

Report to: **Housing Review Board**

Date of Meeting: 17 September 2020

Public Document: Yes

Exemption: None

Review date for release None



Subject: **Housing – Renewal of Advantage South West Subscription**

Purpose of report: Members to note the benefits of membership of Advantage South West and to support continuing membership of the organisation

Recommendation: **To continue paying the annual subscription to maintain the membership to Advantage South West**

Reason for recommendation: To maintain properties to a good standard whilst achieving good value for money.

To assist in achieving continuity of components and services across the Property & Asset service.

To assist in the ongoing training and upskilling of staff through regular product review workshops and CPD (Continuing Professional Development) events.

To provide a platform for networking with other Authorities and Housing providers across the South West

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Portfolio Holder: Portfolio Holder Sustainable Homes and Communities

Financial implications: The financial benefits of being a member of ASW are listed in the body of the report. The subscription amount is included within the current years budget.

Legal implications: To be completed by Legal.

Equalities impact: Low Impact

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Climate change: Low Impact

Risk: Low Risk

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Links to background information: .

Link to [Council Plan](#): Choose Priorities and delete what not appropriate.
Outstanding Place and Environment
Outstanding Homes and Communities
Outstanding Economic Growth, Productivity, and Prosperity

Outstanding Council and Council Services

Report in full

1. Advantage South West is a limited liability partnership owned by LiveWest, North Devon Homes, Ocean Housing Group and Yarlington Housing Group. Created in 2004, Advantage South West exists to improve homes and lives through collaboration and innovation.

Advantage South West carries out a range of activities including:

New Build:

- we have a range of standard house type designs
- we worked with Altair to develop an offsite new build solution for the South West

Procurement consortium:

- Active since 2008,
- Improves value for money for its Members in the products used in new build, planned and responsive maintenance.
- Saved its members over **£48m** in cashable savings and RPI avoidance.
- Arranges training sessions on technical and legal topics, usually free of charge

Credit Union Sustainability Partnership

- Launched in 2018
- Partnership with Westcountry Savings and Loans
- To provide residents with an alternative to high cost loans

Advantage South West has two permanent full time employees, Neil Biddiscombe (Procurement Manager) and Mark Dobner (Contracts Manager).

Martyn Gimber, Chief Executive of North Devon Homes, is the chairman of Advantage South West.

2. Membership:

Cornwall Rural Housing Association joined Advantage South West in 2019/20 so the number of Members increased to 15, owning around 130,000 properties:

- | | |
|--------------------------------------|-----------------------------------|
| • Coastline Housing | • LiveWest |
| • Cornwall Housing | • Ocean Housing |
| • Cornwall Rural Housing Association | • Plymouth Community Homes |
| • East Devon District Council | • Somerset West & Taunton Council |
| • Exeter City Council | • Teign Housing |
| • Homes in Sedgemoor | • Westward Housing |
| • Magna Housing Group | • Yarlington Housing |
| • North Devon Homes | |

With Yarlington Housing joining the Radian Group ASW is discussing the opportunities for the wider Radian Group of joining the procurement consortium in 2020/21.

3. Frameworks:

Frameworks are awarded on the recommendation of product groups. These product groups work on a participative basis. Product Groups are chaired by a senior manager from a

Member organisation. Each Member has a representative who is responsible for bringing that Member's requirements to the project, contributing to key stages in the process such as creating the specification, deciding how tenders will be assessed and assessing the tenders. Tenants also have played an important part in the process. It is essential to emphasise that without the input of the Member representatives and tenants the projects could not have been a success.

The Procurement Consortium Group, chaired by Tony Sharland (Teign Housing's Head of Asset Management and Development), directs and oversees the work of the Procurement Consortium. John Taylor and Vicki Farrow have represented East Devon District Council on the Procurement Consortium Group and this responsibility will now sit with the incoming Property and Asset Manager.

In 2019/20 Advantage South West ran full EU compliant projects to replace existing product frameworks for UPVC windows. It also awarded a new framework for merchant services (companies supplying building products, plumbing goods, electrical consumables and so on).

For a full list of Frameworks refer to Appendix A.

