



# Southern Construction Framework News

**ISSUE 2**  
Autumn



*Great value new school space! - see inside for more details*

Optimise your new School Space

We deliver great value, high quality school space!

- Spotlight
- Latest news
- Supporting skills, localism & sustainability
- Events, Awards, Workshops





# Welcome...

To the second edition of HI VIZ.

This publication brings you the latest news from the Southern Construction framework (SCF), including features from the South East, South West and London Construction frameworks. It also provides current industry news and updates on events, awards and workshops, Our aim at SCF is to bring you the very latest and most relevant information.

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# Spotlight

## Adapting to marketing needs and challenges - SCF market intelligence

The framework management team have been developing market intelligence with the framework contractors for over a year now. As the market started to improve the framework responded to anecdotal data that was suggesting that there were significant cost rises, labour and material shortages. Unpredictable price rises, and significant increases in lead times pose significant challenges to project budgets.

Regional framework contractors are regularly asked to obtain information from their supply chain on a range of issues compared to the previous year. SCF have selected a range of packages for interrogation where there are significant movements. Latest SCF market intelligence information has been posted on the website and the results are intended to show trends only and should not be read as definitive.

Over the last quarter the framework have witnessed sustained price rises across all of the packages that are monitored in the south of England. However, SCF are now witnessing a slowing of price rises for some packages of work while others steadily rise with some significant increases such as mechanical and electrical packages and dry lining respectively.

This volatility emphasises the need for strong project collaborative working especially during the pre-construction phase as it provides an opportunity to harness market intelligence from contractors during the pre-construction phase.





## Continuous Improvement - Working Groups

### Pre-construction improvement group

A pre-construction working group, led by David Chambers from Mace, includes representatives from Galliford Try, Bouygues and ISG. The group has considered how to strengthen the integrated team approach to two stage open book, and has looked at ways to make key parts of pre-construction more collaborative for the whole team through the following:



David Chambers,  
Framework Manager, Mace

- Putting more rigour and transparency into the package procurement process with use of an SCF tracker, and individual package procurement sheets to collate key issues such as design, tender strategy and programme
- Option evaluation – a simple tool to aid the wider team to look at the broadest base of success criteria to objectively select key components in the project design stage. This will ensure that key design decisions have the full support of the whole integrated team.
- Risk and opportunity – SCF and predecessor frameworks have long had standard risk approaches, but implementation has been patchy. The group has reinvigorated the templates and suggested that all projects nominate a risk champion with accountability to ensure this critical aspect of two stage open book is delivered properly
- Last Planner – the group is keen to get the most out of collaborative planning and review of pre-construction activity. Last Planner is a well proven tool, and we intend to pilot it and to decide how best to deploy it more widely.

### Financial control

The group have reviewed the financial control documentation and processes and concluded there is a need to establish a culture within project teams to promote a much more robust implementation of the tools already available.

### Handover and Aftercare (H&A) working group

SCF have established an exciting new group working on H&A this has been populated by all of the framework contractors and have been looking at a range of areas including:

- Planning of the H&A
- Achieving nil defects
- Ongoing contractor support
- Training
- Follow up and effective defects reporting processes to minimise impacts.

The output of this work in the next couple of months is to produce a 'SCF Handover & Aftercare Promise' which will set a minimum standard for all contractors to deliver. The aim is to set a good standard of H&A for all SCF clients.

## Get the best value school space

SCF, together with 11 framework contractors, have launched a revolutionary “off the shelf” optimised primary school extension product, in response to the challenge of the rising demand for school places.

This is a proven product, having been built in widely varying locations from a National Park to city centre, improving its adaptability. All of the schools work really well and both the class space primary school extension and the secondary school are priced, optimised solutions available now.

Benefits of this unique produce include:

- **Great quality primary school space**
- **Pre-designed to meet all relevant statutory requirements**
- **Off the shelf designs saving design fees**
- **Build costs 10% - 15% less than national average**
- **Efficient running costs**

To find out more about this revolutionary product, please use the following links:

#### Brochure:

<http://www.southernconstructionframework.org.uk/docs/SCF%20Optimised%20School%20Brochure2015%20low%20res.pdf>

#### Class Space Video Testimonial:

[https://www.youtube.com/watch?v=sKwDVkt\\_T9E](https://www.youtube.com/watch?v=sKwDVkt_T9E)

“ The Southern, South West and iESE Construction frameworks have delivered over **230** Primary school projects worth over **£1bn**, so have vast experience in this sector. ”







## Nearly £200m construction work procured already!

The South West Lot 1 is now live. Nearly £200m of construction work is being procured across all 3 lots. This includes projects from a range of sectors including regeneration, education, and civic offices. There has been widespread client engagement across the SCF region which has identified a further potential pipeline of over £200m of construction work to be procured within the first year of operation of the framework.

