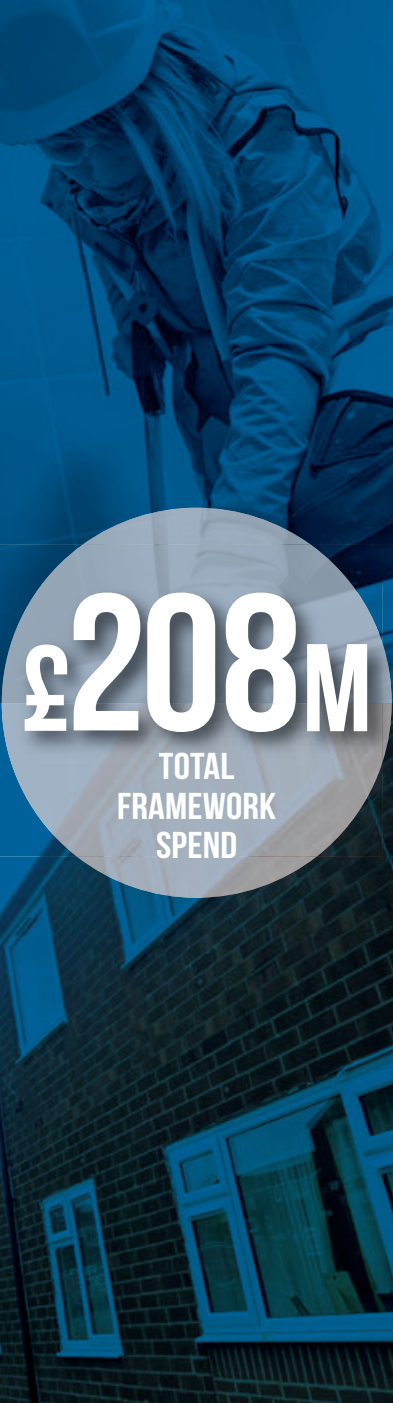


2024

v f m



£208M

TOTAL FRAMEWORK SPEND



£29M

TOTAL SAVINGS



744

PERMANENT EMPLOYMENT SECURED FOR LOCAL RESIDENTS

89% SUSTAINED

86% PRIORITY GROUPS



£663,900

CASH SUPPORT TO

50

COMMUNITY GROUPS

CURRENT FRAMEWORKS:

FIRE AND RISK MITIGATION  
GOODS AND MATERIALS

INSTALLATION AND REPAIR  
MERCHANTS

HEATING SERVICING AND REPAIR  
FLEET MANAGEMENT

LOW AND ZERO CARBON TECHNOLOGIES  
WASTE MANAGEMENT

RETROFIT PROGRAMME DELIVERY SERVICES

# 2023/24 - The calm after the storm

## Don't allow one off events to drive perception

Over the last few years we have seen prices rise across the board as commodities, export costs and wages increased. This was initially driven by high demand in several sectors but this demand has now reduced with the residential and new build markets significantly down. This has led to more stability in the housing refurbishment market with very few price increases being requested. There are some factors that are affecting supply, such as volatility in the shipping market and other isolated global activities, but these **one-off events** can be offset by the overall cost downs.

Certain refurbishment workstreams remain in high demand such as ventilation systems and certain renewable technologies. However, we have now seen price reductions in other workstreams such as windows and doors by suppliers interested in growing their market share. Some increases are still being requested but our supply chain is working with these suppliers to mitigate these for our customer base.

	2023 MARKET PRICE	2023 PP PRICE
KITCHEN	£8,000	£3,833
BATHROOM	£6,000	£2,422

## Procurement Act



**CLARE TETLOW**  
SENIOR PROCUREMENT  
MANAGER

This year has been a very busy year beginning with the procurement of our installation and repair framework agreement for customers in the Northwest and

Midlands region. There have been two new additions to our range of procurement solutions; the addition of a framework agreement for plant and tool hire and a dynamic purchasing system for a range of commercial retrofit works. Procurements are currently underway for the next iteration of our framework agreement for heating, servicing and repairs, and the expansion of our installation and repair framework to the Northeast and Yorkshire and Humberside regions.

Procure Plus are proud to be supporting housing associations across the Northwest by leading the Communities of Practice, a group that is designed to support and empower housing associations in the preparation and implementation of the Procurement Act 2023.