4. **Strategic Priorities:**

During 2019, through consultation with Members including at its consultation event in October, ASW identified strategic priorities to work with Members to deliver collaborative improvements to the sector in the South West in the following areas. These build on work ongoing as well as look to develop new areas of work.

Off-site manufacture of new homes:

Deliver a new build solution that will mitigate the expected reduction in construction industry capacity and predicted resultant cost increases whilst improving the quality, asset value, specification and lead-time to sustain delivery across the South West.

- Develop a framework and delivery model with members and OSM delivery partner to provide delivery of OSM units

Financial inclusion:

Develop and expand the Credit Union Sustainability Partnership with Westcountry Savings & Loans.

- Deliver KPI targets and household debt interest
- Deliver online services – web and app
- Deliver accounts targeted at social housing eg to help with universal credit

Develop SW Mutual Model to eventually provide Shared Ownership Mortgages and work closely with our communities to deliver the products that are needed on a not for profit basis.

Procurement Consortium:

Continue to deliver collaborative procurement of frameworks and supply chain management to help members deliver VFM and ensure continuity of quality and availability

- Provide procurement advice and support for members
- Facilitate expertise development through CPD and Legal Services updates

- Facilitate expertise sharing through working groups, good practice groups and forum
- Continually develop website access and resources available to members
- Procurement of identified property compliance frameworks

Energy efficiency and asset management strategy development:

Develop a more co-ordinated strategic approach to energy efficiency and planned maintenance in terms of compliance and regulatory requirements going forward to help us procure the labour and materials needed in a more co-ordinated way across ASW partners.

- Work together as partners to understand the impact of compliance works required and start to position our strategic asset management to help deliver this and secure efficiency and manage risk
- Develop Energiesprong and wrap around technology to help look at how we can improve the energy efficiency of existing stock and the materials or solutions that are viable
- Health, safety, energy and compliance standards we need to be aiming for within our stock
- Procurement of some the additional works that will need to be planned for into the future

Recruitment and skills:

Develop an approach to help the south west housing sector improve recruitment results more effectively and promote the sector

- Increase visibility of the housing sector to attract and retain skills
- Improve engagement with education establishments and sector trade bodies to help us recruit more effectively
- Develop options for using the apprenticeship levy more effectively across the sector
- Improve VFM in recruitment
- Deliver savings and efficiency on joint training and development.

5. Other Activity:

Property Compliance was a big area of collaboration in 2019/20, with the increased sharing of good practice in fire, asbestos, radon, legionella and gas activity. Other good practice groups looking at voids, fleet management, DLO activities continued to be active.

ASW jointly funded work with Parity Projects that saw a selection of Members participate in a project to review stock information, compare and reconcile SAP from different versions, and identify potential priorities for investment.

In consultation with Members, additions and amendments to the JCT's Measured Term Contract were commissioned from Stephens Scown and are available to Members to use.

The ASW website which was relaunched at the beginning of 2019/20 continues to be a useful source of information. In particular it has developed a central repository of Member policies and procedures that means that a range of approaches to issues is always available.

At the end of 2019/20 ASW launched additional functionality in the website, a database for companies to upload relevant insurance, certification and accreditation documentation. This is available to all members to use for their own supply chains and will remove significant amounts of duplication.

Though the planned conference 'Domestic Abuse: Making a Stand' which was scheduled for April 2020 was postponed due to the Coronavirus. It is rescheduled for September. The

accompanying video was produced and is being made available to all Members on YouTube at <https://www.advantagesouthwest.co.uk/safeguarding/>

