

Carillion Supporting SMEs in Oxfordshire

Embracing local partnerships

In April 2012 Oxfordshire County Council awarded a 10-year contract to Carillion for the provision of property and facilities management services. This is the first time that the Council has grouped all of its property services into one contract and this is the first Local Authority contract of this kind in the UK. Carillion will provide routine property management, facilities management, energy management and capital works services. The Council will achieve revenue savings of at least £550,000 per annum through the partnership.

Requirements

As part of this new deal Oxfordshire County Council recognise the need to maximise the opportunities that procurement provides in ensuring value for money, and in helping support their local economy.

Carillion's Response

Carillion have committed that a minimum of 60% of the supply chain would need to be with Oxfordshire based companies (with a stretch target of 70%) and 25% of spend will be with Oxfordshire SMEs (35% stretch).

Knowles & Son Ltd

Key facts:

Knowles & Son Ltd is a local SME building contractor who turnover £15m and employ 77 local people from Oxford.

They have been providing services to Oxfordshire County Council for 15 years and continue to work for Carillion as an accredited supplier.

“Carillion held training sessions at their National Operations Centre specifically targeted at SMEs. The workshop helped us understand the way Carillion need to report so that we understand why Carillion need certain types of information from us.

“As an SME visibility of pipeline is crucial and all our interactions with Carillion have suggested a more planned and well managed approach which will allow us to predict future workloads. The underlying philosophy of Carillion's approach will be better for everybody”

Andrew Glossop, MD Knowles and Son Ltd