



CONSORTIUM  
PROCUREMENT  
CONSTRUCTION



2020/2021  
ANNUAL REVIEW

A partnership between



Trusted procurement for  
better buildings and homes



**NORTHERN  
HOUSING  
CONSORTIUM**  
VOICE OF THE NORTH

## ROUND-UP OF THE YEAR 2020/2021

“The coronavirus pandemic has emphasised the relevance of some of CPC’s key activities and concentrated our minds on how we work together in a collaborative manner to accelerate the pace of change in our industry, delivering real and sustainable social value for our local communities.

I’ve worked for CPC for just over 18 months and I’m sensing a real momentum in the North of England around levelling up standards and finding innovative ways to tackle carbon reduction and housing challenges, decent standard homes and climate change is a top priority for social landlords.”



GARY CAWLEY  
DIRECTOR



“LHC’s Energy Efficiency framework has been one of the most frequently used by CPC clients over the last 12 months, this is the eighth edition which includes a host of new technology offerings including heat pumps, battery storage and electric vehicle charging.

Building new homes is a challenge, our NH2 framework for Offsite Construction of New Homes and OP11 Offsite Project Integrator framework has prompted plenty of open and honest conversation and I expect our region will play a leading role to shape the future around standardisation and encourage aggregation that will deliver economies of scale.

At CPC 2021 fills us with great optimism following a very challenging year, delivery of high quality cost effective building is important but more emphasis is rightly been given to how much social value we create, CPC has an ambition to make a positive impact on people’s lives, working with others to deliver homes, creating jobs, growing skills, supporting businesses, leaving a legacy. Construction isn’t just about bricks and mortar.”

We at CPC look forward to work with you to build better, build greener and build faster.



## PERFORMANCE 2020/2021

### OUR NUMBERS SO FAR...



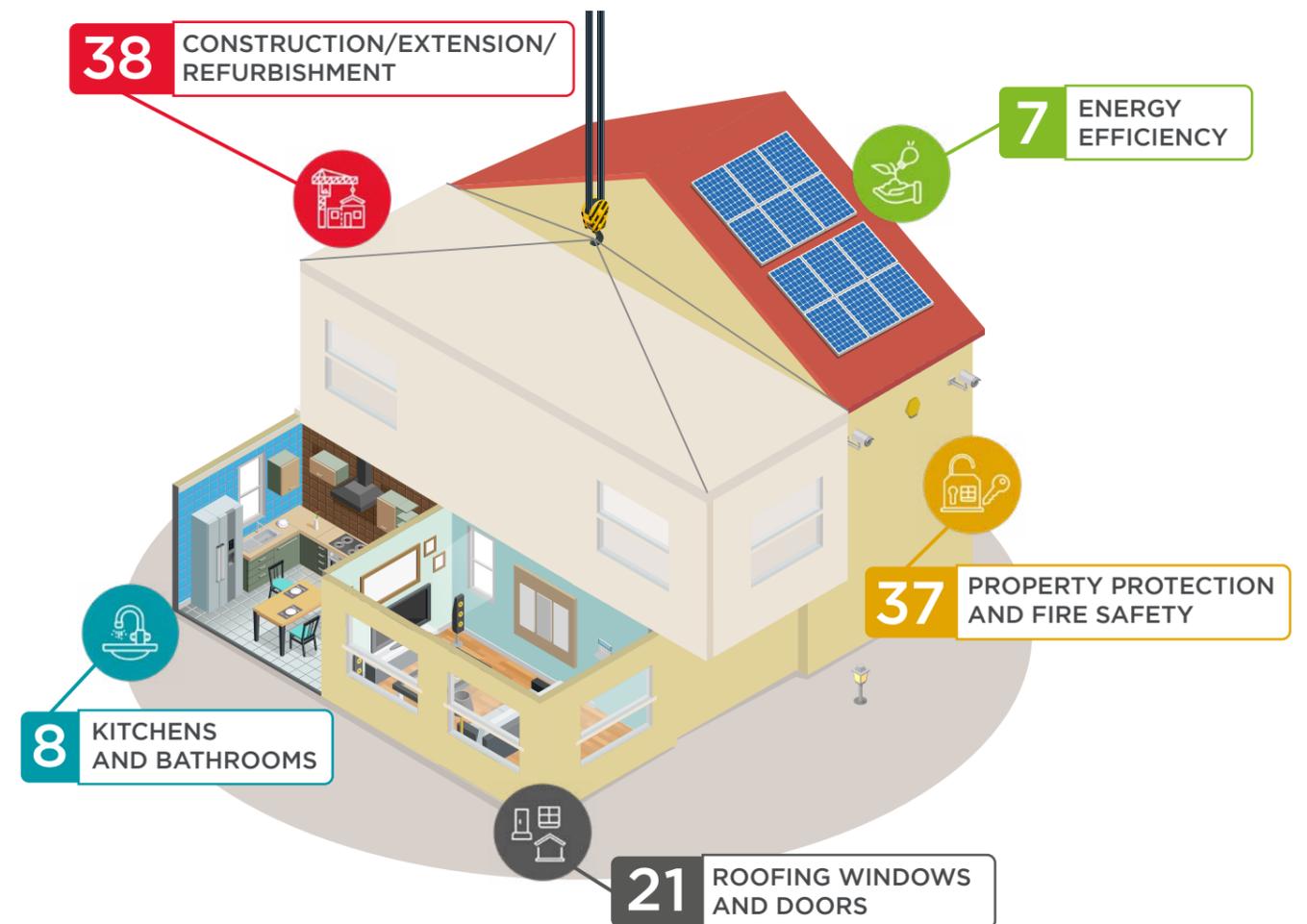
20 FRAMEWORKS (1 DPS)



