Public Procurement: How to Maximise Value for Money During Economic Uncertainty

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About Fusion21

National procurement organisation & social enterprise

OJEU compliant construction, property & built environment frameworks

Technical experts

400+ public sector members
Delivering social value through:
✓ Procurement
✓ Planning
✓ Consultancy
✓ Reducing reoffending

Tackling unemployment by supporting training & apprenticeships
What we’ll cover...

What is your strategy?

Do you have a plan?

How have you defined ‘value’?

How it works in practice

You have the tools!
What is your strategy?

Do you know what your key outcomes are during this period of economic uncertainty?
Do you have a plan?

Can you identify what needs to happen? Have you started to analyse the issues you face?
How have you defined ‘value’?

Can you identify what value looks like so you can understand how to manage it?
So, what's our strategy?

To ensure we continue to support our members with compliant, efficient procurement solutions that deliver value for money.
More than £177M savings for members

Social value of our projects stands at £68million

More than 4000 jobs created

Procured more than £855M in contracts
£31,032,219
Cost efficiencies secured

Social value through planning

313 beneficiaries

£5,028,606
of social impact (non-cashable) generated
Our Approach | Cost Management

What's our plan?

✓ Analyse risks
✓ Negotiate
✓ Develop mitigations
✓ Implement Changes
✓ Improve capability to manage change
Cost Management | In Practice

What's our approach?

✓ Are increment requests reflective?
✓ Average exchange rates post Brexit
✓ Review commodity prices
✓ Impact on the make up of materials

Knowledge to negotiate = Competitive advantage