Guinness Partnership Awards
Three Compliance Contracts
Case Study
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Fusion21 member The Guinness Partnership carries out compliance servicing across its housing stock. As with many other organisations, safety is top of the agenda at the moment.

Guinness recently awarded three national contracts for compliance services - Asbestos Surveying, Asbestos Abatement and Water Safety. Contracts were awarded for three years, with an option to extend for a further two.

Fusion21’s team of technical specialists worked closely with The Guinness Partnership to produce bespoke specifications and pricing models that met their business requirements. Three further competitions were carried out which resulted in contracts being awarded to the following:

- Asbestos Surveying and Consultancy – to Pennington Choices
- Asbestos Abatement – to Aspect Contractors
- Water Safety – to Integrated Water Services

Dennis Viljoen, Procurement Manager at Guinness Partnership said: “Fusion21’s expertise was very helpful in producing a set of bespoke specifications for each of the services that we required. The support offered by Fusion21 throughout the procurement process ensured that we were able to procure a set of high-performing suppliers.

“We’re confident that our compliance offer is right for the business, and we’re continuing to maintain a strong position with these new contracts in place. These contracts will ensure that we continue to offer great homes – that are of a high level of quality, are safe and that people are proud to live in.”

Phil Woodhead, Framework Manager at Fusion21 added: “We understand that the area of compliance is a top priority for our members and we’re delighted that The Guinness Partnership has been able to continue managing several core areas of compliance, utilising just one Fusion21 framework.”