132 LIVE PROJECTS



£23 MILLION PROJECT VALUE



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## PARTNERS 2020/2021

As part of CPC's end-of-year review, we're looking at how our unique partnerships have proven to be a real benefit to our clients and suppliers, and have played their part in helping them navigate the tricky world of procurement.

Gary Cawley, Director, CPC

### CPC is a unique organisation.

Born in 2019, we've grown out of a collaboration between framework provider LHC and the Northern Housing Consortium (NHC), existing to serve members of both organisations and the wider social housing sector across the North and the Midlands.



That means that our clients and suppliers get the best of both worlds when they work through us – the expert, technical knowledge of LHC, which has more than 50 years of procurement experience, and the local knowledge and understanding of NHC, which acts as the voice of the housing sector in the North.

Additionally, CPC is one of five regional LHC hubs, which means that we also benefit from working alongside our colleagues in the other four areas, generating a shared knowledge and understanding that improves our services and the client/supplier experience across the board.

Our frameworks align with those of LHC, which is focused on the fabric of a property, as well as new-build (including modern methods of construction) and retrofitting of existing buildings with energy efficiency measures and whole house refurbishments to improve building quality standards.

However, as part of NHC we also sit alongside its procurement arm, Consortium Procurement, which focuses on tenant services and compliance solutions designed to protect resident property. That means we can always ensure that both contracting authorities and suppliers find the right framework for what they need.

### Procurement made easy

Created through a partnership, the spirit of collaboration is at the heart of everything we do, and the benefits of this are no more keenly felt than by NHC members and our other clients, or potential clients, when seeking to procure through a framework, perhaps for the first time.

We're able to pool our expertise to guide and advise (when advice is needed) and we're always able to point people in the right direction.

For example, we consistently work alongside NHC and Consortium Procurement to share ideas about where we can support members and clients through the breadth of our combined frameworks; if CPC doesn't quite have what you're looking for, then chances are that Consortium Procurement will.

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## PARTNERS 2020/2021

Similarly for suppliers, our diverse range of frameworks means there are lots of options to get involved. Where CPC's frameworks are closed, for instance, we've been able to point potential suppliers to a Dynamic Purchasing System provided by Consortium Procurement.

