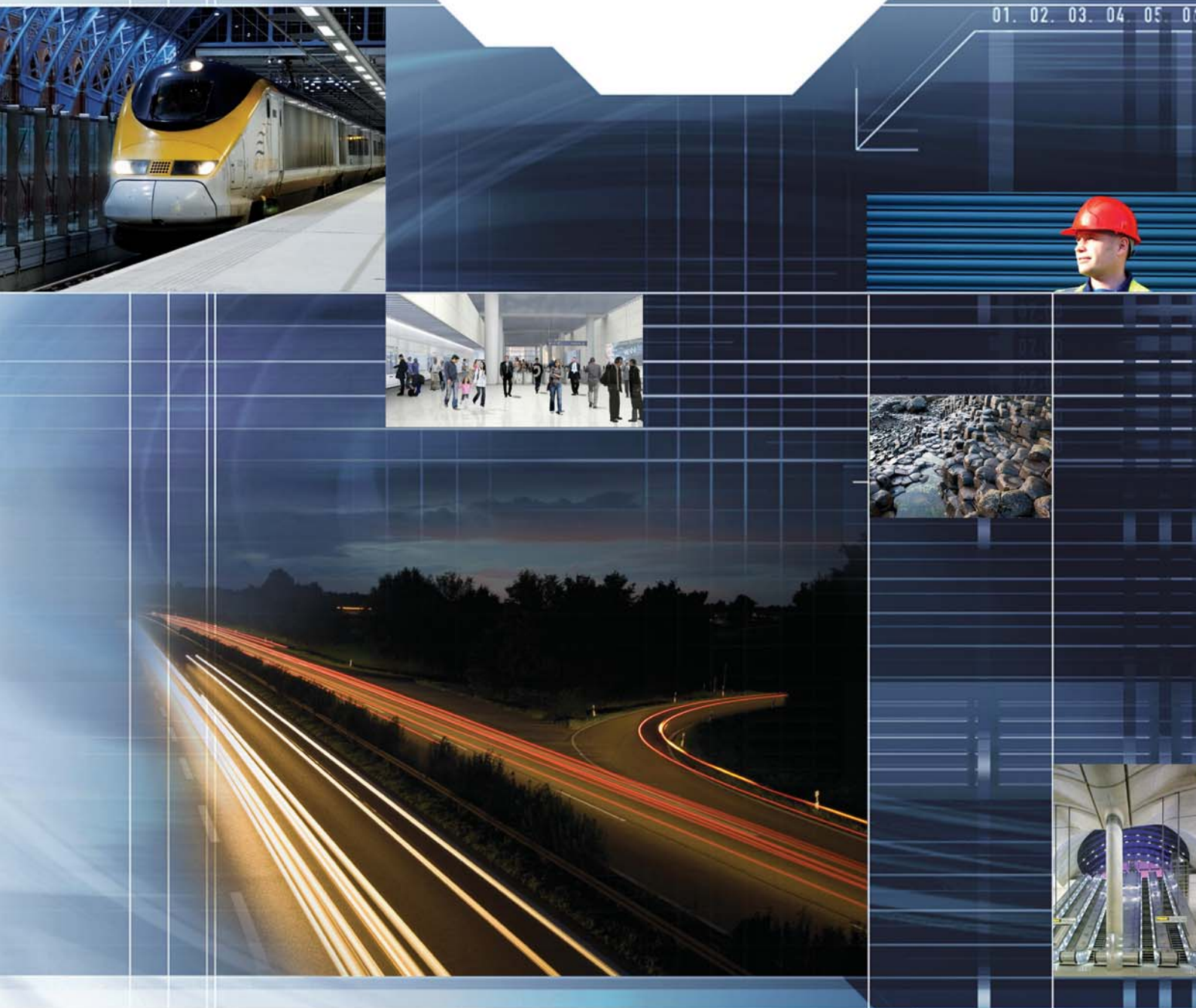


Helping you deliver better value solutions and services



About Us

Rowsell Wright Limited is a leading provider of procurement consultancy services to public and private sector organisations within the construction industry in the UK and Europe. We have led the development of innovative procurement strategies and procedures for some of the largest transport infrastructure projects in Europe. Our services are based on extensive experience of the practical challenges of best practice procurement and the range of solutions that can be used to achieve value for money and efficiencies from project delivery.

In addition to developing innovative procurement solutions we have also developed an innovative approach to the delivery of our services. This involves the creation of Special Purpose Enterprises (SPE) to provide tailored and flexible services to meet the specific requirements of our customers. Rowsell Wright consultancy services are led by our Directors supported, as necessary, by a network of small companies, each being world-class in their area of expertise. The SPE approach makes best use of the expertise and high value available within small and medium enterprises (SMEs) and is in line with Government policy to improve the utilisation of SMEs.

