

**PROCUREMENT SOLUTIONS**  
FOR THE CONSTRUCTION INDUSTRY



# ECLIPSE PROCUREMENT SOLUTIONS OVERVIEW\_

Who we are and what makes us different

[eclipseprocurement.com](http://eclipseprocurement.com)



## ECLIPSE PROCUREMENT SOLUTIONS WELCOME\_

Established in April 2010 by founding partners Graeme Robinson, previously the Procurement Leader responsible for UK Construction at Laing O'Rourke, and Michael Green, previously a Procurement Team Leader for the Construction South region at Laing O'Rourke.

Five full-time highly experienced consultants, all of our team are construction focused, professionally qualified and have a proven track record and expertise in procurement and supply chain management in major contracting organisations such as; Carillion, Skanska, Mowlem, John Laing and Laing O'Rourke ... together with an extended network of similarly practised associate consultants, operating across the UK.

We work with small, medium and large construction related organisations, including; developers, main contractors, subcontractors, manufacturers, suppliers and lead consultants such as; Berkeley Group, Carillion, EC Harris, Grosvenor London Estates, Laidlaw Interiors Group and Westfield, all of whom have qualified us extensively.

Differentiating ourselves; we are a uniquely capable and experienced independent construction procurement consultancy, with a large firm heritage but a personal, flexible, client focused approach.

### Our core strengths are:

- Strong integrity, credibility and relationships across all tiers of the construction supply chain
- Professionally qualified in construction and procurement
- Significant operational and strategic experience
- A proven track record
- Risk identification and management
- Tailored solutions and processes
- Maximising value from an informed position
- Personal hands-on engagement

### What we do\_

We know and deliver "what good looks like" to ensure sustainable success



# ECLIPSE PROCUREMENT SOLUTIONS

## OUR SERVICES\_

Whilst we are acutely aware that a single solution will not meet the requirements of every company and we pride ourselves on our ability to offer tailored approaches to match our client’s needs, in principle terms our services fall under the following headings:

### SYSTEM AND PROCESS DEVELOPMENT

Aimed primarily at SME’s and ideally suited to those companies seeking ISO certification, we develop tailored procurement and commercial processes to support and drive quality which is fundamental to sustaining long-term business success and opportunity.

A defined set of systems and procedures together with supporting documentation are fundamental to the ability of an organisation to operate effectively and in a consistent and efficient manner. As a business grows, so does the need for its systems and procedures to change, allowing for the realisation of business planning.

Our business review service includes scrutinising internal processes and functions, verifying compliance with legal requirements, analysing procedures, planning and approval processes. We conduct the full spectrum of procurement reviews to make sure you are achieving real value for money in all your procurement operations.

Feedback from our clients informs us that the principal benefits of our audit are two-fold: it allows for a thorough assessment of how an organisation operates from a commercial and procurement perspective and it is often the only time when a business has the opportunity to take stock of what areas need to be refined, improved or removed in order to realise the results to which they aspire.

The procurement review itself can be intensive and wide-ranging and necessitates the detailed analysis of operating systems together with how individual functions integrate throughout the processes of work winning, procurement (both overhead and operational) through to commercial management of both goods and services.

Eclipse Procurement Solutions will then develop commercially related procedures comprising estimating, procurement and commercial management together with a suite of supporting documentation aligned to your business procedures.

We recognise the need for this which is why the first stage of our engagement with a client centres on gaining a thorough understanding of its aspirations, not only for the “here and now” but for the future. The resultant tailored solutions are based on best practice procedures and recognise these aspirations whilst allowing for sustainability and continuous improvement using existing resources.

### STRATEGIC PROCUREMENT

We have extensive experience of developing both overarching strategies and formal strategic agreements which deliver demonstrable commercial, operational and technical benefits via in depth market intelligence and leveraging of spend In principle terms, there are four approaches to strategic procurement:

- **Planned**  
A highly systemised and deterministic process based on long term planning
- **Competitive Positioning**  
Is concerned with an organisation’s ability to develop a generic strategy that will achieve competitive advantage
- **Emergent**  
Within a dynamic business environment gaps will be found between planned and realised strategies
- **Logical & Incremental**  
Organisations proceed by means of short steps, building on strategies already in place and making limited changes

Against a backdrop which ensures an understanding and delivery of true market leading rates, the characteristics we believe are important to any strategic relationship are:

- Value adding
- Competence
- Quality
- Commitment
- Loyalty
- Control

The individual approach which is taken, can vary significantly depending on the nature of the project, trade, business or overhead involved but it would usually involve one or more of the following activities:

Rationalisation	Model ‘should costs’
Leverage spend	Process engineering
Competitive tension	Formal agreements
Eliminate waste	Category management
Standardise specification	Spend analysis
Optimise logistics	Risk management
Relationship management	Performance management
Supply market analysis	E-Procurement
Low risk call-off	Dashboard reporting
Make v buy analysis	Procure to pay processes
Analyse TCO	

Fundamental to all the above is the ability to reduce prime cost, drive efficiencies and address the risks in the supply chain, which are typically:

Changing market forces	Performance
Over reliance on 3rd parties	Cheap entry prices
Insolvency	Interfaces
Health and safety	Assumed buying gains
Agreeing contract conditions	

Eclipse Procurement Solutions has the technical skills and experience necessary to fully analyse your needs and ensure that the correct strategic approach is taken to ensure that strong foundations are set up not just to deliver tangible benefits today but also drive continuous improvement within long-term strategic relationships and help you achieve your annual improvement targets.





# ISO CERTIFICATION

Aligned specifically to the construction industry; we provide guaranteed certification together with the tailored processes necessary to achieve business improvement.

We provide a unique service which enables construction related organisations achieve independent Certification to the International Standards of Quality Management (ISO 9001), Environmental Management (ISO 14001) and Health & Safety Management (OHSAS 18001) in a timely and efficient manner.

Working with our associate Andrew Foy, we have formal Lead Auditor status and an established track record of working with construction related companies to successfully attain Certification. Employing a structured yet flexible approach, we are able to ensure that management system development fully aligns with the requirements of the relevant standards and more importantly, with the needs of your business.

In addition to the knowledge and skills required to achieve independent Certification, Eclipse Procurement Solutions provides the experience and capability to review your existing systems and develop the proven robust procedures which are required and are appropriate for both your immediate business needs and those moving forwards.

By combining both of these capabilities we are able to offer our clients an exclusive product that not only guarantees Certification but also provides the processes necessary to achieve this and improve your company.

We work collaboratively with organisations to maximise the benefits, opportunities, recognition and rewards of certification and offer a practical, clear and concise approach to achieving these internationally recognised standards which can be summarised as simply as follows:

## ISO9001

A focus on quality is fundamental to sustaining long-term business success and opportunity. Accredited certification clearly demonstrates your commitment to deliver business improvement and enhanced customer assurance and satisfaction.

## ISO14001

Accreditation can help an organisation operate in a more cost efficient and environmentally responsible manner with the resultant “green” credentials clearly demonstrating your commitment to understanding, managing and reducing your business’s impact on the environment.

## OHSAS 18001

This standard helps organisations put in place demonstrably sound occupational health and safety systems, by providing a framework that helps you: consistently identify and control related risks; reduce the potential for accidents; aid legislative compliance; and improve overall performance.

The benefits of our service include:

- A fixed fee
- Guaranteed Certification
- Full certification usually achieved within 6 to 10 weeks from commencement
- 60% of fees only become payable once audit success has been achieved
- Proven robust procedures which cover all certification requirements and the future needs of changing and growing businesses
- Specialist construction experience to understand what is appropriate for your company
- Best practise documentation, processes and knowledge
- The ability to develop tailored documentation to serve your needs and mitigate any risks
- Minimal impact on your organisation and resources.
- Attendance during second stage audit

Our approach to obtaining Certification will allow your business to continue running efficiently throughout the process and will ultimately provide you with:

- Improved customer assurance
- Easier management and control
- Enhanced value in the eyes of both your staff and potential customers



# PACKAGE PROCUREMENT

We have extensive experience of procuring works packages for a diverse range of projects in both single and two stage environments.

Our proficiency covers all construction sectors, from; retail, healthcare, education and residential to commercial, industrial and utilities. Ranging in value from £2m to £400m+. Some of the more recognisable projects we have experience of delivering, include:

- One Hyde Park
- Cannon Place and Cannon Street Station
- Newham BSF programme
- Battersea Power Station
- Royal Ascot Racecourse
- Pembury Hospital
- Heathrow Terminals 5 and 2A
- The Crick Institute
- The Leadenhall Building

Key to our approach is ensuring that we fully understand and are aligned with our clients requirements, in terms of:

- Operational, commercial risk and technical risk
- Design development and responsibility
- Value engineering and product substitution
- Package splits and direct material purchase
- Prime cost vs lifecycle cost
- Utilisation of offsite manufacturing
- The logistics surrounding the project location
- Potential use of consolidation centres / holding areas