And when developing new frameworks? Our wide reach of stakeholders on both contract and supplier side means that we're creating products that will cater for the exact needs of those we're here to serve, leading to a better, more efficient procurement process for housing providers, and a greater breadth of work available to suppliers.

### Looking to the future

Our collaborative working outlook doesn't stop at our existing partnerships.

Within just the past few weeks, CPC, along with NHC, has announced that we're to become key partners in NEECCo – the North East England Climate Coalition – which is seeking to make the region England's greenest.

Housing providers have a huge part to play in helping the country to become net zero by 2050 – it's estimated that over a third of greenhouse gas emissions come from the country's buildings, with most of those being domestic.

It's a heavy challenge, particularly in the face of the other pressing issues of having to provide new homes, and meet forthcoming safety standards.

But this is where NHC and CPC can help. We understand our members' needs, and provide procurement solutions to help them meet this – namely, our Energy Efficiency Measures and Associated Works (N8) and Energy Efficiency Consultancy Services (N8C) frameworks.

Now, we're aiming to bring some of this knowledge and expertise to bear as part of NEECCo.

Alongside its official launch, we have created a new partnership with business consultancy Prosper which aims to support the efficient and cost-effective delivery of the North East's retrofit ambitions, which is vital we are to meet our environmental goals.

We want to attract the key resources and supply chain needed to tackle the challenge, and we know that by working together, we can achieve that.



## PEOPLE 2020/2021



Left to right: Gary Cawley, Lisa Morris, Lisa Wood, Tony Maw, Adam Durrance, Julia Cooke, Adil Kotia

As we approach our first-ever end-of-year report, we're looking back on a completely bizarre and difficult year that none of us at CPC could ever have envisaged or prepared for when we started operations towards the end of 2019.

But we've got through it successfully thanks to our people. Here are some of their stories and key highlights.

### CPC's People - the foundation of our success

Gary Cawley, Director, CPC

When founding a new organisation, bringing a completely new team onboard is the most important aspect, so it has to be done right - to get the right people mix with the right skills, and make sure they are ready to hit the ground running.

The pandemic has made this a tricky task - some of our small team joined just as the first lockdown was announced, meaning they have had no time at all in the office, while others have been recruited in the midst of the stay-at-home decree and have never met their teammates face to face.

But from our longest-serving team member (Lisa Wood, who provides admin support and has been with us for 18 months) to our newest (Adam Durrance, client support manager for the Midlands, who has only been with us for three months but has settled in incredibly well!), all have been vital to CPC's success in establishing itself.

They've supported our clients and suppliers through some really fantastic projects, so here are just a few of the ways they've been able to do that despite a global pandemic.

## PEOPLE 2020/2021

### MMC and framework development

Amongst his key highlights, our technical support manager Tony Maw has listed two of our MMC-focused projects - the Boho 8 commercial development in Middlesbrough, and a four-home site in Sheffield's Parson Cross - on which he helped to nurture the relationship between the delivery partners, and foster understanding of the MMC process with the contracting authorities.



Parson Cross, Sheffield

"On the Boho development, the two local mayors have posted on LinkedIn saying that MMC is the future. Unless someone told you that these projects had been built using MMC you wouldn't know, so it just demonstrates the quality."

Tony, who has been undertaking CIOB Chartership (all from home) since the summer, has also been working on our frameworks' pre-tender engagement, something he's not done before in his career. That means he had to quickly get up to speed on the process, in order to become the conduit for the CPC team and potential clients and contractors as we shape new frameworks.

Pre-tender engagement involves organising, promoting and running webinars, some of which came in very quick succession over the past year. In the development of our forthcoming multi-disciplinary consultancy framework, we had more than 230 people register for our webinar, with around 140 attendees, and since then we've had more than 500 expressions of interest in joining the framework itself, thanks to Tony and the team's hard work.