The services we offer

Our primary market is the supply of procurement consultancy services to public sector clients in central and local government in the United Kingdom and Europe. These services can be split into five main categories:

- Development of procurement strategies
- Development of organisational structures and client capability
- Evaluation and allocation of risk within contractual arrangements
- Development and management of procurement processes and procedures
- Management of operational procurement requirements

In the three years since establishment, Rowsell Wright has been commissioned by over 30 clients on more than 50 commissions and has developed procurement strategies and plans for public sector projects with a combined value in excess of £17 billion. Rowsell Wright clients include:

- Crossrail Limited
- Northern Ireland Roads Service
- Devon County Council
- Lancashire County Council
- London Development Agency
- Northern Ireland Department of Education
- Highways Agency
- Rijkswaterstaat (operational arm of the Netherlands Ministry of Transport, Public Works & Water management)
- Northern Ireland Department of Finance and Personnel
- Various private sector companies, including consultants, contractors and service providers

In relation to the private sector, we help suppliers to improve their alignment with public sector client requirements and, as a result, to retain and win more contracts. Our services include reviewing pre-qualification and tender proposals.

As a small firm, we strive to deliver very high levels of value through our innovative thinking, flexibility and quality of service. We aim to ensure that lessons are learnt from previous projects and that skills and knowledge are transferred into customer teams. Ultimately, we want you to clearly benefit from our services and to enjoy working with us.



Successful delivery

Rowsell Wright has had a significant impact on public procurement since its establishment in November 2006. Prior to that the company founders held key senior procurement positions at the Highways Agency and gained a widespread reputation for the development and implementation of the HA's innovative procurement strategy and associated contracts and procedures including early contractor involvement (ECI).

Rowsell Wright were commissioned by Crossrail Limited in July 2007 to develop the procurement strategy for the new railway project across London and to deliver a range of operational procurement services for Europe's largest construction project (valued at £15.9 billion). This included successfully managing the delivery of:

- two major NEC3 Professional Services Contracts for the roles of Programme Partner and Project Delivery Partner (value circa £500 million)
- the procurement of Design Framework Agreements (value circa £300 million)
- Enabling Works Contracts (value circa £400 million)

These contracts had to be delivered within the complex governance and authorisation arrangements associated with the requirements of the sponsors including Transport for London, Department for Transport, HM Treasury and the Office of Government Commerce.

Alongside Crossrail, our team is providing strategic procurement advice and support to the Northern Ireland Roads Service on the development of the A5 Western Transport Corridor, which is an 80km+ (circa £750 million) road improvement project along the A5 corridor between Aghnacloy and Londonderry. This includes the development and procurement of an Integrated Delivery Team approach, which involves early involvement of contractors and performance incentives to achieve rapid delivery and improved value for money.

In addition to our major workstreams we have successfully completed numerous commissions for the public and private sector including the provision of services to the Highways Agency on the procurement and negotiation of the M25 Widening DBFO contract which, at around £6 billion, is the UK's largest ever highways contract.



How we can help Public Sector Construction Clients

Successful Clients...	Rowsell Wright Services Available
<p>Have a procurement strategy that is focused on delivering best value and efficiency targets based on a full understanding of risk.</p>	<p>We can undertake a review of your procurement strategy, evaluate risks and identify practical and realistic improvements to achieve better value and efficiency targets.</p>
<p>Demonstrate that they have the capability to effectively deliver their chosen procurement strategy.</p>	<p>We can help you to develop and demonstrate excellent client capability based on Achieving Excellence and the Office of Government Commerce's Common Minimum Standards.</p>
<p>Proactively manage their supply chain and, for ongoing programmes of work, develop supplier communities aligned to their aims and objectives.</p>	<p>We can help you to develop your supply chain so that it is aligned with your requirements, and help to establish supplier communities focused on delivering better value.</p>
<p>Have efficient and effective selection policies and processes, which award construction contracts based on the supplier's ability to deliver.</p>	<p>We can carry out reviews of your supplier selection policies and processes and develop these so that you engage with suppliers who are most likely to deliver the best value.</p>
<p>Know that they are fully receiving the services they bought, and that continual improvement is being delivered by its suppliers.</p>	<p>We can help you to ensure that value is being delivered through the effective use of a performance management framework and independently review performance against quality proposals.</p>
<p>Have strong contract managers with the skills and competences needed to develop effective working relationships with the supply chain and deal effectively with poor performance.</p>	<p>We can help with the professional development of staff engaged in procurement and contract management activities through individual and/or group training and coaching.</p>
<p>Work in collaboration with other clients to obtain better value from increased purchasing power, improved forward planning and standardisation.</p>	<p>We can help to identify opportunities for collaboration with other clients and deliver these in a way that meets your requirements.</p>

