



INNOVATION IN PARTNER USING PPC2000 THE SUPPLIERS PERSPECTIVE

BAUDER & HACKNEY HOMES
Programme of Planned Work & Maintenance (Flat Roofing)

Company Introduction

As Europe's largest privately owned manufacturer of waterproofing membranes and insulation products Bauder produces over 75 million metres of waterproofing membrane each year and has an annual turnover of over £400 million.

For over 150 years Bauder has been developing, manufacturing and overseeing the installation of flat roof waterproofing systems throughout Europe. Our client base consists of an equal spread of public bodies, commercial and residential clients as well as building surveyors, architects and main contractors, involving the Company in an equal share of refurbishment and new build projects.



Gerhard and Paul Bauder – third generation owners

Project Introduction

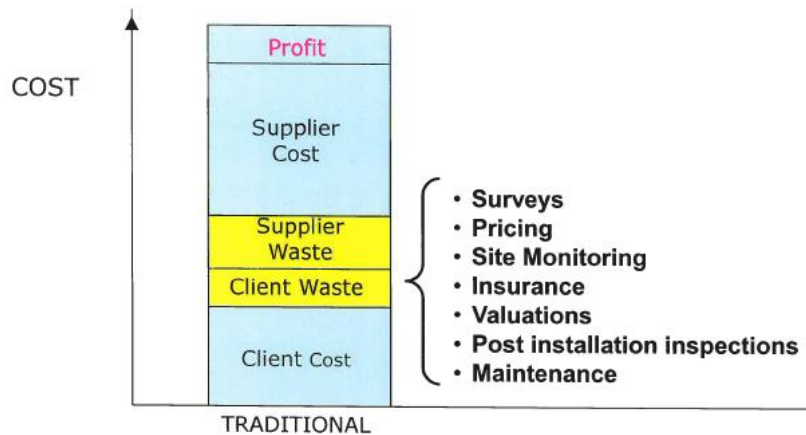
Back in 2006 Bauder was the appointed supplier of flat roofing materials for Phase II of the London Borough of Hackney Decent Homes Delivery Programme. Bauder has been delivering this programme (now for Hackney Homes) for 5 years. It was recently retendered and Bauder has been appointed for a further 4 year term.

This submission will focus on some of the benefits and possible shortfalls from the supplier perspective that PPC 2000 continues to bring to the delivery of the project 5 years down the line.

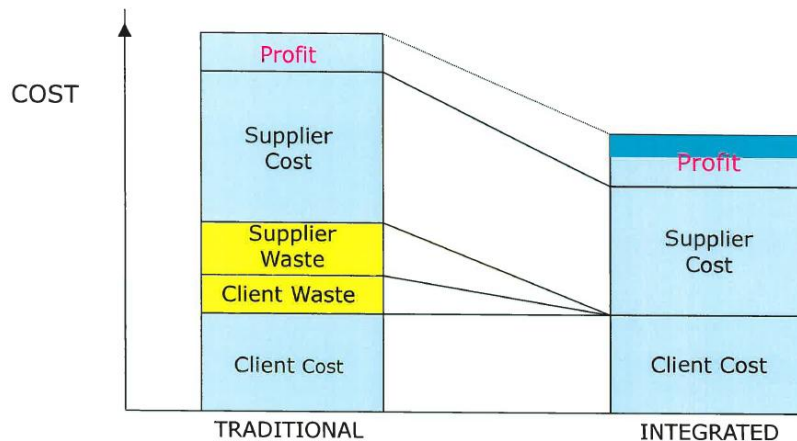
Value for Money

The facility provided by PPC 2000 to work with the client at such an early stage provided both us and the client with a far clearer understanding of the requirements and how best they could be fulfilled.

Driving out cost through the elimination of duplication was the first big win for all stakeholders. The areas of duplication were identified as surveys, pricing, monitoring of the works, insurance and ongoing maintenance of the properties. PPC 2000 sets a clear structure from which to discuss these issues and to best apportion the ongoing responsibility and risk.



Identification of duplication



Reduction in overall costs, possible increased profitability

The second area where the greatest savings could be achieved early on was through the formulation of the roofing pricing schedule. The accuracy and relevance of the schedule is of paramount importance for it to be effective in formulating the Agreed Maximum Price (AMP) within the structure of PPC 2000.

Bauder has been instrumental in developing and continuing to improve the existing pricing schedule utilised for the Hackney project. This has drastically reduced the time to produce the AMP, and improved pricing consistency across the installer network through the removal of ambiguous and inappropriate items.

We work with Hackney Homes to check the installer AMP against the specification to provide a minimum 10% re-measure against the AMP final submission.

