

Transforming construction procurement

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Turner & Townsend

making the **difference**



Speaker profile

Alistair Robson

Project Director, Turner & Townsend

- 20+ years in the construction industry
- Natural resources and property
- United Kingdom, Europe, United States and Canada





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Construction procurement

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What do we mean by ‘construction procurement’?

- Getting construction projects and services out to and back from market
- Often transactional based (single project/programme)
- Periods of three weeks to multiple months
- Quality and cost based assessment
- Tender information varies depending on project and design status
- Often quite time constrained



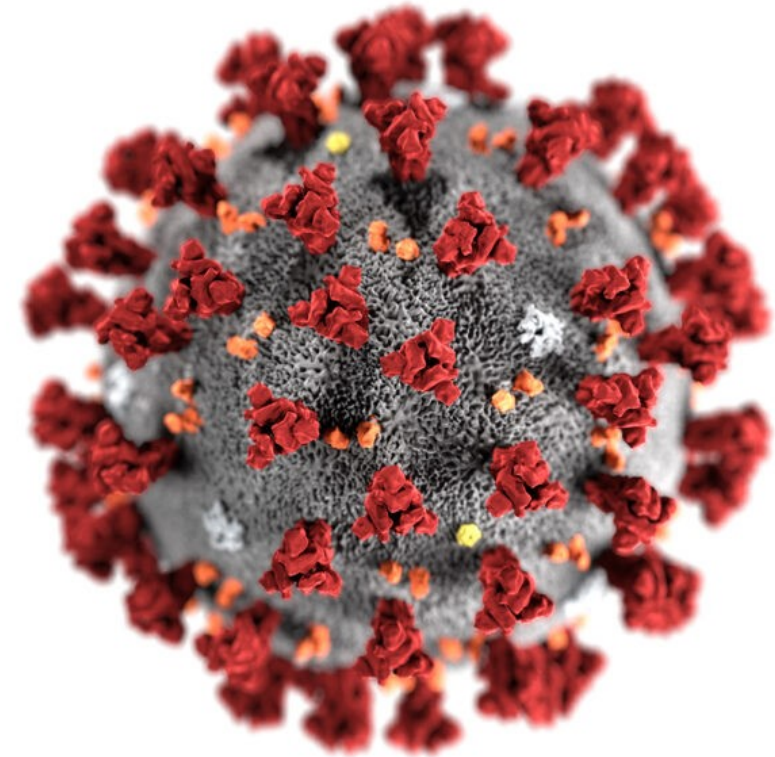
Construction procurement – old challenges

- Traditionally “manual”
- Mix of client portals, email systems and file transfers
- Large volumes of data to be communicated
- Changes during the procurement process
- Limited standardisation across industry
- Limited transparency for all parties
- Focus often on aesthetic quality of submissions



Construction procurement – new challenges

- Rapidly changing environment
- Remote working & lockdowns
- Uncertainty in the market
- Limited resources for clients and contractors
- Fast turnaround for key projects





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Our approach

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What needs to happen?

- Improve efficiency
- Increase transparency
- Consistent approach
- Improve outcomes & provide certainty
- Maximise potential for remote & flexible working
- Sustainable solution

