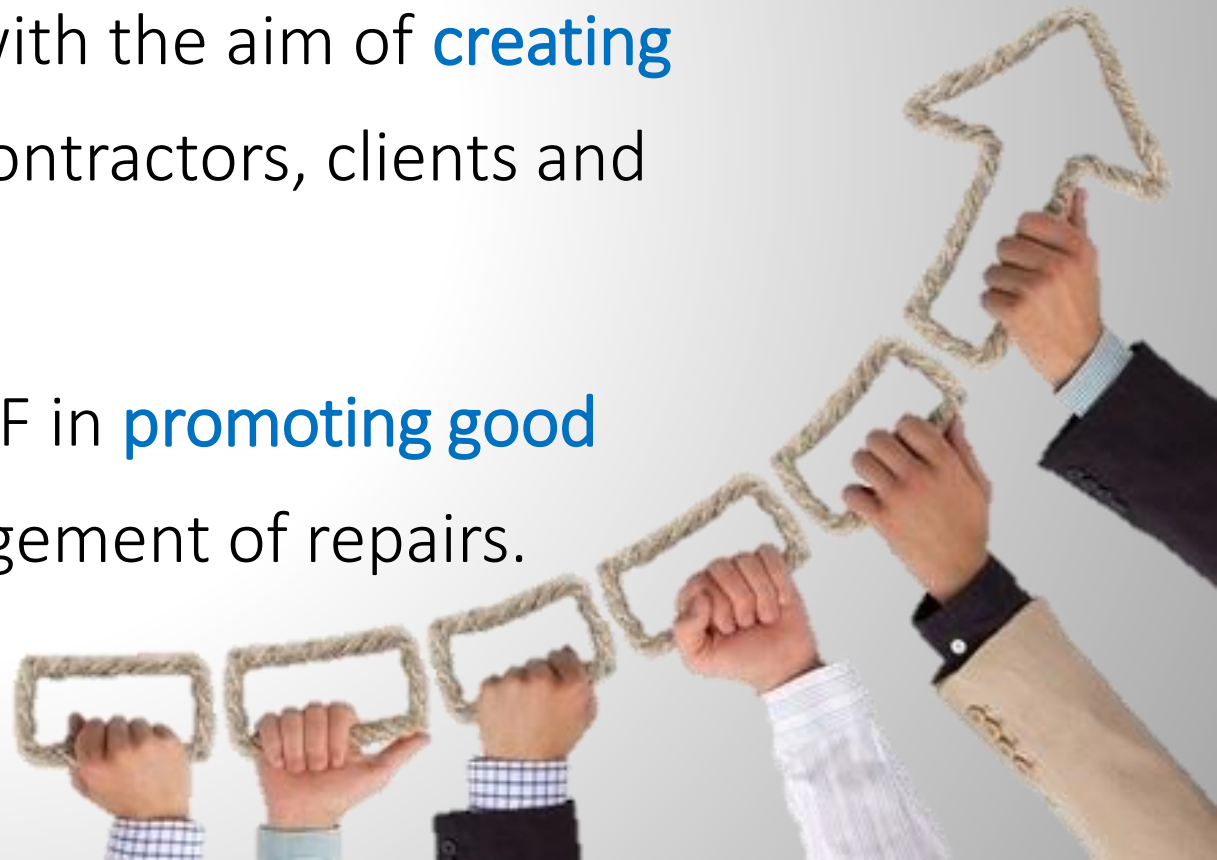
Relationship Manager
MCP Property Services



What is the Contractor Forum?

The National Housing Maintenance Forum's (NHMF) Contractor Forum was established as the trade affiliation for contractors working in the field of social housing, with the aim of **creating closer working relationships** between contractors, clients and sub-contractors.

The forum works closely with the NHMF in **promoting good practice** in the procurement and management of repairs.



The Task

Procurement Working Group

To open an ongoing dialogue between contractors, clients and consultants regarding procurement challenges & successes

Successful Procurement

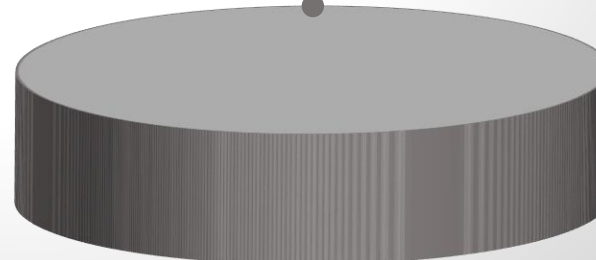
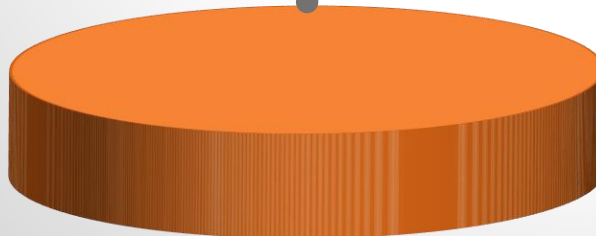
To understand experiences and opinions across the sector

Successful Contracts

To establish key discussion points and future opportunities to expand on these (i.e. round table events)

Successful Relationships

To share findings across the sector in a suitable and impactful format



The Journey So Far...

- *Questionnaire sent out to Contractors, Clients & Consultants*

Based on the timeline of the procurement process incl. Market Engagement, Contract types; Cost models; Specification; Information/data; Evaluation models; Procurement Timetable; Feedback

- *Collated results*

4 topics where opinions strongest and viewpoints divided

Market Engagement; Specification; Cost models; Information/data

- *Jan 2019 NHMF Conference Workshop*

Summarised key findings from questionnaire group discussion on 4 topics – 80 delegates

*Voted on which to focus on that year – **1st Information/data, 2nd Cost models***

- *June 2019 Round table – Information & Data*

Attended by Contractors, Clients & Consultants, sharing best practise and lessons learned

Report published in February – useful toolkit summarising what, how, when, who and why

Cost Models / Pricing



Different types of cost models

With the help of our panel we are going to dive into 3 most common cost models;

<i>NHF SOR</i>	In its most simple form, a schedule of rates can be a list in a contract setting out the staff, labour and plant hire rates the contractor will use for pricing cost reimbursable instructed daywork.
<i>Basket rates</i>	Used for repetitive planned works to reduce cost administration Baskets rates - a common combination of rates – i.e. kitchen replacements to include associated works (electrical, tiling, flooring etc.).
<i>PPP / PPV</i>	All in rate to maintain clients housing stock up to a certain standard with clear inclusions and exclusions for level of service within the PPP.



Client

Contractor

Consultant

In Conclusion - The Task

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Contact Us

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