An introduction to hub South West
**hub Programme**

- A Scottish Government initiative through the Scottish Futures Trust
- A 20-year public sector/private sector partnership to construct public buildings in Scotland
- 5 hubs throughout Scotland, each representing 20% of the Scottish Population
hub South West Vision

"To build better local services together across South West Scotland"

“supporting community-led change through the delivery of value for money solutions that enable community growth and services, which meet local needs and provide a catalyst for regeneration.”
hub South West Mission

To set the ‘gold standard’ in process and procurement for delivering improved public facilities and services.

We will achieve this through:
• Partnership working
• Stakeholder consultation
• Knowledge sharing/transfer
• Design and build expertise

This will deliver higher quality, sustainable, best value, integrated facilities and services to better serve the people of Ayrshire, Dumfries & Galloway and Lanarkshire.
Public Private Partnership

A partnership created to deliver improved community facilities

Scottish Futures Trust 10%
Participants 30%
Alliance Community Partnerships 60%

hub South West Scotland

You are already an investor!
Alliance Community Partnerships

- Equitix (70%)
- Kier (10%)
- Graham (10%)
- Galliford Try plc (10%)
- Ashleigh Building (10%)

Local Contractors
Participants
The Territory Area

Population = 1.15 million (approx.) 20% of total Scottish population

Areas covered: Ayrshire, Dumfries & Galloway, Lanarkshire

Why partner with hub South West
Benefits of the hub model

- The **hub** procurement model is an additional tool for the public sector to use
- It is a more efficient, quicker, sustainable procurement methodology – OJEU already done
- Flexible delivery model
  - To suit public sector client needs and project requirements
- Access to finance via capital or revenue funding
- Partnership approach
  - Establishes long term relationship between public and private sector
- Joint service working and integration
  - Resulting in better outcomes at the point of service delivery
  - Increased opportunities for Strategic Asset Management
- Local economic development
  - Community benefits – local employment and training opportunities
  - Local SME’s play bigger role within public sector construction supply chain
SME Engagement Objectives

Current

TODAY

- 65%
- 35%
- Scotland/National
- South West Territory

Encourage suppliers to employ local resource

Utilising local companies to deliver services.

Forecast

5 Years

- 65%
- 35%
- Scotland/National
- South West Territory

Why partner with hub South West
Territory Supplier Network (TSN)

Business opportunities will come to the TSN through our Tier 1 contractors

- The TSN is a comprehensive list of pre-qualified Supply Chain Members
- Uses local SME’s when possible
- Contractors need to sign up to Supply Chain Charter prior to being included on the TSN
- Only companies who are registered and approved on the TSN will be able to deliver work on behalf of hub South West

Why partner with hub South West
## Project Pipeline

### Current hub South West Projects

<table>
<thead>
<tr>
<th>Participant Organisation</th>
<th>Schemes Under Development / Construction</th>
<th>Project Type</th>
<th>Value (£ millions)</th>
</tr>
</thead>
<tbody>
<tr>
<td>East Ayrshire Council</td>
<td>Kilmarnock 3-18 Campus</td>
<td>Education</td>
<td>£35</td>
</tr>
<tr>
<td>North Ayrshire Council</td>
<td>Garnock Academy</td>
<td>Education</td>
<td>£34</td>
</tr>
<tr>
<td>North Ayrshire Council</td>
<td>Montrose House</td>
<td>Community</td>
<td>£5</td>
</tr>
<tr>
<td>South Ayrshire Council</td>
<td>Ayr Academy</td>
<td>Education</td>
<td>£25</td>
</tr>
<tr>
<td>South Ayrshire Council</td>
<td>Annbank Primary School Extension</td>
<td>Education</td>
<td>£2</td>
</tr>
<tr>
<td>South Ayrshire Council</td>
<td>Marr College</td>
<td>Education</td>
<td>£34</td>
</tr>
<tr>
<td>South Ayrshire Council</td>
<td>Tarbolton Community Campus and Primary School</td>
<td>Education</td>
<td>£7</td>
</tr>
<tr>
<td>Dumfries &amp; Galloway Council</td>
<td>Dalbeattie High School</td>
<td>Education</td>
<td>£16</td>
</tr>
<tr>
<td>NHS Dumfries &amp; Galloway</td>
<td>Dalbeattie Primary Care Centre</td>
<td>Health</td>
<td>£2</td>
</tr>
<tr>
<td>NHS Dumfries &amp; Galloway</td>
<td>Dunscore Primary Care Centre</td>
<td>Health</td>
<td>£1</td>
</tr>
<tr>
<td>NHS Lanarkshire</td>
<td>3 Health Centres-Wishaw, East Kilbride &amp; Kilsyth</td>
<td>Health</td>
<td>£44</td>
</tr>
<tr>
<td>North Lanarkshire Council</td>
<td>Cumbernauld Community Enterprise Development</td>
<td>Community</td>
<td>£8</td>
</tr>
<tr>
<td>North Lanarkshire Council</td>
<td>Greenfaulds High School</td>
<td>Education</td>
<td>£31</td>
</tr>
<tr>
<td>North Lanarkshire Council</td>
<td>Clyde Valley Learning Campus</td>
<td>Education</td>
<td>£26</td>
</tr>
<tr>
<td>Irvine Bay Regeneration Company</td>
<td>Ardrossan Medical Centre</td>
<td>Health</td>
<td>£2</td>
</tr>
<tr>
<td>Irvine Bay Regeneration Company</td>
<td>Irvine Annickbank</td>
<td>Office</td>
<td>£2</td>
</tr>
<tr>
<td>Irvine Bay Regeneration Company</td>
<td>Ardrossan Quayside</td>
<td>Office</td>
<td>£3</td>
</tr>
</tbody>
</table>

