

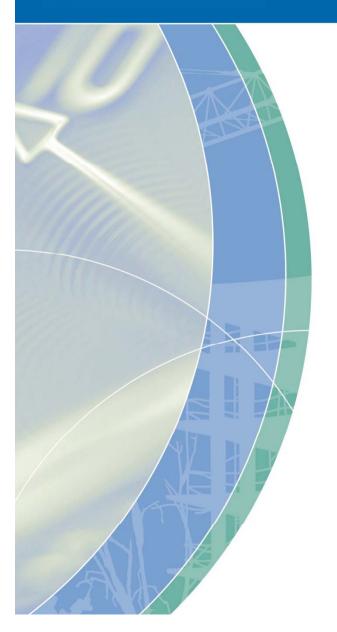
# APSE Advisory Group

Matt Kearsley





# Agenda



- Introduction
- Service developments
- How we can help
- Case Studies
- Summary



### **Mutual Benefits**

## Buyer

Large Supplier Database

Ease of Assessment

**Qualified Data** 

Savings at PQQ stage



# **Supplier**

Lots of Buyers

Ease of Qualifying

**Opportunities** 

Savings at PQQ stage





Main application

# Health and Safety

**Equalities** 

**Environmental** 





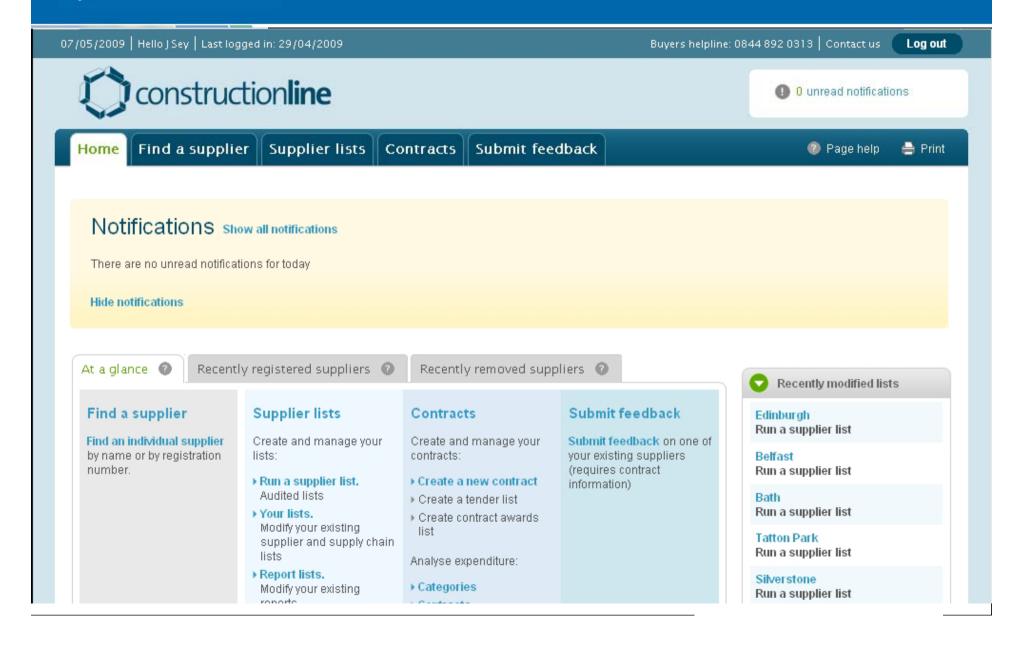




"Purchasers.. should consider using Constructionline as a tool to source suitable suppliers."



