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WILLMOTT DIXON
SINCE 1852

Client of the Year Winner 2018

Education & Skills Funding Agency



The Judges say...

The Education and Skills Funding Agency (ESFA) recognise their place as a leading client and have used their influence to the best effect to stimulate change in the industry.

Type of organisation: Government department **Number of staff:** 2000+

The ESFA recruited a whole team to drive forward their build programme using Modern Methods of Construction. Led by a strategic programme manager and a specific framework manager, they provide clear pre-construction and project delivery leadership, a consistent approach across all batches and continuity on strategic solutions and procurement matters.

To date they have 35 schools built or in the process of being built using pre-construction. They have procured three new modular frameworks with a total value of £500m generating significant market interest from off-site specialists and tier 1 contractors.

Actions

- Clear commitment to initiate and lead change.
- Worked collaboratively with the supply chain to explore and innovate.
- Progressive feedback loop.
- Strong generation approach to produce improvement.
- Great enthusiasm and unfailing drive.
- Modular specific procurement by type, not region, to embrace market challenges and exploit advantages.

Impact

- Energised supply chain and stakeholders.
- Innovative solutions and improved product.

- Expanded market with improved capacity and capability.
- Benefits to all parties – supply chain through to end users.
- Improved speed, quality and output.
- Recognised as a trusted client at all levels of the market.

Lessons learned

The ESFA provides a clear standardised, consistent approach to engagement, design, procurement and delivery. Design guides for primary and secondary schools have been developed through lessons learned during the procurement process and feedback from the market.



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Funding Agency**