Total Value: £279
SME Engagement

Supply Chain Institute

- Supporting local enterprise
  - To develop their business and benefit from local contracts
- Territory-wide programme of events
  - Meet the buyer
  - PQQ improvement workshops etc.
- Working in Partnership with:
  - Local Authority Economic Development teams
  - Business Gateways
  - Supplier Development Programme

Skills Academy

- Maximise employment opportunities for:
  - Job creation/work placements/apprenticeships/training
Partnering Services

Project Development
- New Project Development/Delivery
- Supply Chain Selection
- Access to Funding

Strategic Support
- Develop Territory Delivery Plan with Participants
- Supply Chain Management
- Support the Territory Partnering Board
- Strategic Estate Planning - if requested
- Service Planning – if requested
- Ad-hoc Design and Consultancy Services – if requested

On-going Partnering Services
Why hub South West?

For best value and best practice...

• Reduced internal and external costs
• Shorter procurement lead-time (saving 6 months on average)
• Using local supply chain, without constraints of OJEU
• Ability to aggregate projects, resulting in lower overall costs
• Strategic support and access to professional services
• Whole life costing approach
• Cost certainty – hub South West is committed to achieving an affordability cap from the outset of the project
Immediate Access via hub

hub South West saves time and money...

• OJEU process already completed
• hub South West formed via OJEU November 2012
• Territory Supplier Network - ready to go!
• Saving up to 6 months “lead-time to site”
• Resulting in savings for Participants – Costs, fees, inflation
hub South West provides access to project development and delivery expertise...

- Project Development
- Cost Management
- Design
- Construction
- Legal & Financial
- Strategic Asset Management
- Specialist Consultancies
Cost and Programme Certainty

- Early commitment to agreed, benchmarked Affordability Cap(s)
- Financial caps for every element of the project
- Benchmarking with similar projects
- Open Book – transparent competitive tendering
- Savings returned to client
- Commitment to key dates
Local Economic Regeneration

We deliver Community Benefits in terms of:

- Job creation
- Training and development
  - Apprenticeships
  - Graduate placements
  - Back to work schemes
- Open to local companies
- Business improvement initiatives for SME’s
- Community engagement
- Skills Academy and Supply Chain Institute

*Delivering a sustainable future...*
Partners in Development...NOT a framework...

20-year relationship

- Long-term strategic review
- Joint management team
- Shared goals
- Best of public and private sector expertise

Shared benefits of success

- Financial
- Longevity of assets
- Local economic development
Benefits of partnering with hub South West

**Benefits to Participants**
- Flexible, joined-up approach
- Resource efficiency
- Design quality
- Professional expertise
- Value for money
- Shared goals/partnership approach
- Best of public and private sector expertise
- Enhanced central support

**Benefits to the Community**
- Local employment and economic wellbeing
- Improved community facilities
- Environmental improvements
- Improved access to services via co-located and integrated facilities
Long Term Benefits – improving communities

- Improved Community Services Buildings
- Cost efficiency from co-located Services, reduced procurement times and costs, and better risk management
- Service improvements for Users
- Employment and Training opportunities
- Opportunities for Local Businesses
- Sustainable Developments
- Economic Wellbeing
- Social and Community Improvements

Why partner with hub South West
Contact Us

Visit our website: www.hubsouthwestscotland.co.uk
Email: michael.mcbrearty@hubsouthwest.co.uk

Follow us on Twitter: www.twitter.com/hubswscotland
Join us on: www.linkedin.com/groups/hub-South-West-Scotland