



# Awards 2013 Case Study

Award Winner

## The Achiever's Award

Vince Hanly - Rhondda Cynon Taf CBC

Public sector procurement is playing a central role in shaping the Welsh construction industry's response to the tough economic and social challenges of the 21st century and it has been identified by the National Assembly for Wales as a key driver for growth.



For the first time, procurement professionals are finding themselves involved in construction schemes from conception to delivery, frequently with a place on project boards, right at the heart of the action. This is a far cry from their role, just a few decades ago, when much of the job consisted of purchasing supplies and drawing up relatively straightforward contracts.

The winner of the 2013 CEW Achiever's Award has witnessed this change first hand. Vince Hanly, Service Director for Rhondda Cynon Taf County Borough Council, is proud to say he has been involved in procurement 'man and boy'. He started his career looking after the stores for his local authority, predominantly checking stocks of stationery and materials.

"In my day, it wasn't a career choice as such, said Vince. "I really fell into it, as happened so often then." But having secured a job as a buyer, he decided to study for his professional qualification from the Chartered Institute of Purchasing and Supply (CIPS) – for which he is now chair of the South Wales branch - at what was then the Polytechnic of Wales. He later went on to gain a Masters degree, with a particular focus on collaboration.

It was at this point Vince's long association with CEW began, as he recognised that his particular area of interest was also one of the most important values within the tenets of best practice championed by the Constructing Excellence movement.

In 2006, Vince was able to put his passion into practice when Rhondda Cynon Taf County Borough Council - with funding from the Welsh Assembly - embarked on the £85m Porth Relief Road, the largest local authority highways scheme in the UK for that year. For the first time, the council required that collaborative working was implemented as part of its procurement criteria. Vince was also the inspirational influence behind the innovative Early Contractor Involvement (ECI) initiative implemented on this project, and now an increasingly common component of successful project delivery.

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Vince Hanly

Rhondda Cynon Taf CBC



It was on the ground-breaking Porth Relief Road scheme that Vince's team, working closely with lead contractor Costain and Value Wales, developed a community benefits pilot project. It enabled them to deliver employment and training to 47 local people who had been long-term unemployed, thus boosting their future prospects. In addition, Vince Hanly's vision enabled the delivery team to secure a considerable reduction in the amount of waste dumped as landfill, a reduced number of transport movements and provided significant benefits to the environment by avoiding a river diversion, placing sustainability firmly on the procurement agenda.

With major road projects coming along only once in 20 years or so, Vince considers it his great good fortune to have been given the opportunity of delivering procurement on two major road building projects in his career.

The award-winning Church Village by-pass followed on directly from the Porth Relief Road and Costain, whose submission called 'Raising the Bar' did just that according to Vince, was again appointed lead contractor. Subsequently, Church Village by-pass was heralded as a landmark in terms of sustainability and community benefits, setting a new standard of best practice for the construction industry.

Vince Hanly is now at the forefront of the drive to develop smarter procurement strategies for the 21st century, embracing technological, economic and social developments. As a member of the Construction Procurement Steering Group set up by Finance Minister Jane Hutt AM, Vince has been instrumental in ensuring Community Benefits clauses are now a requirement of Welsh Government-funded projects, along with tough targets for sustainability and value.

With his involvement in 21st Century Schools, SEWSCAP and SE Wales Highways, he has seen the scope of collaborative working expand to involve local authorities working together to achieve best value for the whole region. Implementing the new procurement strategy and sharing best practice is still work in progress for Vince, who welcomes the introduction of BIM as one of the next big challenges in 'intelligent' procurement.

Chief Executive of CEW Milica Kitson said: "Value for money is as important now as ever, but projects need to be sustainable in the long term to give true value. What has been shown time and time again is that lowest price doesn't necessarily equate to long term value, and this point is proven through the work of procurement leaders such as Vince Hanly."

It is a career that Vince describes as 'very, very rewarding' and, while he supervises a procurement budget of £174m for a wide range of council activities, it is construction that he finds the most personally enjoyable.

"It is incredibly rewarding to procure a contract and then visit the finished site of a school, for example," he said. "I have a long association with people in the construction industry and they are always very professional, get things done quickly and without fuss. I have so much respect for them."