Tony added: "We are also encouraging more SMEs to join our frameworks, including the multidisciplinary consultancy one. We held three separate webinars to coach SMEs on how to do tenders online, and they've all gone really well."

Tony said: "It's a real feeling of accomplishment when the value of the projects starts to be realised. On the Sheffield development, we had feedback form to say that, when they usually deliver development programmes within a council estate, they have complaints about the build, the noise etc.

But for this project they didn't have one complaint, as there was less noise, less mess, it was delivered within the target time scales, and the residents are really, really happy with the homes they are living in now.



Boho 8, Middlesbrough

## PEOPLE 2020/2021

### Helping Clients

Despite the lack of physical meetings our team has bedded in quickly, helping clients discover what CPC is all about and finding the right frameworks for them.

Our marketing and communications officer Adil Kotia, who joined us the week before the first lockdown was announced, has been adept at spreading the word and raising awareness of CPC, having: hosted **more than 20** webinars generating **more than 200 leads**; increased our following on LinkedIn by more than **700%**; **increased** web traffic, brand awareness and queries; and created an events and content planner to ensure continuous and consistent promotion.

Alongside this, our client-facing professionals have been working hard to ensure we're delivering the best service, with the right products for the right projects.

Lisa Morris, who's our client support manager for the North East, joined us just a week after the first lockdown was announced, and for most of the year covered the whole of our patch. So it's been a tough year for her in a role that would usually involve physically visiting lots of clients and potential clients, building relationships and helping them to select frameworks.



Lisa Morris

**Client Support Manager  
North East including:**

- Tees Valley and Durham
- Northumberland and Tyne & Wear
- Yorkshire and Northern Lincolnshire

However, she's coped admirably, and has brought a **massive 40 projects** on board since she started, across the range of our frameworks.

She said: "I've been working from home for the entire year and it has been hard at times, but really enjoyable with a steep learning curve - I've learnt a lot. I'm now really looking forward to meeting clients face-to-face, and developing my relationship with them."

Meanwhile one of our other client support managers, Julia Cooke, who joined us towards the end of last year and works across the North West, has held numerous meetings with new and potential clients, such as Liverpool Council and Warrington NHS, all remotely. This is creating a pipeline of potential projects for our suppliers worth many millions of pounds, in her part of our large patch alone.



Julia Cooke

**Client Support Manager  
North West including:**

- Cumbria and Greater Manchester
- Lancashire and Cheshire
- Merseyside

So while there's no hiding the fact that it has been, at times, a tremendously hard and stressful year, thanks to our brilliant team CPC is now well established, and is becoming the procurement partner of choice for many local authorities and housing providers across the North and Midlands.

Long may that continue.

## PROJECTS 2020/2021

### PARSON CROSS, SHEFFIELD 19 APRIL 2021

Helping a council successfully use Modern Methods of Construction to accelerate its house-building programme

CPC worked with Sheffield City Council to help them understand the process of modular construction, appointing specialists M-AR to a new housing project.

[FIND OUT MORE HERE](#)



### BOHO 8, MIDDLESBROUGH 23 MARCH 2021

Creating attractive, inspiring workspaces with Modern Methods of Construction through our MBI Framework

Boho 8 is the latest phase of Middlesbrough's Boho campus, the commercial quarter for the town's digital media, digital technology and creative sectors.

[FIND OUT MORE HERE](#)



### UNIVERSITY OF WARWICK 31 JANUARY 2020

Through CPC's Schools and Community Buildings (SCB2) framework, a new state-of-the-art Degree Apprentice Centre was built for students, which consisted of a three-storey building with an IT Teaching Lab, small amount of meeting rooms, nine teaching rooms, open plan break out area and a ground floor science lab.

[FIND OUT MORE HERE](#)



## PRODUCTS 2020/2021

CPC's OJEU compliant frameworks are free-to-use and can be used by local authorities, social landlords and other public sector bodies to procure works, products and services for the construction, refurbishment and maintenance of social housing and public buildings.

