

NWCH: Future – Offering Solutions to Public Sector Construction Challenges

Morning Break-Out Sessions (a summary of discussions held across 2 rooms)

Q What is good about the NWCH's Construction Frameworks? How could they be improved?

The frameworks are flexible and therefore suit a wide range of clients with differing requirements. The mini-competitions can be defined by the client and open non-biased communication between client and constructor partners is encouraged if the client needs advice. The NWCH needs to promote this benefit better to local authorities [client]

It is fully functional, OJEU compliant, with a short procurement time and clients are able to use at short notice – an asset when internal resources are stretched [client]

The Framework Management Team is always available and on hand to provide advice quickly [client]

Better visibility of information on projects and feedback to clients would be useful going forward – particularly around lessons learned [client]

Clients should not be scared about speaking to contractors openly, and early contractor involvement doesn't break procurement rules [client]

The frameworks are particularly useful for smaller Local Authorities as they give access to the market in an efficient way [client]

Using the NWCH's Construction Frameworks enables collaborative working [client]

Collaborative working is the way forward. Frameworks offer this, and this collaboration can lead to continuous improvement via shared knowledge and lessons learned [constructor partner]

The support given by the NWCH team in developing the brief to provide consistency is very much valued [client]

More benchmarking against other projects / frameworks would be useful [client]

Frameworks are preferred by contractors as bidding costs are lower, and these savings can be passed onto the client [constructor partner]

The high level kpi results are shared across the partnership and this contributes to continual improvement [constructor partner]

Q What changes can be made by Constructor Partners to improve the offer to the Public Sector?

Contractors need to understand the client base more – don't put all clients in the same box as each client has different goals and drivers [client]

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Get to know each client – make time for this [client]

Look at what is important for each individual project – perhaps review the standard terminology used of “added value” and change to “project benefits” [client]

Set own social value targets, and not just follow the guidelines and kpi standards that are proposed by the NWCH. Look at what is best for the project [client]

Pooling of apprenticeships needs to be done more [client]

Q **How can we ensure client advisors are on board with collaboration?**

Clients need to lead on this and they should identify consultants and teams who are framework ready [client]

There's a need to recognise that sometimes procurement of construction is done by people not familiar with construction. Educating the client is important [guest]

PPMs still need managing by the client as they may not completely buy into the clients' drivers [client]

Put together a consultants roadshow for clients so both parties can learn/discuss how best to work together [constructor partner]

Contractors could involve the client's team and consultants in induction/briefing sessions [constructor partner]

Clients need to be aware that some consultants don't like frameworks as it loses them fees [constructor partner]

An early collaborative workshop is good practice for clients to state their vision and build relationships across the team. Should these be independently facilitated (arranged by the NWCH)? [constructor partner]

Have the whole team signed up to one contract (like PPC 2000)

Q **Could the kpis be circulated to all clients?**

The project kpis can only be given to clients for confidentiality reasons. Higher level kpis are circulated to all the partnership and aggregated results published by the NWCH at intervals.

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Q What is the difference between this Framework and a Cartel?

Clients can and do chose other procurement routes depending on the project. It needs to be the right fit for the project and the NWCH's Construction Framework is always suitable [client]

It's not a cartel because competition still remains via the mini-competition, there has been a full competition for contractors to get on the framework in the first place, prices aren't fixed, and contractors go out to market for their sub-contractors [client]