Our composite procurement service offering includes:

- Developing the project and package by package approach to leveraging and maximising / driving value from the supply chain
- The identification and definition of the appropriate interfaces with other functions sufficient to meet the defined project requirements
- Establishing the items (i.e. the goods, commodities, major plant, work elements and services) to be procured
- Analysing the related market; capability, competence and capacity
- Understanding how the supply chain could be engaged at the earliest opportunity to assist in the design and costing process

- Ensuring the 2nd and 3rd tier supply chains for high risk elements are understood
- Undertake rigorous financial checks of the supply chain to minimize the exposure to the potential associated risks
- Ensuring that the risks associated with adopting recently developed systems with a limited track-record, including maintenance and commissioning implications are fully understood
- The identification, prequalification and approval of a suitable supply chain and the establishment of suitable relationships with those of strategic importance to the project
- Obtaining confirmation and approval for the scope of works definition, including description, specification, drawings and programme requirements, for each item;
- Establishing and defining the appropriate procurement route and programme for each item
- Grouping the defined items required for the project into suitable packages to be procured
- Obtaining accurate and comprehensive prices for the defined packages as required
- Carrying out mid and post tender interviews
- Engaging the subcontractor / supplier via the approved method of appointment
- Taking and facilitating the action necessary to maintain a positive relationship with the supply chain
- Ensuring implementation of and compliance with appropriate processes in the performance of the procurement activities



# SUPPLY CHAIN MANAGEMENT

In these changing economic conditions it is vital to harness surety of supply and value; as it is likely that competent suppliers and sub-contractors will not have an issue securing work moving forwards, it will be their ability to service the request which will be key.

The top five vulnerabilities of any supply chain, are generally acknowledged as:

- Reliance on oil
- Availability of shared data/information
- Fragmentation along the value chain
- Extensive sub-contracting
- Supplier visibility

Whilst there are a number of approaches to risk and supply chain management which could be used, the following bullet points summarise the main activities which we believe deliver tangible improvements:

- Concentrate on the most critical supply to the projects
- Target the right supplier intelligence
- Encourage stakeholders to take protective action
- Increase supplier information sharing among internal stakeholders
- Reduce supplier resistance to information sharing

To facilitate the above risk management and enhance resilience in the supply chain, we develop bespoke frameworks based on the following four principles:

- Technology – use and expand data sharing platforms
- Strategy – develop adaptable strategies for supply chain resilience
- Policy – create a multistakeholder risk assessment process
- Partnership – harmonise, develop and adopt resilience standards

Fundamental to all of the above is the ability to build scalable supplier development and management programs that allow you to understand market capability and capacity, utilise suppliers’ full scope of competencies, improve their performance and achieve customer of choice status.

All of which will lead to being better positioned than your competitors to deal with and even gain advantage from the changing market conditions.



# ECLIPSE PROCUREMENT SOLUTIONS WHO WE WORK WITH\_



Working across all of their brands, Berkeley Group commissioned us to undertake a supply chain development programme which involved a thorough review of their current and future needs for all key trades.



Carillion appointed us to provide specialist procurement resource into the prestigious Battersea Power Station project, primarily to assist in the development of appropriate procurement strategies across all of the key trade packages.



We were commissioned to work with Clive Graham Associates and develop robust best practice commercial and operational procedures to allow further business improvements and controls with the ultimate objective of obtaining ISO Certifications 9001, 14001 and 18001.



We operate a formal long term strategic relationship with CSS Recruitment and Training which drives commercial and operational benefits across all aspects of their direct and indirect trading, in addition to supporting the development of appropriate strategies which take advantage of the changing economic climate.



We work with EC Harris as part of its Managed Community, delivering strategic procurement solutions for clients such as Thames Water, Welsh Water, Qatari Diar (Chelsea Barracks) and National Grid. We have also been engaged to advise on procurement strategies on a number of high profile construction projects and to investigate and recommend alternative routes to market.



This commission involved undertaking a detailed review of the incumbent Ellmer sub-contractors and establish a formal supply chain and performance management system. In addition to this, we formalised a number of strategic agreements which both streamlined procurement process and delivered commercial savings back into the business.



Our engagements with Galliford Try are usually in an operational procurement capacity. Typically procuring the complex trade packages and developing project procurement strategies. We were most recently engaged to lead the procurement on a large multi-use project in Oxford.