### How much change does the new legislation represent?

The Procurement Act 2023 is scheduled to come into effect on the 28th October 2024. From that date, all procurement that is covered by the legislation will be required to be carried out with regard for the objectives of the Act, which include **delivering value for money, maximising public benefit, sharing information** so that there is a greater understanding of procurement policies and decisions, **acting with integrity** and having a regard to the **barriers that SMEs face** when participating in procurement.

As housing associations vary in size, so does the size of the contracts that they procure and manage. The scale of the practical change that housing associations face, as a result of the new legislation, will in lots of ways be determined by their size and their procurement strategy, but the objectives of the Procurement Act will touch procurement of all sizes and complexities. From changes to

terminology and drafting, to the new freedoms to design procurement procedures to create innovation; to the proactive publication of information about the preparation of their procurement, through to the performance and cessation of contracts.

### You are not alone!

In addition to the publication of guidance and the first of the secondary pieces of legislation, the Cabinet Office have now launched the e-learning modules that will support procurement practitioners in their understanding of the legislation now, and in the months, and years to come.

The Communities of Practice has highlighted the breadth of experience and commitment to best practice procurement across the social housing sector in the Northwest. The group has highlighted the power of collaboration and shared experience in supporting preparation activities - demonstrating again that we are stronger when we work together.

# planned and reactive investment

## decent homes

With decent homes 2 on the horizon we have seen activity increase in this workstream. The future shape of the new standard is yet to be defined. However, we are increasingly finding landlords cannot wait for this and are awarding large scale contracts for elements such as kitchens and roofing. We are working with training providers across the country to ensure the skills are being created for these opportunities and that any gaps from upskilling for sustainable works streams are filled from our landlords estates.

	NUMBER OF PROPERTIES	UNIT COSTS 2023/24 BASE
Kitchens	2067	£3,833
Bathrooms	2396	£2,422
Heating	7022	£1,440
Roofing	1520	£6,210

## carbon savings

**5,366**  
**TONS**  
OF CARBON SAVED

### TECHNOLOGIES INSTALLED

Insulation measures	6,801
Heat pumps	1,536
PV and battery	2,119

### SPREAD OF WORKS



## reactive

NUMBER OF LINES PROCESSED  
**993,086**

NUMBER OF ITEMS CHECKED  
**9,959,632**

NUMBER OF CORE ITEMS CHECKED  
**2,076,126**

PRICE VALIDATION ADJUSTMENTS  
**£307,809**

NUMBER OF CORE CATALOGUES ITEMS MANAGED  
**23,275**



**IAN HALFORD**  
FRAMEWORK MANAGER

Our merchant framework activity has continued to grow. This year our system checked just under ten million transactions and our supply chain team managed core catalogues of over twenty three thousand items. Each time we have a new call off, we carry out an appraisal of service and costs to identify the typical savings that will be achieved by use of the framework:

TYPICAL OPTIONS APPRAISAL	CURRENT SPEND £1.2M THROUGH MAIN MERCHANT
Main merchant	£921,500
Electrical merchant	£160,000
Plant and tool hire	£40,000
Price validation	-£22,430
Management of core catalogue	-£33,645
	£1,065,425
<b>Typical saving</b>	<b>11.21%</b>

# social value performance 2023/24

## case study james

Whilst in prison, James first heard about the scaffolding pre-employment course through some previous people who had completed the course and were out working on licence.

James had never worked in scaffolding before and was keen to learn something new that would help him get an opportunity to start work. After completing the pre-employment scaffolding course he received his scaffolding labourer card. This gave James the chance to go out on site, so when the opportunity arose to go for an interview and work trial with Summit Scaffolding, he didn't hesitate.

James commented, "Since the day I started I have loved working at Summit. Kev and everyone I have worked with have really looked after me and made me feel welcome. It has made a huge difference to me to gain a scaffolding qualification that has enabled me to be site ready and move into an opportunity like the role I have at Summit Scaffolding.

From working in the yard and labouring several months ago, to being on site in Cammel Laird, Everton's new stadium, residential and commercial sites to the one I'm on now which is a new hospital that is being built, has been amazing. I see this as a new opportunity to start a career and I recently completed a Part 1 at Fulcrum Scaffolding Training & Safety and I'm hoping to do my Part 2 when I have gained enough experience. It just goes to show that if you work hard and put the effort in you can do well for yourself. The scaffolding course is brilliant, and I would recommend it to anyone."



