

Procuring a comprehensive communal area and window cleaning service to approximately 170 properties, including Guinness Midsummer's Head Office building

Overview

Established in 1985, Guinness Midsummer Housing Association manages over 5,000 properties in Milton Keynes, Bedfordshire, Northamptonshire, Hertfordshire and Norfolk.

In October 2007, Guinness Midsummer invited tenders from companies who would be interested to work with them through 'a Partnering Agreement' to provide a class leading cleaning service to Residents communal areas and Guinness Midsummer's office buildings.

This resulted in Hi-spec being selected as Guinness Midsummer's preferred Partner supplying an integrated cleaning and window cleaning service.

Appointment

echelon were appointed following completion of a previous project (Integrated Asset Management) in 2007.

Role

echelon reviewed the existing cleaning delivery method. The review highlighted numerous opportunities to deliver a better service whilst offering long term savings through:

- Letting a longer term contract than previously to enable a contract to be built on the principles of a Partnership.
- Integration of cleaning and window cleaning as one project.

Following the review echelon carried out the following:

- Defined and revised the existing specification.
- Tendered through OJEU using a single stage 'Open' tendering process.
- Acted as advisor in all stages of the procurement process.
- Undertake detailed Cost Benefit Analysis to demonstrate tangible costs savings.
- Assisted in preparation of Leaseholder Consultation process.
- Provided on-going support for the delivery of the Partnering contract.



“ Having worked with echelon in the successful procurement of Guinness Midsummer's Asset Management Partnering contract in 2006, echelon were the natural choice for providing advice and support during the selection of a new partner to provide cleaning services ”

Richard Winfield
Acting Deputy Leasehold Manager,
Guinness Midsummer Housing Association



“ echelon's handling of the whole tendering process has been totally professional and second to none.

We are now excited to be moving forward into our contract implementation and our future partnership with Guinness Midsummer Housing and look forward to echelon's continued support during this next phase. ”

Colin Stirling, Managing Director
Hi-spec Facilities Support Company PLC