There is plenty of capacity in the framework for public authorities. The earlier the framework is engaged with your project, the better the results for you.

Please contact the Management team for more information:

E: [info@southernconstructionframework.org.uk](mailto:info@southernconstructionframework.org.uk)  
T: 01962 845942  
W: [southernconstructionframework.org.uk](http://southernconstructionframework.org.uk)

## Added value from industry leading suppliers – SAVE scheme

The “Strategic Alliance for Value and Efficiency” (SAVE) scheme is an integral part of SCF, providing an integrated supply chain offering.

The SAVE scheme covers the eleven most common packages of works procured by the framework contractors. Twenty two key suppliers have agreed additional discounts for SCF projects. In addition to these pre-agreed discounts the suppliers will also offer free early engagement advice which will ultimately provide clients with optimised design and more affordable buildings.

### What are the benefits?

- SAVE supplier applies discount, after appointment therefore saving the client money
- SAVE supplier provides free, early engagement advice therefore ensuring an optimised building design
- Through better designed buildings the client will get reduced life cycle and facilities management costs
- Visibility of discounts are clearly identified through open book tendering process
- Creates a positive environment that gives the greatest opportunity for the supply chain to influence design for better buildings



## Headteacher highly commends SCF – Tunstall Primary School

Galliford Try together with the SCF framework, are building our new school in Tunstall. It has taken many years to get to this position because of a few residents who are opposed to having a new school built here. I know it can be difficult on site sometimes but I wanted to let you know how impressed I am with your team.

Peter, the site manager and Nathan, the project manager, could not have been more professional and helpful. They have gone out of their way to make myself, the staff, governors and pupils feel part of the build.

They have arranged tours of the building and answered my many questions with great patience! It appears to be a happy site with workmen always having a cheery hello whenever I have been down despite the unhelpful comments at times by others.

We are all very excited to see our new building taking shape and can't wait to move into what will be a stunning school.

Kate Hutchings, Headteacher, Tunstall Primary School, Tunstall in Kent

## What's new in the Procurement industry?

### Demand increases for construction professionals

<http://www.theconstructionindex.co.uk/news/view/demand-increases-for-construction-professionals>

Demand for permanent staff in the construction industry accelerated in September but it softened for temporary workers.

### The New Public Contracts regulations 2015

<http://www.legislation.gov.uk/uksi/2015/767/contents/made>

Parts of which come into force on the 18 April 2015, 1 October 2015 and 31 December 2015.

### Bank commits £1m to construction skills

<http://www.theconstructionindex.co.uk/news/view/lloyds-bank-commits-1m-to-construction-skills>

Lloyds Banking Group has allocated an initial £1m to a new construction skills fund for training in London

### New campaign launched to meet construction's skills challenge

The construction industry is today launching 'Go Construct', a new campaign to encourage people to consider a career in construction in an effort to fill more than 220,000 new jobs



# Supporting Skills, localism & sustainability



## The new recruits are in!

The first cohort 38 site technician apprentices have been recruited across the south of England via the CoTrain, Evolve, Trac and SWSA Shared Apprenticeship schemes. An additional 6 cohorts including trades and a minimum of 220 apprentices are expected to be recruited through the life of the SCF framework.

**38** site technician apprentices have been recruited already

“ SCF is delivering real opportunities to young people to enter the construction industry by embedding the use of our shared apprenticeship schemes early into its procurement process. This has ensured that appropriate skills interventions are identified and made early in an area that does not lead to over-training. ”

Keith Watkins  
Account Services Manager  
CITB

For more information please visit: [southernconstructionframework.org.uk](http://southernconstructionframework.org.uk)



[cotrain.org.uk](http://cotrain.org.uk)



[evolveuk.org](http://evolveuk.org)



[tracweb.co.uk](http://tracweb.co.uk)



[swsharedapprenticeships.com](http://swsharedapprenticeships.com)

## SCF in collaboration with CITB



An Employment and Skills Strategy was incorporated within the SCF as a response to the predicted skills shortages likely to beset the industry. It places contractual obligations on SCF contractors to engage new Site Technician Apprentices via CITB Approved Shared Apprenticeship schemes. Employment and Skills outputs are also tested at project level via the Mini Competition selection process.