6. Savings summary for East Devon District Council:

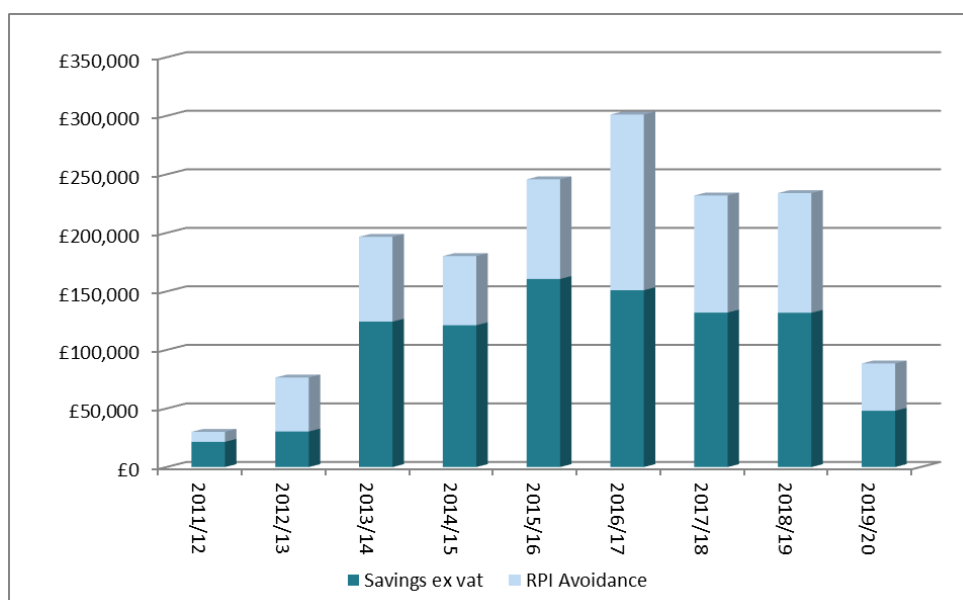
Whilst delivering savings through a range of frameworks is at the heart of our relationship with Advantage SW, we must not underestimate the benefits that our membership has brought in terms of access to the formal network of Members that provides valuable advice and guidance, as well as the specific procurement expertise that Advantage SW itself has.

The table below details the cashable savings (ex VAT) that have been generated for East Devon District Council and additional costs avoided due to framework price changes being lower than RPI.

Company	EDDC		
Row Labels	Sum of Spend	Sum of Total Savings	Sum of RPI Avoidance
Aids & Adaptations	£564	£625	£165
Air Source	£8,754	£5,836	£2,605
Bathrooms	£35,304	£8,728	£4,204
Boilers	£3,895	£0	£675
Consumer Units	£8,054	£1,421	£985
Controls	£164	£93	£35
Electric Heating	£3,793	£722	£433
Fans	£5,047	£2,839	£1,531
Flooring	£14,797	£3,488	£3,549
Kitchens	£73,910	£16,489	£19,698
Radiators	£3,121	£1,516	£995
Taps	£1,206	£579	£78
Asbestos Survey2	£0	£0	£0
Doors Supply2	£0	£0	£0
Grand Total	£214,537	£48,071	£40,425

Note that due to issues getting spend information due to supplier staff furloughing during the Coronavirus / Covid-19 outbreak these figures include a predicted amount of £557.

The graph below shows East Devon District Council's savings since 2010. In total we have saved **£920,855** with a further **£663,957** RPI avoidance.



7. 2020/21 Projects:

In 2020/21 Advantage South West will be re-tendering the following frameworks (subject to confirmation by the Procurement Consortium Group):

- Air source heat pump supply
- Asbestos surveys and works
- Fire risk assessments
- Fire prevention & protection
- Legionella risk assessments
- Legionella services
- Electrical testing & inspection
- Drainage clearance
- Tree surveys
- Cavity wall insulation extraction

It will be creating a new framework for:

- Fire Door inspection
- Internal fire door supply and installation

And new Dynamic Purchasing Systems for:

- Flat and pitched roofing repair and replacement

2020/21 will be affected not only by the ongoing Coronavirus/COVID-19 situation but also the end of the Brexit transition period on 31/12/2020. The short-term impact of COVID-19 is expected to be a reduction in productivity, particularly for on-site activity, due to safe-distance protocols. Factory based working is expected to be affected to a lesser extent, but the impact of these is expected to be a general upward pressure in cost base. Product availability, with one or two exceptions (eg plasterboard), is generally not an issue. How Brexit affects supply chains in 2021 will of course depend on the deal struck with the EU, but past experience is that suppliers will look to increase stock levels in the run up to the end of the transition period if there is uncertainty or no deal.

