

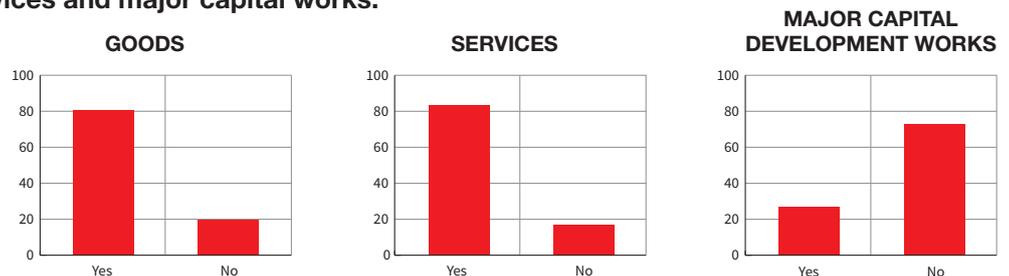
Capital works procurement: a collaborative approach

Sir Robert M^cAlpine was delighted to sponsor this year's Higher Education Procurement Association (HEPA) conference. The conference provided us with an opportunity to share our experience of a collaborative approach to the procurement of capital works through

the North Eastern Universities Purchasing Consortium (NEUPC) Major Work Framework. As part of our interactive presentation we conducted a live electronic survey with delegates to assess their attitude toward and experience of similar approaches.

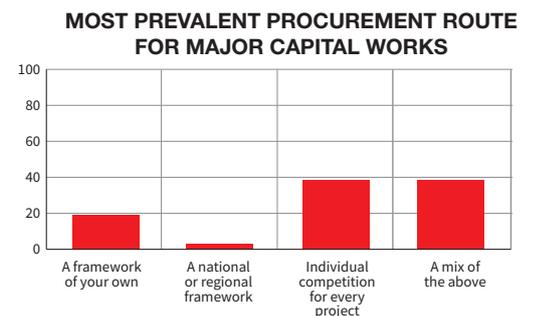
Towards the start of our session we asked whether delegates had ever collaborated with other institutions for the procurement of: goods, services and major capital works.

Perhaps unsurprisingly, the results showed that a collaborative approach to the procurement of capital works was the exception rather than the rule.



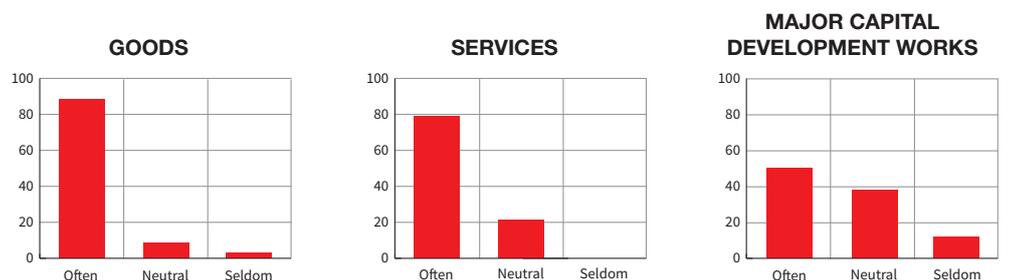
Probing further, we asked how institutions currently procure.

Our survey confirmed that individual competition is currently the most prevalent procurement route for major capital works schemes.



We also asked delegates how often they place repeat orders with suppliers for: goods, services and major capital works.

The results showed that delegates often place repeat orders when it comes to capital works, reaping the benefits that consistent teams bring.



Having shared the benefits of our experience of the collaborative procurement of capital works we asked whether delegates would now consider a similar approach.

The result was an eye-opening swing from the current state demonstrated by the response to the first question raised at the beginning of the session. It was clear delegates were persuaded that a collaborative approach to the procurement of capital works is worthy of serious consideration.

WOULD YOU CONSIDER COLLABORATIVE PROCUREMENT?

