

Sustainable Supply Chain Management

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Fusion21's objectives...

Fusion21 and its clients are committed to working together to generate sustainability within the housing and construction sectors.

Maximise efficiency by developing strategic procurement partnerships (COST)

Support industry and our communities by providing training and employment opportunities for local people (SOCIAL)

Develop increased environmental awareness and performance systems (ENVIRONMENT)



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Achievements in the last six years...

c750 local people into training

600+ into permanent jobs

2004/05 = £2.98m (9.6%)

2005/06 = £5.4m (11.6%)

2006/07 = £4.2m (8.7%)

Customer satisfaction @ 95%

Reduced 'per unit' charge year on year

Changes in our frameworks...

Originally 4 workstreams ...now 19 and growing

Turnover 2002/3 = c£0.9m

Turnover 2008/9 = £2.8m

All frameworks are National – Digital TV being the 1st

Clients now nationwide

More menu-driven approach

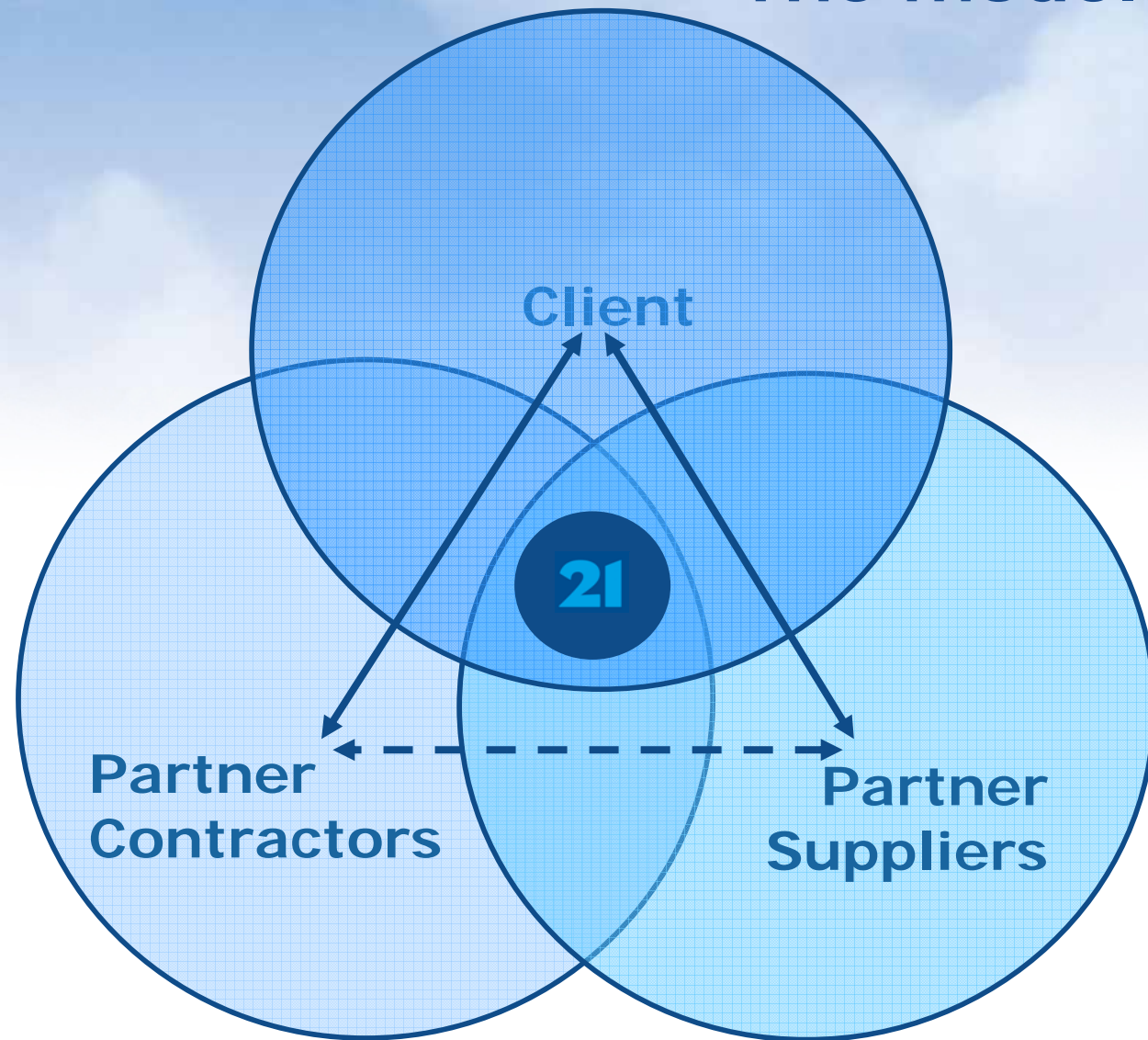
This model:-
Allows clients to *identify and manage costs directly* and more effectively

Allows the client to monitor & manage service & productivity of contractors and supply chain directly

Maximises direct employment of labour - thus increasing opportunities for Fusion21 Skills

Supports SMEs – the 90% + of construction businesses

The model...



Supplier / Contractor selection...

Partnership approach

Involving residents – 'Insite Team'

Best kit at best price

Large proportion of local contractors

Large proportion of SMEs

Develop products with suppliers



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INNOVATION IN
PROCUREMENT

 POSITIVE ABOUT
PEOPLE

Skills and jobs (1)...

Initially funded via objective 1 and JC+

Now wholly funded from workstreams

'Pull' from contractors – train to demand

Local contractors suit local trainees

About 1/3 live in partner RSLs properties

'LM3' effect - £20m+ benefit to communities

Skills and jobs (2)...

Basic training given in 3 weeks, other courses up to 13 weeks depending on level.

Further skill development with contractor –
On site assessment

Establishing an 'employer pool' - relocation

Future Jobs Fund to deliver 127 jobs this year

Can deliver resident DIY courses – reduce DtoD

Can work in partnership with local providers

Supplier case study: Queensbridge...

Installer for kitchens, bathrooms & windows

Established 1991. Turnover £0.8m in 2002

Turnover grew by 75% in 4 years, now £4m

Active training role feeding from Fusion21

45% of worked started as company trainees

Received several 'contractor of the year' awards

Runcorn based, all direct employees

Now IIP, ISO14001, ISO 9000



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What next for Fusion21...?

Continue to work well with current & new clients

Roll out 'in>form' SCM system to clients

Test market in non-housing areas

Roll out Future Jobs Fund programme

Build on all workstreams, especially FM

Introduce retrofit workstream

Questions?



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