8. Summary:

Membership of Advantage South West continues to be beneficial for East Devon District Council. Through the efforts of all involved, Advantage South West delivers

- sharing of information and good practice
- access to procurement knowledge and technology
- value for money
- good products
- an increasing range of multi-supplier frameworks
- opportunities for resident involvement
- access to the wider strategic priorities of Advantage South West

As can be seen there are many services provided by Advantage South West and these could be used by Housing as whole rather than predominantly by Property & Asset which is currently the case.

EDDC already gets great value for their annual subscription but with more collaboration across the Housing team there more services available that could be tapped into and ultimately achieve even more benefit/value for our annual subscription.

9. Recommendation:

It is recommended that membership of the group continues for 2019/2020 at a cost of approx. £12,000.00 ex VAT. This amount has already been budgeted for within the Housing Revenue Account.

Appendix 1 – Frameworks and DPSs

Framework	Supplier
Aids & Adaptations	AKW
Air Source Heat Pumps	Daikin
Consumer Units	Hamilton
Extract Fans	AirTech
Bathroom Suites	Ideal Standard
Kitchen units	Premiere & Magnet
Heating valves	Myson
Positive Input Ventilation	AirTech
Radiators	Stelrad
Slip Resistant & Safety Flooring	Gerflor
Taps & showers (non-electric)	Vado
PVCu Windows	Wrekin Windows
GRP Doors Supply & Install	ProFit & Permadoor
GRP Doors Supply Only	Permadoor

Multi-supplier framework	Suppliers	
Asbestos Surveys with Westworks	Armstrong York	Environtec Limited
	Askams Compliance	Gully Howard
	ACE Asbestos Consultants	Kovia Ltd
	Casa Environmental Services	Life Environmental Services
	DMW Environmental Safety	Resource & Environmental Consultants Ltd

	Encompassed Limited	
Asbestos Removal with Westworks	AA Woods	Maylarch Environmental Ltd
	Asbestech Ltd	McHale Contracts
	Asbestos Business Contractor	Merryhill Envirotec Ltd
	Aspect Contracts Ltd	MSS Group Ltd
	Cablesheer Limited	OCS Environmental Services
	Ductclean (UK) Ltd	Shield Environmental Services
	Envirocall Limited	The Erith Group
	Kaefer C&D Ltd	
Fire Risk Assessments	Fal Fire Protection Ltd	Fire Safety First
	FCS-Live Ltd	Rand Associates Consultancy
Fire Prevention & Protection	Churches Fire Security Ltd	Firewatch South West Ltd
	Fal Fire Protection Ltd	
Legionella Risk Assessments	Churchill Contract Services	Integrated Water Services
	Eplus Global Ltd	Nemco Utilities
	Graham Facilities Management	Urban Environments Limited
Legionella Services	Aquatech Environmental	Integrated Water Services
	Churchil Contract Services	Interserve FS (UK) Ltd
	Eplus Global Ltd	
Lift & Hoist Maintenance	Caretech UK Ltd	Prism UK Medical Ltd
	Dolphin Lifts South West	Southern Care Systems Ltd
	Dolphin Lifts (Western)	Stannah Lift Services Ltd
	KS Stairlifts Ltd	
Legal Services	Bevan Brittan	Stephen Scown
	Capsticks	Tozers