## Careers in Construction

Name: Michelle Eichenberger

Company:



Job Role: Framework Manager



### 1. How long have you been with ISG?

One year! I love it because it is a very pro-active company so if you have a good idea you can run with it and it moves at a fast pace.

### 2. When did you join the construction industry & describe your role at ISG?

I have followed a rather unconventional route! I trained as a professional musician and studied the flute and piano at Birmingham Conservatoire. However, my heart was never really in it and so I joined the Royal Air Force on 1 April 1991 to embark on a 16 year career, the majority of which was managing infrastructure. I had a variety of roles, facilities manager at RAF Marham, Regional Commander of the Eastern Region, requirements manager for Regional Prime Contracting and when I left in 2007 it seemed the most logical step to stay in the same field. I then joined Mott MacDonald where I became qualified as a lean practitioner. I thoroughly enjoyed my time there and was sad to leave but I also needed a new challenge and ISG offered me that opportunity. I am the framework manager for SCF, SEWSCAP and I also look after our defence sector. I love my role because it is so varied and I can use my past experience to hopefully make a difference in the way we deliver.

### 3. What do you bring to the SCF family and the way we can support our clients?

I have sat client side, design consultancy side and now construction which is of great benefit to our clients as above all, they want someone to understand where they are coming from and what is important to them. It is an exciting framework with some great examples of best practice and I am focussed on building relationships across the framework in order to realise even greater efficiencies.

### 4. What would you say to school leavers who have yet to decide what job/career to follow?

I would say "don't feel you have to decide now what you want to do with the rest of your life" I had no real idea what I wanted to do at the start as I would class myself as a 'Jack of All Trades'. I think young people are forced to make decisions too early really and I am quite fatalistic in this regard. I have met people who have had five year plans but I have never had a plan. But you must do whatever feels right for you. I've always allowed my performance at work to lead me to new opportunities, something that was always worked for me. The other piece of advice I would give is to 'never give up'. If you want something badly enough, do your utmost to achieve it.



# Events - Awards - Workshops



## Client centred commitments – Swindon

On 8 September in Swindon, Keir Construction framework manager Peter Everitt led a workshop with SCF principal construction framework directors and managers. The aim of this exercise was for all of the framework contractors to come up with a number of SCF client centred commitments, which are designed to help deliver even more successful handover and aftercare services.

By the end of the session all eleven of our principal contractors agreed to the following:

1. To agree with the client and end user a Handover and Aftercare Plan for the project setting out a minimum of 7 commitments.
2. That all supply chain partners will comply with the handover and aftercare plan.
3. Where ever possible, deliver a defect free project at handover and keep the client fully briefed on testing, commissioning and snags/defect resolution.
4. To deliver a training programme that will commence pre handover.
5. To provide all interactive key operation and maintenance manuals at the end of training sessions.
6. To provide refresher training after three handovers.
7. To provide a maintenance schedule for all plant and equipment.
8. For the site manager to remain on site for 2 to 4 weeks (minimum) post handover.
9. To give client access to a project specific 'on-line' defect recording system.
10. To assign a dedicated manager who will be accountable for remediating defects.



## Meet the Buyer Event - Yeovil

This event was a unique opportunity for the supply chain across the south west to engage with all ten contractors on LOT 1 of the Southern Construction Framework. The aim was to promote the Framework, highlighting potential projects and turnover, as well as creating a more robust supply chain by engaging with smaller companies who would normally be reluctant to work with major contractors. The event was a great success with over 100 attendees. At least 3 other events are planned, the next one being in Bristol on 27 January.



## PPC Consultation Conference - London



SCF and another 140 organisations have joined the PPC Consultation Group since drafts of the new PPC Alliance Contracts were released in July this year. Kings College London has thanked the framework for this remarkable personal commitment for which the ACA and ACE are very grateful. A huge task awaits King's College London in collating and capturing a wide range of detailed proposals.

The conference provided yet another important opportunity to debate views on the draft PPC Alliance Contracts and also explored, through keynote sessions and workshops, the issues that affect collaborative working in the construction industry today. Alex Chinn, Lead Officer, attended on behalf of SCF.



## Construction Excellence Cornwall club

The Construction Excellence Cornwall Club invited SCF to attend an event to discuss Cornwall and the Isle of Scilly's construction skills challenge. SCF know that the UK construction industry is facing a national construction skills shortage with a significant shortfall in competency and capacity, especially when clients are using one or two companies to deliver their projects. The Cornwall LEP is committed to invest over £1 billion into Cornwall's economy, along with other major developments and asked delegates, will the industry cope?