We currently offer over 20 frameworks including a DPS. Our frameworks cover a wide range of needs such as Energy Efficiency Measures & Associated Works (N8), Whole House Refurbishment (WH2), Schools & Community Buildings (SCB2) & Modular Buildings (MB2).

### Renewed frameworks - 2020 - 2021:

- > Windows and Doors - Aluminium (A7)
- > Whole House Refurbishment and Associated Works (WH2)
- > Whole House Refurbishment DPS
- > Energy Efficiency Measures & Associated Works (N8)
- > Energy Efficiency Consultancy (N8C)
- > Offsite Project Integrator (OPI1)

### Upcoming frameworks launching - 2021 - 2022:

- > Public Buildings (PB3)
- > Roofing and Associated Works (RS4)
- > Modular Buildings (MB2)
- > Communal Doors, Entrance Doors and Associated Products (C8)
- > Housing Construction (H2)
- > Multi-Disciplinary Consultancy (MDC)

### What is a Dynamic Purchasing System?

Gary Cawley, Director, CPC

"One of the most common questions we receive from social housing providers is how best can we use a Dynamic Purchasing System to encourage local suppliers to bid for our contracts?"

A Dynamic Purchasing System, or DPS for short, differs from a traditional framework, and can be very useful when public sector organisations are looking to deliver or call-off particular low-value works.

This approach is simple to use and complies with UK public sector procurement regulations and also works really well to support a diverse range of suppliers, including local SMEs, and to boost local economies.

It's important to know what it is and how it works, so you can decide whether it's right for you and your projects.

### What are the benefits of using a DPS?

For our social housing clients, a DPS provides a quick and compliant system for appointing providers for lower-value works that would otherwise mean a long procurement process.

With the five-day timeframe for supplier responses to expressions of interest, clients are guaranteed a quick turnaround, and the pre-approval process provides reassurance that all suppliers are qualified for the job. Suppliers are scored on both value and quality, providing an extra level of confidence for buyers, and there is a large range of options, giving choice and ensuring a good price.

As the DPS is always open to new suppliers it also means that, where there is a Section 20 consultation, leaseholder-nominated trades can apply to join and, if successful, will have an opportunity to bid for the work.

CPC is here to support social housing providers in the North of England and the Midlands, so if you think our Whole House Refurbishment DPS could be right for you, [click here to find out more](#).

## PRODUCTS 2020/2021

### How does a Dynamic Purchasing System work?

Pre-approval of suppliers means buyers can be confident that whoever they use will have the requisite qualifications, experience and financial standing to deliver the project. Suppliers are also assessed on quality as well as value when entering the DPS.



The DPS generally applies to minor building works up to the value of £500,000 per project (our WH2 Framework is available for anything of a value greater than this), and there are five categories of work: kitchens, bathrooms and associated works; landscaping; electrical works; painting and decoration; and multi-disciplinary (installation of whole-house internal and external works).

The process used by clients for calling-off work is very simple and quick-to-use, is as follows:

1. The CPC client accesses the DPS for their project, specifying the work that needs doing.
2. CPC searches for appointed companies that are in the right category of works, the right local area, and have the financial capability to undertake the project.
3. CPC will issue an expression of interest to these appointed companies, who then have five days to respond.
4. CPC will confirm the interested appointed companies and forward their details to the client.
5. The client will then issue the appointed companies an ITT (invitation to tender) for the project.
6. The appointed companies return the invitation to tender to the client.
7. The client will evaluate the invitations to tender, and issue an award to the successful appointed company, notifying CPC of its decision.

### How do Dynamic Purchasing Systems differ from other frameworks?

A DPS differs from a traditional framework in a few fundamental ways.



First, A **DPS has no maximum time limit on its length of term**, unlike a framework, which is usually set at four years.



Second, **clients can use their own terms and conditions, pricing and specification** through a DPS, as opposed to being tied to what is established as part of a traditional framework.



The third thing for contracting authorities to consider is that there is **no option for direct award of projects**; the only route to award is **through mini-competition**.

