

Procuring a 4 Year Decent Homes Partner using a fully open book cost model

Overview

Established in 1972, Charnwood Borough Council owns approximately 5912 rented homes and manages a further 273 Leasehold properties located in the Borough of Charnwood.

The Council estimates that it needs to spend £35,835,000 to bring its stock up to the Decent Homes standard by 2010 and secured the necessary funding to undertake the works through a Round Six ALMO (Arms Length Management Organisation) bid. The ALMO, Charnwood Neighbourhood Housing, went live on 1st December 2007.

In April 2007, Charnwood invited tenders from companies who would be interested to work with them through 'a Partnering Agreement' to provide Decent Homes works (including kitchens, bathrooms, windows, heating, insulation and sound proofing works) via a fully open book cost model.

This resulted in FHM being selected as Charnwood's preferred Decent Homes Partner for a period of four years.

Appointment

echelon were appointed by Charnwood following a comprehensive review of our capacity of Partnering experience.

Role

echelon were asked to carry out a detailed review of the existing stock condition data and found the following:

- Facilitated a 'Hearts & Minds' stakeholders meeting to analyse the existing service from all perspectives and identify areas for improvement.
- Defined and revised the existing specification.
- Tendered through OJEU using a Restricted tendering process.
- Acted as advisor in all stages of the procurement process.
- Over saw the implementation of the new contract.
- Provided on-going support for the delivery of the Partnering contract.
- Facilitated KPI workshops to develop and agree the KPI model.
- Facilitated workshops to develop the risk management process.



Residents involved in the procurement process inspect a newly refurbished kitchen.

“echelon have co-ordinated and managed the Procurement process for Charnwood's £49M Decent Homes delivery partner selection.

This complex process was made both simple and enjoyable, with echelon demonstrating significant industry experience and professionalism.

I believe the procurement process used by echelon could be used as a National best practice model as it provides transparency, robustness, genuine Customer engagement and true value for money ”

Steve Wilson,
Director of Investment,
Repairs and Regeneration
Charnwood Neighbourhood Housing