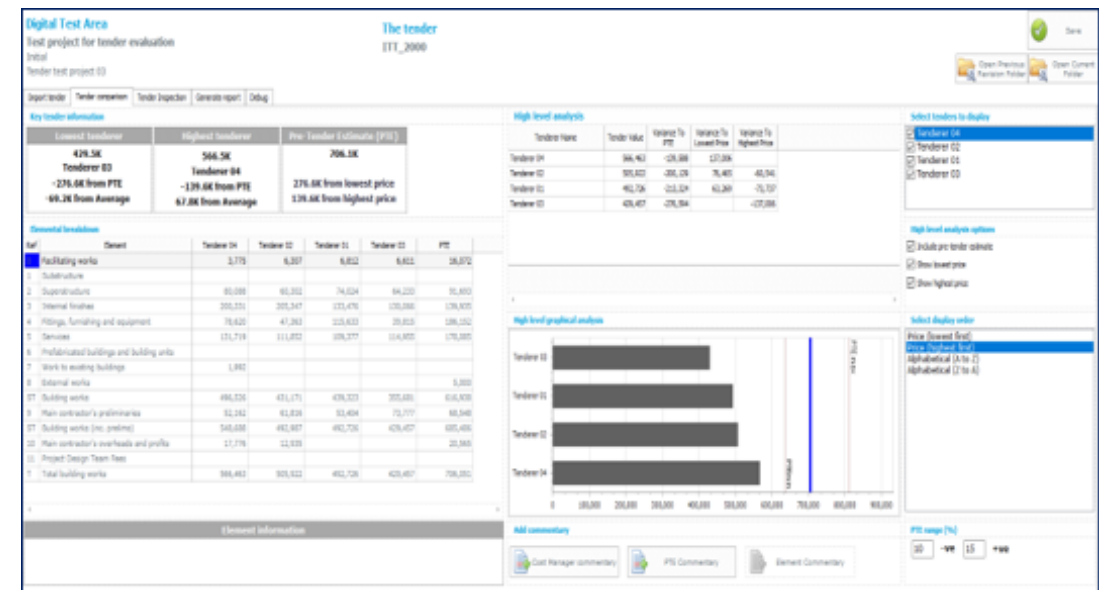


What we are trying to do?

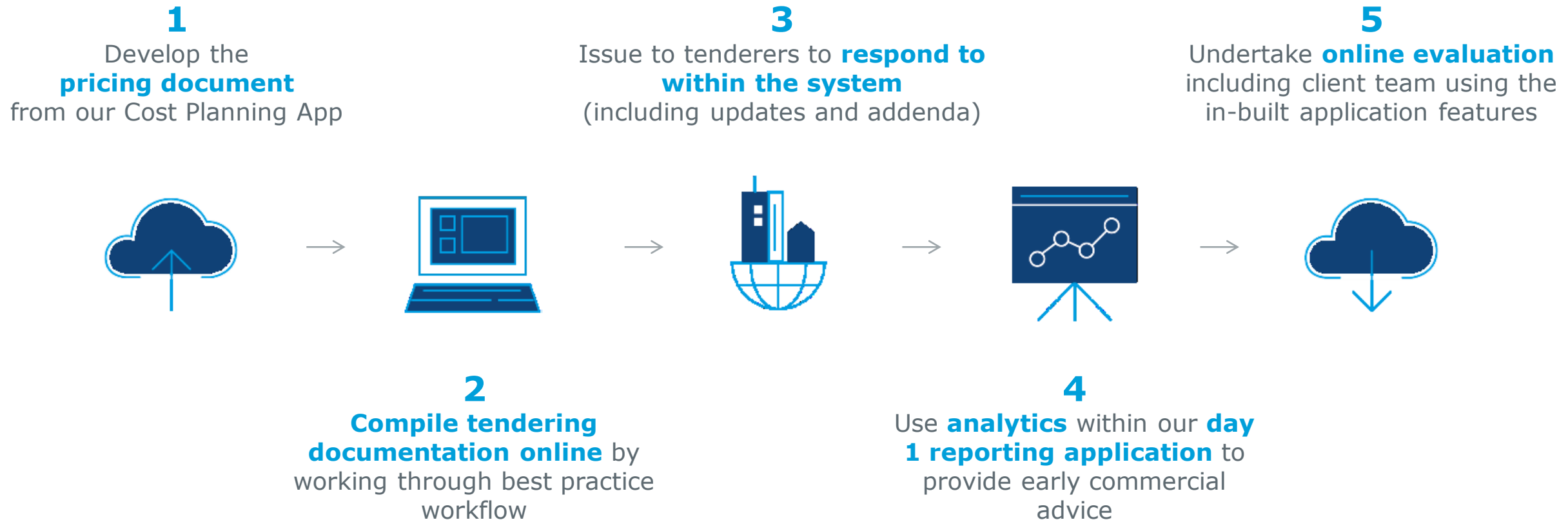


How are we doing this?

- Start simple
- Build on experience
- Fail fast and fix
- Continue to refine
- Extend to different approaches
- Bring the market with us

