

Client Provider Collaboration



Dorset County Council demonstrate client provider collaboration:

‘Dorset County Council reviewed their supply chain to deliver savings’

Name of Alliance/Authority/Client	Dorset County Council and Hanson Contracting
Project Description	<p>In 2002 the Client undertook an exercise to select a strategic partner to work alongside its own direct labour organisation to deliver the highways maintenance programme.</p> <p>The contract remained under the spotlight throughout its term as it was a ‘Government Pathfinder’ which meant it was subject to numerous audits and external reviews. The Client wanted to use the contract as a springboard into a new procurement, in order to guarantee a minimum level of reciprocal working, to be flexible enough to accommodate variations in work type budget that the Council was expecting to face in the coming years and work type and be of sufficient duration to allow collaborative working to develop.</p>
Outcomes and benefits	<p>Collaboration has allowed us to develop a strong supply chain and increase our joint capability that sees us reducing cost and bidding for wider opportunities across the region.</p> <p>Benefits included:</p> <ul style="list-style-type: none"> • £2.1m saving following fundamental highways service review (challenging traditional service delivery arrangements in the highways function resulted in the three in-house contractor, client and consultant units integrating into one team, reducing bureaucracy while protecting service delivery).
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Topic Area	Operational Efficiency
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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.gsi.gov.uk