The framework emphasised how they could put into place practices and conventions which answers many of the issues currently faced by Cornwall. All public bodies and consultants who operate inside Cornwall and who have not used SCF and the Two Stage Open Book to procure their project through are invited to contact the framework - 01962 845942. They can find out how we are able to give a clients a greater predictability of project cost, time and quality performance through the early collaborative engagement with 11 principal contractors in the project design. The framework urges clients to move away from lowest price tendering and encourage collaborative arrangements which has driven out waste from the project process.

# Events - Awards - Workshops



## EBDOG 2015 Conference - Bristol

The Educational Building and Development Officers Group (EBDOG) provides an opportunity for building and development officers and SCF, normally working within the confines of their own Local Authority to discuss the impact of proposed changes and issues arising, meet in a different forum and share experience and knowledge.

The EBD OG National Conference is being held on the 6th November 2015, hosted by North Somerset Council. SCF will be supporting this event and will give us a perfect opportunity to keep public bodies up to date with how the framework are helping with strategies such as:

- School place planning
- Priority School Building programmes
- New school building designs
- Universal free school meals

“ SCF are proud to sponsor the EBD OG event, which brings together people nationally to discuss key issues and learn from each other. ”

Keith Heard  
Regional Programme Manager  
SCF



## Reap the benefits of the two stage open book workshops!

Southern Construction Framework have already delivered three workshops to discuss the benefits of two stage open book procurement and the way the framework can maximise this for clients and consultants in the southern region. This has provided an excellent opportunity to debate the government construction strategy new models of procurement with fellow professionals, adding to your team and individual's knowledge, skills and success.

The SCF team are planning more and are able to lead this discussion, because the framework has been developing the two stage open book approach for over 9 years, and has made the link between high performance and speed with the safe and value added delivery of public body procurement. The workshop can be counted as CPD training and is open to:

- ✓ Consultants with responsibility for managing building and programme projects.
- ✓ Public body leaders from legal, procurement and estate departments.
- ✓ Managers who would like to use the workshop content to take back to their organisations to develop or add to their in-house construction procurement strategy.
- ✓ By the end of this free workshop delegates will have 2 hours of CPD and a better understanding of 2 stage open book and know how consultants can achieve the best results
- ✓ Team Integration
- ✓ The early engagement of supply chains
- ✓ Integrated design and procurement
- ✓ Managed joint cost and risk

If you wish to find out more about the next workshop near you or would like to arrange a workshop at your office, please contact us today:



Contact us to book your place:  
E: [info@southernconstructionframework.org.uk](mailto:info@southernconstructionframework.org.uk)  
T: 01962 845942





## Framework project - 5 Pancras Square wins 3 British Construction Industry Awards

Kier won three awards for 5 Pancras Square, which is the Prime Minister's Better Public Building Award, they were up against all the public sector or grant funded projects such as schools, infrastructure etc.

Judges comments:

### Prime Minister's Better Public Building Award –

"This project demonstrates what a brave and educated client can achieve in delivering great public buildings."

### Health & Safety Award –

"Testament to the progress that the industry is making in creating a safer working environment."

### Best Practice Award –

"Rightly recognised as a landmark in public building and working culture."



## Framework contractor wins health and safety award!

Mace scoops Safety Award from British Safety Council following successful 5 star audit, which included a number projects, valued in excess of over £200m, delivered via the South East and London Framework. Mace are among a list of 2015 recipients for the prestigious Sword of Honour.

This award recognises the 'best of the best' and represents the pinnacle of achievement in the world of health and safety management.

The Central framework Management Team based at Winchester offices of Hampshire County Council:

SCF Team:

Tel: 01962 845942

Email: [info@southernconstructionframework.org.uk](mailto:info@southernconstructionframework.org.uk)



The Regional framework Management Teams for each lot are based as follows:

## Lot 1

Construction framework South West (CFSW) based at Devon County Council in Exeter:

Tel: 01392 382444

Email: [cfswadmin@devon.gov.uk](mailto:cfswadmin@devon.gov.uk)



## Lot 2

South East 7 (SE7) represented by Hampshire County Council in Winchester:

Tel: 01962 845942

Email: [scfadmin@hants.gov.uk](mailto:scfadmin@hants.gov.uk)



## Lot 3

London (LCP) based at offices of Haringey Council:

Tel: 0208 489 1073

Email: [LCP@haringey.gov.uk](mailto:LCP@haringey.gov.uk)





## Contact us:

For more information about how the framework could you with your construction plans, please contact the team.

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