We secured the lead role in driving the £600 million Portfolio Procurement Programme for Grosvenor London Estates through its delivery partners across their London Estates and are exceptionally proud to continue to hold this position two years later.



This commission involved carrying out an extensive review of operational procurement process, systems and department structure to provide recommendations to manage the function more efficiently and increase service levels to the project teams. Framework agreements were also developed to drive efficiencies and leveraging expenditure.



This engagement involved the development of bespoke systems and procedures alongside developing framework agreements to drive efficiencies with their operational activities whilst ensuring commercial competitive tension was maintained.



We have been working with the Laidlaw Interiors Group for over two years, during which we have carried out extensive reviews of their operational procurement activities and structure. Through market knowledge, extensive research and interrogation we were able to deliver both significant prime cost saving across their operational brands and improve efficiencies at a Group level.



O'Neill and Brennan commissioned us to manage their operational and strategic procurement across the Group. This included the development of a suit of framework agreements which captures over 80% of addressable spend, writing strategies and managing operational procurement across all of the site services and logistics projects.



We were initially employed to undertake a detailed review of the incumbent supply chain in a manner aligned to the growth aspirations of R.G.Group. Further engagements has resulted in a significant level of estimating support having been provided followed by operational procurement on a number of secured projects.



An initial engagement involved the development and implementation of Estimating and Commercial management procedures. In due course, operational and internal audit procedures were also developed to allow for progression of ISO certification across 9001, 14001 and OHSAS 18001.



We were engaged by Westfield to support operational procurement activity on a number of new and existing projects across the UK. This encompassed involvement with design, value engineering, building package scopes, market evaluation and procuring packages.



## PROCUREMENT SOLUTIONS FOR THE CONSTRUCTION INDUSTRY



### **EC HARRIS** **BUILT ASSET** **CONSULTANCY**

"E.C Harris have engaged both directly and indirectly with Eclipse Procurement since their formation in a number of diverse sectors and roles; they have worked effectively with members of the E.C Harris team and have always demonstrated an impressive knowledge of the industry and of the very specific issues relating to specialist procurement and category management particularly. We will continue to work with Eclipse Procurement wherever appropriate and have no problem in providing an endorsement of their services."

**Matthew Riley, Partner / Global Head of Infrastructure, Industry and Utilities,  
and Group Head of Cost and Commercial Management for E.C Harris**



"Eclipse Procurement Solutions have been engaged by Ellmer Construction since 2011 introducing and implementing a number of strategic agreements into our business which have delivered not only valuable commercial savings but have significantly streamlined the procurement process. Aside from this, they have also reviewed and developed our supply chain together with the processes required to manage on an on-going basis. We have been extremely pleased with efficiently they have aligned themselves with our people causing little or no disruption to our day to day activities. We look forward to a continued relationship and are more than happy to recommend them."

**Michael Byrne, Business Development Director for Ellmer Construction**



"We have worked with Eclipse on the Portfolio Procurement Programme for Grosvenor London Estates which represents a unique, challenging and innovative approach to product delivery to drive value in the execution of our projects; Eclipse have demonstrated an impressive ability to understand the concept of portfolio procurement and together with delivery partners have established these principles throughout the supply chain. Eclipse have a wealth of knowledge and are strong team players which has been of particular importance to ourselves and our partners and we look forward to working with them in the future."

**Charles Horne, Technical Director for Grosvenor London Estates**



"I would like to thank you for the time spent with us, Eclipse Procurement Solutions have enabled us to consider a number of efficiencies which ordinarily may have gone unnoticed within our business, it's been good to work with an organisation without the "hard sell," look forward to working with you again."

**Ian Hanson, Managing Director, Halsion Limited**



"I have always found the knowledge and expertise demonstrated by Eclipse Procurement Solutions to be of the highest order, their advice and recommendations have always been well considered and have been positively received at RG Group. I would have no hesitation in recommending their services."

**Trevor Puttick, Director, R.G.Group**



"After engaging Eclipse Procurement Solutions to give our company a thorough and detailed procurement health check we were extremely pleased with the in-depth and detailed analysis we received back. They worked closely with our team without upsetting the day-to-day running of the company and both our staff and the company are already reaping the benefits from the more robust and structured internal systems Eclipse have helped us to implement. We are also now looking at achieving some significant base cost savings with the buying power Eclipse has introduced us to. We thought we were an extremely cost-conscious company but now we know we are! "

**Jim Sanders, Finance Director, S&J Eastern Carpentry and Joinery Limited**

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