**744**

people supported into employment during the year

**89%** of people stayed in work for at least 3 months

**86%** of people were from at least one of our customer's priority groups

**£663,900**

WAS COMMISSIONED BY RE:VISION/PP WITH 50 LOCAL COMMUNITY AND VOLUNTARY ORGANISATIONS ACROSS PP CLIENT NEIGHBOURHOODS

**409** employers have engaged and provided employment for candidates

**£779,972**

EXTERNAL FUNDING SECURED TO ENHANCE SOCIAL VALUE ACTIVITY

**492** people engaged on PP courses to support people from client areas into employment within the construction industry

## case study alison



We first started working with Alison at the end of 2022. She had attended one of the Bootcamp courses as she was long-term unemployed and was really keen to start a new career in construction. Alison fits a number of our priority groups. She had a background working in security but had never worked in construction before.

She started work with one of our construction employers in Feb 2023, but unfortunately this didn't work out as the manager of the company became poorly and had to close his business. Alison was very keen to stay in construction and wanted to get an apprenticeship, so we continued to support Alison through OSE (Onsite Experience) and were able to get her some site experience with a tier 1 contractor to further her career. We also provided her with some PPE (Personal Protective Equipment) and a toolkit.

In August 2023 she was interviewed by Jackson Jackson & Sons and offered a multi-skill apprenticeship which she is really enjoying and is progressing well.

Michael Burnside from Jackson Jackson commented, "Alison is a great member of staff, she is a hard worker and is progressing well both on site and at college doing her qualification"

Alison feedback, "I am enjoying the job, and I am about to finish my first year at college and have passed all of the modules".

# data



**CHRIS DYKE**  
DATA INTEGRATION LEAD

As with most sectors, housing providers are starting to look at the data they hold and how they can use it better to inform their asset management strategies. At Procure Plus, we now interact with more than a hundred housing associations and use these collective discussions to support individual organisations on their journey. The challenge has always been that landlords use various systems to collect and present data and have aspirations for these to integrate with external systems to produce one data set. We have found that full integration is expensive. It is not necessarily feasible due to the variety of systems used across the sector but as part of this investigation we have identified that the important elements, i.e the data, can be provided in the correct format at the correct time to produce the same output. If you would like a chat to discuss your requirements, I would be happy to set this up.

**7,478,809**

ITEMS TRANSACTED  
THROUGH SCHEMES PLUS  
IN 2023-24

**113**

CUSTOMERS

**518**

PROJECTS  
DELIVERED

Schemes  
Plus



"The level of data that is generated in Schemes Plus on the labour and materials we use is massively important to define our future direction and also ensure we take full advantage of the warranties we have paid for. We have used this transparency to align our specifications and ensure the value for money we are receiving is readily evidenced."

**RICK WINNARD**  
Asset Investment Manager  
irwell valley homes



"We have always valued the data available from Schemes Plus as it provides a level of detail that is not available in a traditional contract. However, to input this into our internal systems was always time consuming and resource intensive. With the help of Chris and team and the extensive reporting that is now available we have been able to streamline the process and now are really seeing the benefit of this data in our forward planning."

**ALEX HATFIELD**  
Finance Business Partner - Capital & Assets  
Mosscaire St Vincents Housing Group



# building safety

Since the Grenfell Tower tragedy we have been working with landlords to improve the safety of their customers homes. We have now procured the supply and installation of:

<b>37,634</b> ALARMS	<b>14,042</b> FIRE DOORS	<b>6,009</b> SPRINKLERS TO DWELLINGS
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This year we have also procured the completion of:

<b>1,304</b>	<b>FIRE RISK ASSESSMENTS</b>
<b>76</b>	<b>STRUCTURAL SURVEYS</b>
<b>152</b>	<b>BUILDING SAFETY CASES</b>
<b>29</b>	<b>EXTERNAL WALL ASSESSMENTS</b>

## Sprinklers at work

Landlords are being proactive to understand the construction and conditions of their buildings and carry out improvement works as a result. Since we started to procure and deliver the works, there have been **7 activations** of the sprinkler systems by fires and these have all **extinguished the fires**, keeping the **residents safe** and minimising damage to the property. We are now starting to work with landlords to install systems on medium to low rise.



"Sprinkler systems are designed to ensure the spray patterns have the optimum chance to extinguish any fires that might occur. The activations we have encountered on the Procure Plus contracts have all extinguished the fires and kept the residents and much of their property safe."

**KENNY WINSTANLEY**  
Senior Operations Manager, Argus Fire

