

Client Provider Collaboration



Devon County Council demonstrated client provider collaboration:

'Devon County Council worked collaboratively to deliver almost £6.5M worth of savings'

Name of Alliance/Authority/Client	Devon County Council and South West Highways
Project Description	<p>Devon County Council conducted a 'value for money' exercise of 27 county councils nationally, looking at various models of delivery which appeared to provide the best value.</p> <p>The Council concluded that the biggest driver for securing efficiencies was not simply to lower unit costs but more importantly the effectiveness of the relationship between client and provider. As the Council was already in a long-term contractual arrangement with the Provider both parties recognised the need to move away from traditional ways of working and move to a culture of working together and sharing intelligence in a 'virtual joint venture' approach, in order to focus on doing the 'right things' as efficiently as possible.</p>
Outcomes and benefits	<p>Collaboration has allowed us to come together and understand our individual influences on the cost of work. This has provided the opportunity to change specifications and operational processes to drive out cost for mutual benefit</p> <p>During the past year cost savings have been delivered amounting to almost £6.5m including;</p> <ul style="list-style-type: none">• Re-negotiated rates for the 2011 generate an annual saving of £550k.• Improved site selection and planning of resources resulting in improved efficiency and productivity over previous year generating a saving of £90k.
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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