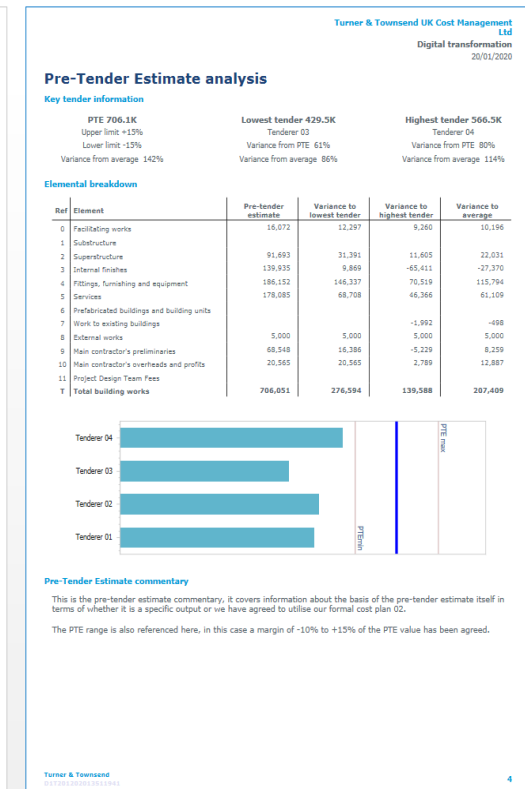
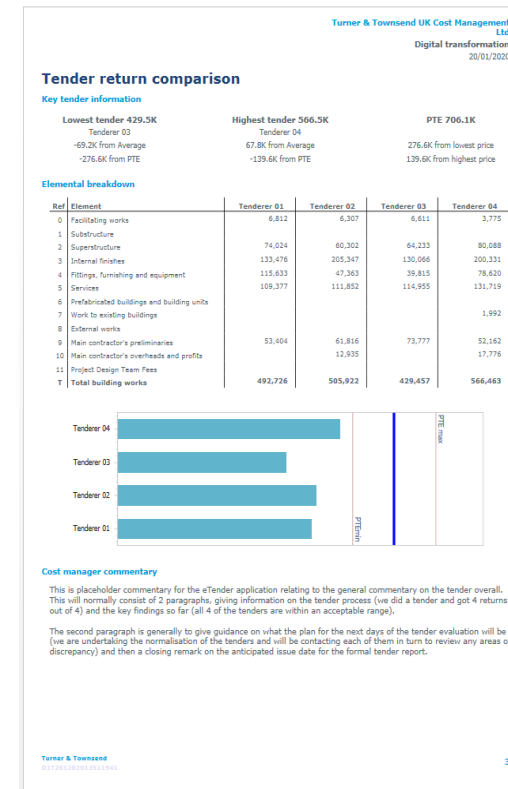


How are we doing this?



Where are we now?

- Mature but continuously evolving solution
- Consistent pricing solution with greater granularity and detail than before
- Greater transparency in bid process for all parties
- Single source of truth for documents and correspondence
- Improved assessment process and outputs
- Day 1 report application, developed by Turner & Townsend



Where are we now?

- Deployed in UK for real estate and pharmaceutical clients
- Offering support for services procurement and construction projects
- Starting global deployment
- Currently 60+ projects
- Estimated value +£500m
- Positive client feedback
- Contractor performance improving



Where do we want to be?





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Questions?

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Case study

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Case study – sports arena client

- Major construction/refurbishment
- Previous issues with price transparency
- Over 3,500 design related documents
- Tight tender period
- Multiple tender rounds



Case study – sports arena client

- Tender issued and returned on time
- Positive client feedback on level of transparency
- Initial price analysis in days, not weeks





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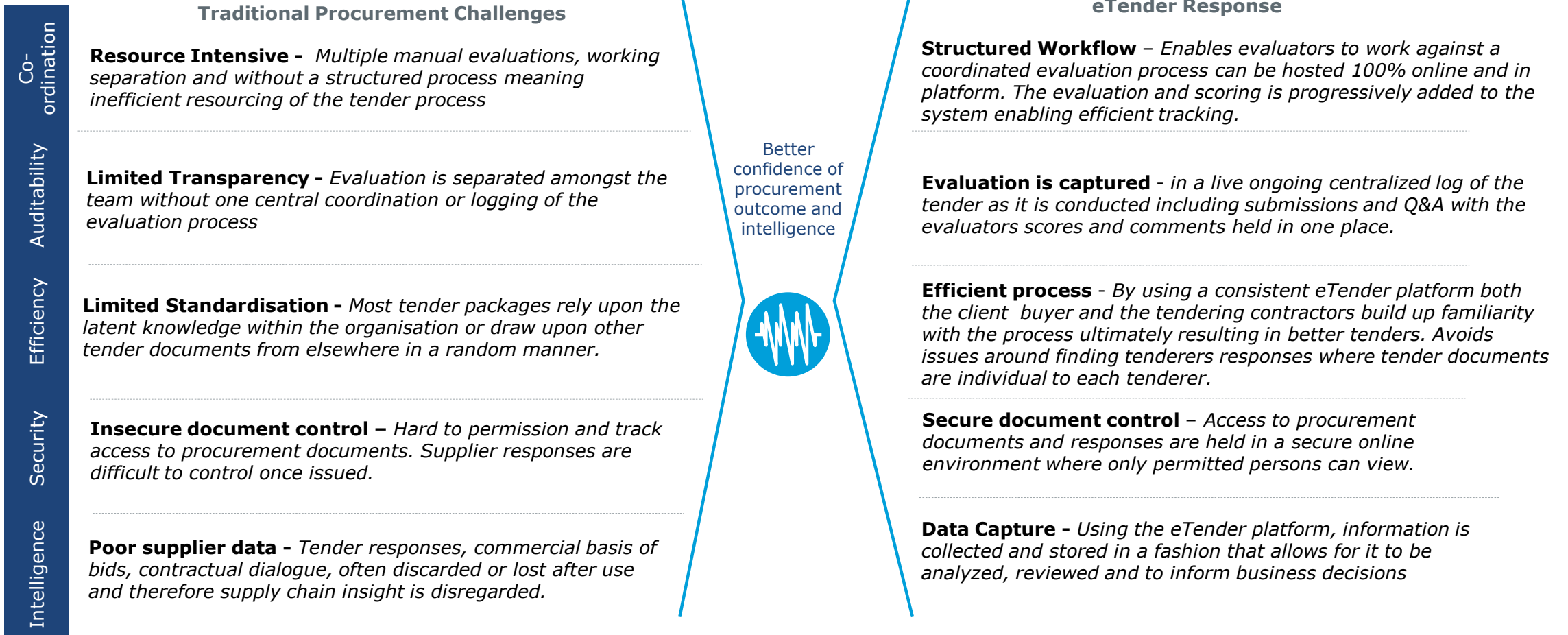
Support slides