PPC 2000 has provided an inclusive annual price review process and enabled Bauder to provide valuable assistance with the annual price review across all roofing elements in addition to providing information and assistance to enable continuous market testing of rates. However, understandably, the opportunities for reducing cost and eliminating waste become harder and harder to discover as the project progresses.

There is a consideration for suppliers as the supply rates for an arrangement under PPC 2000 become common knowledge to the various stakeholders and in turn we believe that our competitors had become aware of the current rates. This clearly puts the incumbent supplier at a disadvantage in the event of tendering for a further phase.

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Flat Roofing Schedule: Bauder Total Roof System Preparation	Rate	Price £
<u>To Asphalt</u>		
Make good existing asphalt, remove areas of coatings and felt patch repairs. Clean the surface and prime with bituminous primer and allow to dry.	M ²	
Remove existing asphalt, insulation and vapour check. Make good localised repairs to screed, clean and prime with bituminous primer and allow to dry.	M ²	
<u>To Felt</u>		
Make good existing felt; cut and seal all blisters and loose areas. Remove all remedial coatings. Clean the surface and prime with bituminous primer and allow to dry.	M ²	
Remove existing felt coverings from the deck. Make good localised repairs to screed, clean and prime with bituminous primer and allow to dry.	M ²	
Remove existing felt; insulation and vapour check. Make good localised repairs to screed, clean and prime with bituminous primer and allow to dry.	M ²	
<u>To Deck</u>		
Remove existing plywood deck and renew 18mm WBP plywood.	M ²	
Remove 50mm pre-screeded woodwool slabs and install 18mm WBP plywood on treated timber battens	M ²	
Remove and renew 20mm plain edge timber boarding with WBP plywood	M ²	
Strip & remove tapered aerated screed	M ²	
Tape joints of plywood or woodwool decks with loose laid taping strip.	LM	
Supply and install TA600 random nailed layer to timber boarding.	M ²	

Bespoke Roofing Schedule of Rates ensured fast and accurate AMPs for installers

Best Practice

Throughout the five years delivering this roofing programme many innovative and successful practices have been developed by Bauder. These have been based mainly around the processes adopted, however it has also involved specific product and design improvements as well as the development of a web based collaboration tool that fulfilled the specific and complex requirements of Hackney Homes. Numerous meetings and demonstrations of our in-house processes took place involving client representatives as well as other suppliers within the arrangement.

The supplier being encouraged to share best practice should in no way be disadvantaged in the future through sharing their expertise. With the achievable margins on materials supplied being reduced significantly in recent years the service package and operational processes are often all that remains in differentiating the current supplier from their competitors.

As arrangements near their termination date there will appear to be a greater tendency for suppliers and contractors to withhold future ideas and initiatives, as these are the differentiators that could result in securing the next tender.



Bauder Product Demonstrations and Training



Review Meeting on Site



Effective Collaboration

After 5 years the relationships between the stakeholders is at the highest possible level with the strongest relationships being at site level. Good rapport, common goals, open and honest communication have all gone far in ensuring full co-operation and effective resolution of even the most awkward of situations. This has largely been achieved through the appointment of dedicated personnel at the early stage of the project and the attendance of all progress and review meetings and the sharing of site office facilities.

Over the course of the Hackney Homes project Bauder has developed a tool which helps to facilitate communication, data storage and reporting for all the stakeholders. Bauderlink, is a web based collaboration tool that offers;

- A contemporary method of managing large contracts
- Multi-user capability with access for all authorised stakeholders, tailored to each individual company and department:
 - Hackney Homes have the ability to view relevant documentation such as project monitoring reports and guarantee certificates
 - Enables all stakeholder reference numbers to be recorded for ease of use by individual organisations
 - Facility for stakeholders to upload documents and record information against projects. In particular the recording of maintenance inspections carried out by Bauder and Hackney personnel can be held and accessed by all parties for the duration of the 25 year guarantee.
- Live screen portals showing contract progress, KPI analysis, logistics data etc;
- Bespoke reporting capabilities for Hackney Homes and constructor
- Access to maintenance data and statistics for Hackney term contractors



Bauder staff working alongside constructor personnel – ‘sharing an office’

In recent months we have noticed that irregular funding has resulted in erratic work flow, this has resulted in stakeholders having to relocate key staff to other projects. In these circumstances a central database for all stakeholders is of greater importance for the project team to maintain effective collaboration. Consistency of work is imperative if the supply chain is to supply consistency of staff and labour.