On the supplier side, entry onto a **DPS remains open for its lifetime**, meaning it can be **easier for SMEs to gain access to a DPS** rather than a traditional framework. There's also no limit to the number of suppliers that can join, which means CPC are always asking our clients to provide names of suppliers they would like us to set up on the DPS so they can easily call off as and when required.



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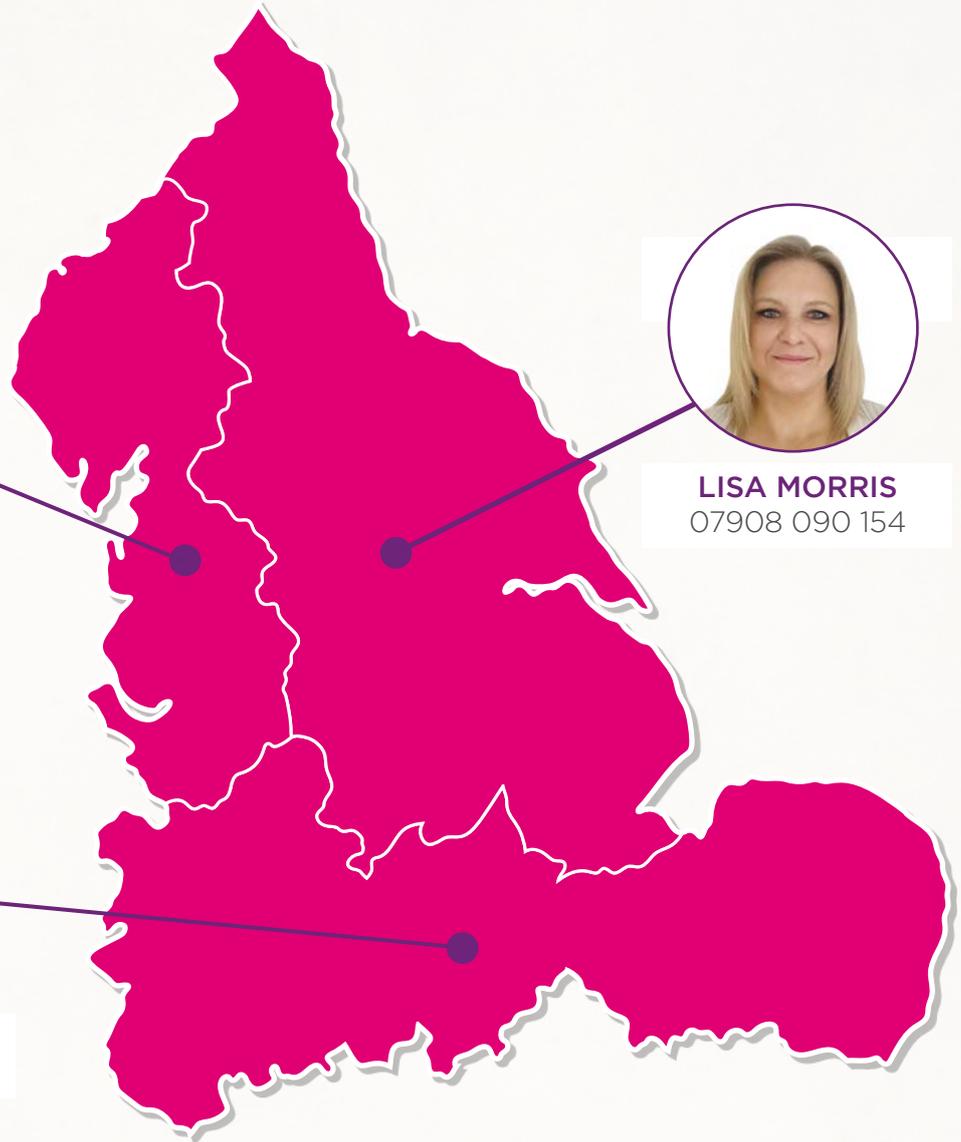
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