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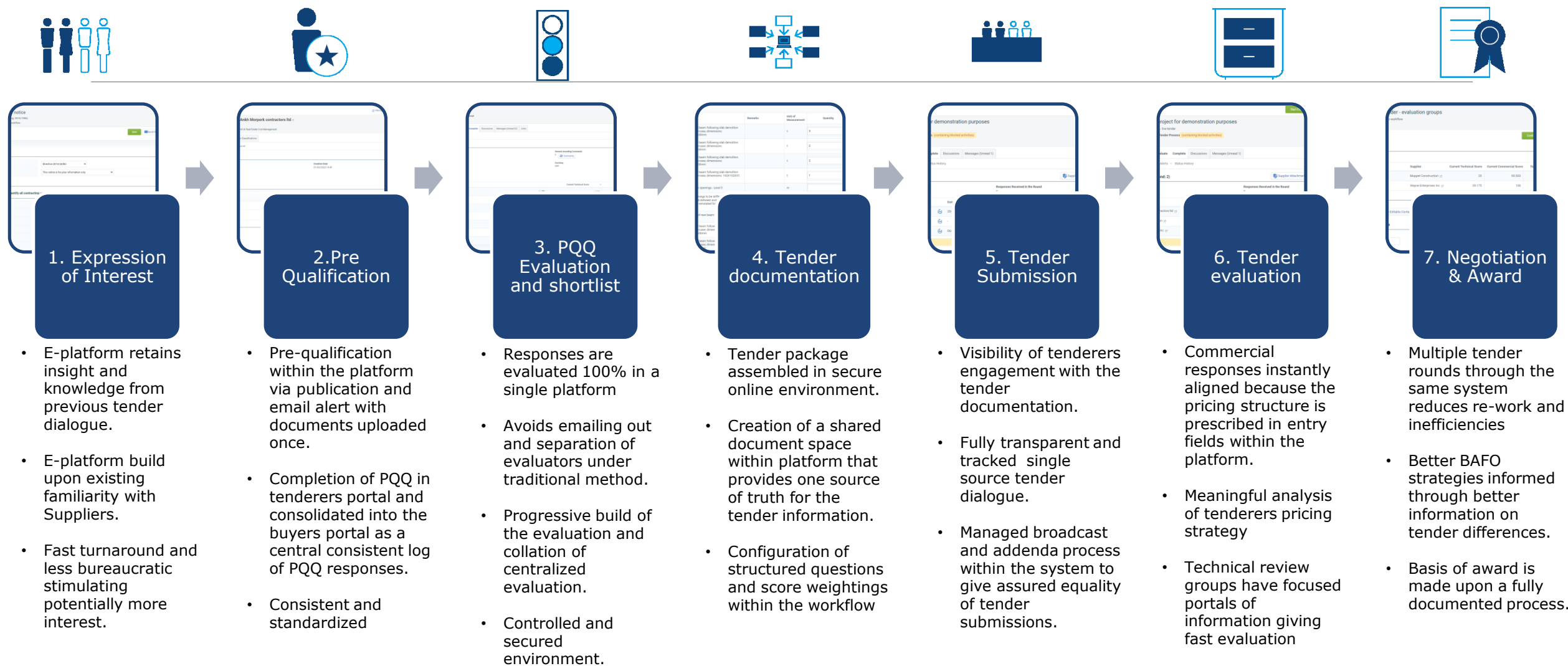
Our response to challenges



Our response to challenges



Tender Process – Traditional Tendering v e-Tendering



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