

echelon leads five RSL's in Midland's collaborative Procurement

Overview

The Matrix Housing Partnership was established in 2005 by Accord, Ashram, Caldmore, Trident and Rooftop Housing Associations, plus a range of satellite, housing and regeneration centred organisations.

Matrix Housing Partnership believes in a 'Partnership Ethic' and argues that Partnership working is viable and, in many ways, more cost effective, than the current move towards the creation of monopolistic and megalithic mega-associations.

Matrix Housing Partnership is a unique arrangement since it incorporates specialist BME, LSVT, rural, co-operative, inner city, and care and support Housing Associations and the model fully meets the recommendations of the 'Better Buys' Report.

Appointment

echelon tendered against three competitors to become the procurement advisor for Matrix, winning on both cost and quality

Role

echelon were appointed as Procurement Consultant to assist with the procurement of Contractors to undertake programmed maintenance, gas servicing, response repairs & works to empty properties for all members of the partnership. echelon carried out the following:

- Facilitated a 'Hearts & Minds' stakeholders' meeting to analyse the existing service from all perspectives and identify improvements.
- Developed a bespoke specification and cost model for Matrix.
- Tendered through OJEU using a restricted tendering process.
- Developed PQQ in conjunction with steering group.
- Evaluated returned PQQs by facilitating an evaluation workshop with The Matrix steering group.
- Valuated Tender documents.
- Facilitated final stage visits and formal interviews of short listed Contractors.
- Undertook detailed Cost Benefit Analysis and provided tangible cash savings in Year One to all 5 Members.
- Facilitated KPI workshops to develop and agree the KPI model.
- Project managed the mobilisation of the new Contract.



Facilitating the 'Hearts and Minds' Workshop

“ With guidance from echelon, the work that we have put into the Partnership to date has shown how we can succeed working together collaboratively with 5 organisations who want to remain and retain their own independence and their own particular focus with their own Client groups and customer groups ”

Roger Taylor
Matrix Housing Partnership



Connaught

“The Matrix procurement process was facilitated very clearly, concisely and above all professionally. echelon have demonstrated their ability to engage Residents in the whole process, from the very first workshop through to representation at working Core and Sub Groups. We are confident and satisfied they have facilitated a long lasting and innovative Partnership.”

Geoff Thomas, Area Director,
Connaught Partnerships Limited