	Clarke Willmott	Trowers & Hamlins
	Pennington Manches	
Electrical Testing & Inspection	DR Jones Yeovil Ltd	Lantei Ltd
	Dodd Group (Midlands) Ltd	Spectrum Property Care
	Emmdee Electrical Services Ltd	Westcountry Maintenance Services Ltd
Drainage Clearance	Metro Rod	Exjet Services
	Drainology	Clear-Flow
	Drainwizards 24/7	
Passenger lift service & repair	Triangle Lifts	Liftec Lifts
	Orona	Kone Plc
Tree surveys	ADAS UK	Tim Moya Associates
	Dartmoor Tree Surgeons	Treework Environmental
	Hi-Line Contractors	
Cavity Wall Insulation -Extraction	Cavitech	J&J Crump
Cavity Wall & Loft Insulation - Installation	J&J Crump	Low Carbon Exchange
Gas Heating Service & Repair	Liberty Group	Dodd Group (Midlands) Ltd
	Robert Heath Heating Limited	Sure Maintenance Ltd
Gas Heating Installation	British Gas t/a PH Jones	Liberty Group
	Dodd Group (Midlands) Ltd	Robert Heath Heating
	Engie Regeneration Ltd	
Heat Pump Servicing & Repair	AS Plumbing Heating Renewables Ltd	Heat Pump Servicing Ltd
	Blue Flame (Cornwall) Ltd	Low Carbon Exchange
Heat Pump Installation	AS Plumbing, Heating, Regeneration	Otter SW

	Engie Regeneration Ltd	South West M&E Services
	Gas Call Services	TSG Building Services
	L&D Group	
Merchant Services	Bradfords Building Supplies	
	City Electrical Factors	PHC
	City Plumbing	Rexel
	Edmundson Electrical	Travis Perkins
	Grafton Group	Wolseley
	Saint Gobain (Jewson)	
Passive Fire Protection	Acoustic Eco-Solve t/a GMC Projects	Harmony Fire Ltd
	Airfire Control Ltd	Ian Williams Ltd
	Allied Protection Limited	Ventro
	CLC Contractors	

Dynamic Purchasing Systems

Note that, unlike frameworks, companies can be added at any time to the DPS.

Framework	Suppliers	
Insurance	Aon	Imperio (<i>terrorism insurance only</i>)
	Arthur J Gallagher	Marsh
	JLT	Zurich
Grounds Maintenance (contracts over £50k)	Ground Control Ltd	KJT Group Ltd
	Glendale Countryside	UK Landscapes Ltd
	Countrywide Grounds Maintenance	English Landscapes Ltd
	Lee Parmenter Contractors Ltd	Sodexo Ltd

	G Burley & Sons Ltd	Plantscape Limited
	Prices Grounds & Tree Care (SW) Ltd	K Hill & Partners Ltd
	Volunteering Matters	Bawden Contracting Services Ltd
	Almeda Facilities Limited	Hooper Services (South West) Ltd
	Tree & Country Care Services	CSUK Ltd
Grounds Maintenance (contracts £50k & under)	Lowther Forestry Group	Wiltshire Weed Control
	ECT Widdicombe & Son	Arborcure Ltd
	Greenearth Groundskeeping	Custom Services UK Ltd
	Universal Tree Care	Thomas Hutchinson
	Gary's Gardens	Dean Elliott & Son Garden Care
	<i>Plus all companies listed for over £50k</i>	
Cleaning (contracts over £50k)	CORMAC	Norton Jones Group
	A Cleaner Generation	Regent Office Care Ltd
	Norse Commercial Services Ltd	Target Commercial Services Ltd
	Bowdens Cleaning Services	Tralin Cleaning Services Ltd
	Almeda Facilities Limited	
Cleaning (contracts £50k & under)	Kingdom Services Group Limited	Nu-look Ltd
	Central Facilities Group Ltd	Gleem Cleaning
	Barton Executive Valeting	Superclean
	<i>Plus all companies listed for over £50k</i>	
Window cleaning (contracts over £50k)	Complete Cleaning Services (SW) Ltd	A Cleaner Generation
	Bowdens Cleaning Services	Clearstone Solutions Ltd
	Drainwizards 24/7	Spectrum Property Care

	HJ Gough & Co Ltd	C&M Services
	Tralin Cleaning Services	MyHome
Window cleaning (contracts £50k & under)	B&D Cleaning Services	S Philips Window Cleaning Company
	Barton Executive Valeting	R Clean
	Hilo Window Cleaning	Clean to Gleam
	Global House	WindowPayne Ltd
	<i>Plus all companies listed for over £50k</i>	
Waste Services	Biffa Waste Services Ltd	Viridor Waste Management
	Suez Recycling & Recovery UK Ltd	Coastal Waste Recycling
	SSR Waste Ltd	Network Waste