#### Constructionline 4.0





# constructionline Enhanced SME Support

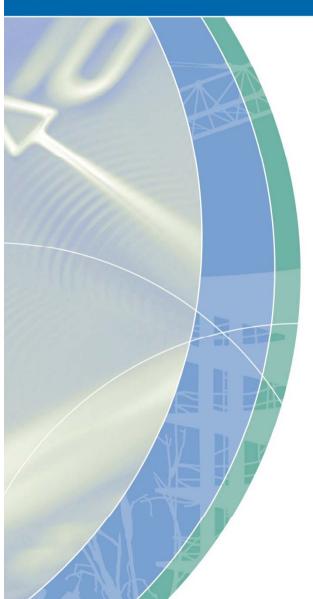
- Free Opportunities **Notice Board**
- Website
- Registration
- Face to Face
- Meet The Buyer



50+% of database is small companies turnover of < £1m

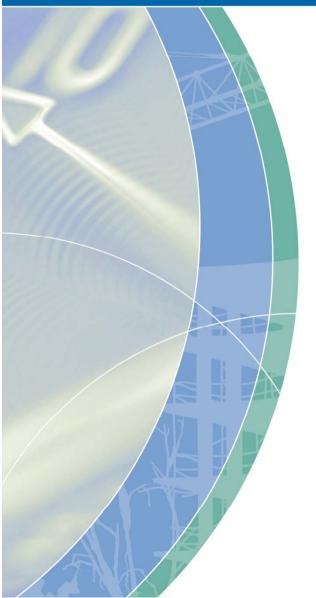


# Areas Of Efficiency



- Individual Tendering (Wirral)
- Maintaining Approved List (Wigan)
- OJEU Advertising (Various)
- Frameworks (Stockport)
- Contract Management (Gwynedd)
- Performance Management (Gwynedd)





- No conflict with EU Legislation
- Proven methodology
- Efficiencies gained early
- Focus on local & contract issues

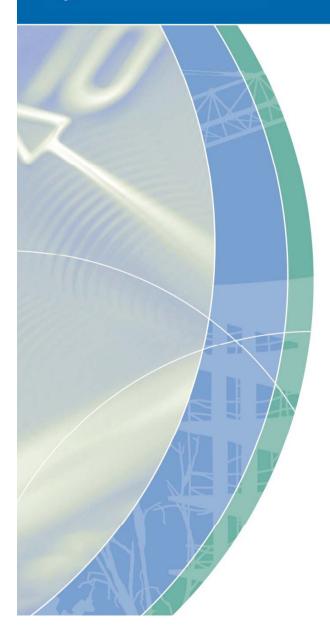


#### Sefton Council

- Individual contract OJEU Notice
- Early contractor involvement required
- Financial assessment already completed
- Minimum standards enforced
- Technical PQQ to be completed and scored



# Stockport Council



- Framework OJEU Notice
- Categories listed in notice
- Ongoing management of partners
- Visibility of supply chain



#### CONSTRUCTION SERVICE NO NO NET VICTOR SERVICE NO NET VICTOR SERVICE NO NET VICTOR SERVICE NO NET VICTOR SERVICE SE

- £500K £10m+ Framework
- Categories listed with no financial constraints
- Constructionline number not mandated
- PQQ to be completed and scored
- 140 PQQ's completed
- 128 had Constructionline registration



#### Where to start?

How do you tender?

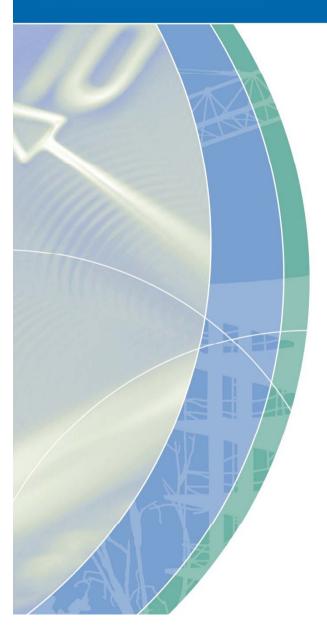
What qualification is undertaken?

Advertising?

Monitoring of local supply chain?



# Summary



What we do and how we do it

Developing Constructionline

Where we can help

Case studies



#### In Conclusion

"Constructionline has continued to play a vital role in improving and simplifying the PQQ process...Constructionline continues to provide a critical business improvement tool."

Sir Michael Latham April 2009

"Constructionline is proving through continuous growth and development of new initiatives that they are uniquely positioned to help all sectors meet the challenges facing the construction industry."

**BERR** 

