

Client Provider Collaboration



Cornwall Council demonstrate client provider collaboration:

‘Cornwall Council and EnterpriseMouchel integrated their services to deliver the Highways Agency Area 1 Contract’

Name of Alliance/Authority/Client	Cornwall Council (CORMAC Contracting) and EnterpriseMouchel
Project Description	The overarching vision was to secure the Area 1 contract by making the best offer through a collaborative approach and then to make the best use of the combined resources with a view to reducing cost even further by driving innovation in delivering the service.
Outcomes and benefits	<p>There was a high degree of mutual dependency between us and as a result of our long standing relationship we understood what each other had to do to maximise the benefits of our collaboration. Both parties stood to gain from a wider reputational perspective by maintaining their relationship and continuing to work together. Additional benefits include:</p> <p>CORMAC:</p> <ul style="list-style-type: none"> • Increased turnover. • Education – the knowledge that they needed to increase their commercial awareness. • Visibility on the network – to enhance their reputation in Cornwall Council. <p>For EnterpriseMouchel (EM):</p> <ul style="list-style-type: none"> • Retained business – Re-securing Area 1. • A presence in Cornwall including use of depots and other facilities that would enable it to reduce their prices and provide a resilient solution in their tender submission. • Resilience in fuel and the provision of salt. • Dealing with “on-network” emergencies and closures.
Contact Name	Arthur Hooper and James Haluch
Authority/Provider	EnterpriseMouchel/Cormac
Topic Area	Supply chain review
Work Email	ahoop@cornwallcouncil.gov.uk james.haluch@enterprisemouchel.com

Disclaimer: When considering all HMEP case studies, please remember that whilst the initiative described was beneficial in this case, it may not be suitable in every situation.

About HMEP

- **HMEP exists to help transform and improve the condition of our roads and highways for every local community.**
- **HMEP is results driven;** from potholes to procurement; labour and plant costs to shared services; contracting to supply chain reviews, HMEP’s tools and resources can help.

Context

- Managing local highways is now a **critical challenge** for local authorities who **are in the spotlight and feel concerned about the future of their** single biggest asset: **local roads**.
- They know that maintaining **their highways, with less money**, is a key priority; and that this has been intensified following the bad weather and **continued demand and scrutiny** from the public and business leaders.
- Doing **more with less** and finding **new ways of resourcing and working** has never been more important, or needed.
- Balancing **longer-term**, strategic planning while **keeping our local roads safe and serviceable** is a critical challenge.
- The Highways Maintenance Efficiency Programme (HMEP) can help you to **plan and deliver greater efficiencies** so that local highways **funding can be fully maximised and go further**.

Get involved with, and contact HMEP:

- Send an **enquiry form** or go to the HMEP website by clicking [here](#)
- Sign up for HMEP email updates or ask the HMEP advocate or elected member in your area to contact you. Send an email to highwaysefficiency@dft.qsi.gov.uk