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	Final Inspection Date	Expiry Date	Issue Date	System	Roof Area	Guarantees		
Project Details	09-05-2008	09-05-2033	20-05-2008	BTRS	Main Roof (155)	Details	Edit	View Certificate
My Reference	09-05-2008	09-05-2033	20-05-2008	BTRS	Main Roof (151)	Details	Edit	View Certificate
Project Roles	09-05-2008	09-05-2033	20-05-2008	BTRS	Main Roof (121)	Details	Edit	View Certificate
Project KPIs	09-05-2008	09-05-2033	20-05-2008	BTRS	Main Roof (119)	Details	Edit	View Certificate
Project Team	09-05-2008	09-05-2033	20-05-2008	BTRS	Main Roof (175)	Details	Edit	View Certificate
Meeting Summary	21-04-2008	21-04-2033	25-04-2008	BTRS	Main Roof (173)	Details	Edit	View Certificate
Document Summary	21-04-2008	21-04-2033	25-04-2008	BTRS	Main Roof (171)	Details	Edit	View Certificate
KPI Summary	21-04-2008	21-04-2033	25-04-2008	BTRS	Main Roof (169)	Details	Edit	View Certificate
Surveys	21-04-2008	21-04-2033	25-04-2008	BTRS	Main Roof (133)	Details	Edit	View Certificate
Specifications	21-04-2008	21-04-2033	25-04-2008	BTRS	Main Roof (127)	Details	Edit	View Certificate
Costings	New							
Project Inspection Schedule								
Project Live								
Project Monitoring								
Stock Orders								
Guarantees Summary								
Guarantee Issued								
Post Completion Records								

Date	Name/Company	Telephone	Email	Details
No previous requested supplier visits				

[Request Supplier Visit](#)

Quality of Good Design

The quality of the design and workmanship of the roofs delivered under the PPC 2000 contract in Hackney is consistently the highest we see of any projects we are involved with in the UK. This is very much down to the good understanding between all parties and the formulation of a thorough project brief, as well as a clear definition of all the roles and responsibilities within PPC 2000. Included within the project brief is a comprehensive roofing specification and detailed sectional drawings of all interface details. This ensures delivery of good design throughout the project involving numerous constructors and installation companies.

PPC 2000 also ensures clear and predictable programming and the notification of forthcoming works which ensures that personnel are prepared and resources are in place to ensure this high level and consistency of quality and good design.



Roof installation at Hackney

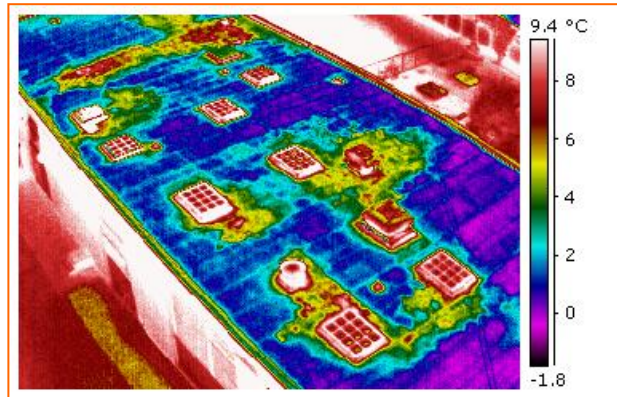


Continuity of work meant continuity of labour on site resulting in consistently high quality workmanship

Sustainability

By duplicating the waste KPIs through the supply chain, Hackney Homes have managed to ensure the constructors, installers and suppliers all working to the same targets. This has proved to be very effective with the reduction of waste to landfill from the flat roofing programme.

For the new programme of works Bauder has trained their dedicated Hackney surveyor in the use of thermal imaging equipment. This equipment enables us to identify opportunities for roof overlays giving a further initiative to reduce waste, inconvenience to residents and cost.



Thermal images of Hackney property to establish condition of existing insulation

During the initial programme of works Bauder offered Hackney Homes the option to include root resistant membranes at no additional cost to enable the future installation of green roofs should the Borough wish. It had proven, over the course of the arrangement, that there were many barriers in getting the first green roof installed. Working closely with the Borough and the constructors Bauder donated the necessary materials in order to assist with the education of such installations and as a test case for the Borough.



Green roof material donations for trial projects such as Tradescant House on the Frampton Park Estate, Hackney. This allowed Hackney Homes to help residents understand the aesthetic, environmental and economic benefits of installing green roofs

Summary

Having delivered the Roofing programme of works for Hackney Homes for the last 5 years under the PPC 2000 form of contract we have seen a unique collaborative working practice develop between client, supplier installer and constructor. This project has resulted in the highest quality of roofing installations of any of Bauder's work throughout the UK and probably Europe, encouraging best practice and delivering best value.