How we can help Suppliers to the Public Sector

Successful Suppliers...	Rowsell Wright Services Available
<p>Fully understand a client's aims and objectives, way of working and the constraints under which they operate.</p>	<p>We can help you to better understand your clients and align your services with their existing and future requirements.</p>
<p>Understand the drivers for change in the public sector and respond quickly to opportunities arising from new requirements and new ways of working.</p>	<p>We can advise you on developments, changes and initiatives in the public sector and how this may impact on your clients and your business.</p>
<p>Are able to demonstrate excellent delivery capability ensuring that this is fully understood by clients.</p>	<p>We can help you to present your company capability most effectively and ensure that this is fully recognised by all relevant parts of the client's organisation.</p>
<p>Ensure that tenders fulfil requirements and are aligned with client aims and objectives.</p>	<p>We can help you ensure that your bid proposals go well beyond basic compliance and are fully focussed on the client's key objectives and priorities.</p>
<p>Have effective procedures for measuring and demonstrating performance, and ensure that their clients recognise the value that they provide.</p>	<p>We can help you ensure that your successes are effectively presented to clients and fully recognised by all relevant parts of their organisation.</p>
<p>Have high calibre resources that can deliver very high levels of customer satisfaction.</p>	<p>We can provide you with resources to supplement your team in delivering procurement advisory services to public sector clients.</p>

Steve Rowsell BSc CEng MICE MIHT MCIPS



Steve Rowsell is a well known figure in the construction industry and has over 34 years experience in major project delivery. This includes senior roles at the Highways Agency and Crossrail Limited, and procurement related expert witness work.

From July 2007 Steve has undertaken the Head of Procurement role on an interim basis for the £15.9 billion Crossrail project. His main tasks have been to develop the procurement strategy and to lead the procurement of early contracts such as the Programme Partner, Project Delivery Partner and design frameworks. The responsibilities have included the management of the work needed to obtain approval through the OGC Gateway and the HM Treasury's Major Projects Review Group procedures.

From 2000 to April 2007 Steve was the Highways Agency's Procurement Director. He was responsible for developing and implementing its new procurement strategy for delivery of the Government's £2 billion per annum strategic road construction and maintenance programme. The resulting strategy document, Delivering Best Value Solutions and Services, was published in 2001 and became highly influential and internationally recognised for its successful results.

The success of the Highways Agency's approach to procurement resulted in Steve leading the new Change Agent role given to the Highways Agency by Sir Peter Gershon in his 2004 Efficiency Review. This involved working with Local Authorities to help to improve their procurement methods and achieve the challenging new efficiency targets.

Gary Wright BEng CEng MICE MIHT



Gary Wright has over 17 years experience in public and private sector construction activities. This has included over 12 years working for the Highways Agency on major capital projects and playing a lead role in the development of innovative procurement processes.

With Rowsell Wright Gary has provided advice to the Northern Ireland Roads Service in the role of Procurement Director for the £750 million A5 Western Transport Corridor project. This has included the development of the procurement strategy and the management of the pre-qualification and tendering procedures. The approach has incorporated a number of innovative features including a new form of integrated working, group incentives and the first use of electronic tendering by Roads Service.

At Crossrail, Gary has undertaken the role of Procurement Advisor and developed the selection procedures and incentivisation mechanisms for the delivery partner contracts. Gary was responsible for managing the delivery partner procurement process under the Utilities Contracts Regulations negotiated procedures.

From August 2004 to February 2007, Gary was the National Business Improvement Director for Birse Civils Ltd. As part of this role, Gary led the development of a new supply chain strategy and the associated policies, processes and systems. The process change projects that led to cost savings of around £1 million per annum.

From 2001 to 2004 Gary was the Highways Agency's Supply Chain Manager and was instrumental in the development of a new approach to major schemes procurement and supplier selection. This included leading the development of the Highways Agency's Capability Assessment Toolkit (CAT) and best value tendering.

David Morrice, BSc, MRICS



David Morrice has over 18 years experience in the civil engineering and rail industry carrying out commercial and procurement activities. He has been engaged on major new infrastructure projects including the Jubilee Line Extension, Crossrail and a range of highway schemes. David is very experienced in the use of e-procurement tools and has delivered the benefits to our customers including time and cost savings, ease of audit, visibility of process and remote access benefits.

Since 2005 David has been part of the team developing the £15.9 billion Crossrail project and has led the procurement of designers and early works contractors. David developed the strategy for appointing consultants under design frameworks to ensure that the full capability of the design market is harnessed to get best value for money throughout the long and complex design period. David has subsequently managed the procurement of 25 detailed design packages, worth in excess of £150 million, covering tunnels, sub-surface stations, portals, rail systems and rolling stock.

Between 2000 and 2005 David carried out a number of key roles for Network Rail including two years as the Contract and Supply Manager for their Southern Region where he was responsible for the commercial management of all contracts relating to infrastructure maintenance, property, track renewals and operational plant totalling £300 million per annum spend.

Contact Details

Please contact us for full details of the services that we can offer at enquiries@rowsellwright.com or call us direct:

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Helping you deliver better value solutions and services

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