

Specialist procurement advice and support on major infrastructure projects and programmes

Rowsell Wright has unrivalled specialist experience in the procurement of major construction projects, including the application of the EU Procurement Regulations covering public sector and utilities clients.

Crossrail • Highways Agency • Local Authorities • Northern Ireland Roads Service • Nuclear Sector

Rowsell Wright specialise in developing best value, practical and efficient procurement solutions on the most complex projects. Innovative solutions are based on the lessons learnt from the practical application of best practice principles. The Rowsell Wright team have developed:

- **Early Contractor Involvement (ECI) and Optimised Contractor Involvement (OCI) in a range of sectors.**
- **Procurement strategies aligned with client objectives.**
- **Supply chain engagement and integration techniques.**
- **Best value contractual risk allocation methods.**
- **EU compliant supplier selection methodologies.**
- **Efficiency strategies acting as Gershon change agent.**
- **Programme and project organisational and governance arrangements.**
- **Incentivised contractual arrangements aligned with client objectives.**
- **Responsible and sustainable procurement strategies and plans.**



Rowsell Wright Overview

Rowsell Wright is a construction procurement consultancy that was established in 1996 by Steve Rowsell and Gary Wright. Since formation Rowsell Wright has provided specialist advice and support to a range of clients, which has built on the knowledge and experience gained from the development of early contractor involvement procurement models and the associated supplier selection methodology at the Highways Agency.

Over the last three years Rowsell Wright have played key roles in the development and delivery of some of Europe's largest construction projects. Rowsell Wright have played a leading role in the development and implementation of the procurement strategy for the £15.9 billion Crossrail project across London and the 88km A5 Western Transport Corridor road improvement scheme in Northern Ireland. Rowsell Wright's specialist advice has delivered significant cost and time savings for clients, while ensuring that procurement is compliant with EU regulations and minimising the risk of procedural challenges.

Procurement Overview

The role of procurement in achieving best value and delivering efficiencies has been increasingly recognised over recent years. Rowsell Wright has been closely involved in the development of best practice procurement methods over the period covered by the Latham and Egan Reports and the implementation of the Achieving Excellence initiative in the public sector. The strategies, processes and tools we have developed have been very influential in changing the culture in the UK construction industry across a range of sectors including road, rail, utilities and nuclear.



Contact Us:

Rowsell Wright Limited, The Old Mill, Rowden Lane, Hampsthwaite, Harrogate, North Yorkshire, HG3 2ER.

Website: www.rowsellwright.com
E-mail: steve.rowsell@rowsellwright.com
gary.wright@rowsellwright.com

Telephone: Steve Rowsell - 07930 323749
Gary Wright - 07930 323753

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