



Better projects

Large capital projects are often a difficult arena for the purchaser because of the ease with which the unscrupulous contractor can cut corners to reduce cost by changing the specification. It is relatively easy to cut the cost, but getting to the right cost for the right quality and delivery is considerably more difficult. The main reasons for this are that defining precisely what is required is complex. It often results in large amounts of detail and specifications. Ensuring that all the potential suppliers have then got the correct versions of the detail and have quoted for precisely what is required so that an 'apples for apples' price comparison is being made can be a difficult task.

This quarter, Hepworth Drainage Division, part of Hepworth Building Products, have placed a set of contracts for work within a large multi-million pound capital project. Contracts include the building of factory extensions; designing and installing a large conveyor system and the refurbishment and installation of large extruders. Vendigital has assisted them in undertaking the competitive tendering.

Martyn Goodwin the Project Engineer responsible for the project commented, **"Vendigital gave us a lot of help and guidance in constructing better contracts with clearer responsibilities. They have also introduced us to a lot of very competent, qualified suppliers."**

In relation to the detail involved in the project, Ed Orme the Project Manager said; **"The software used to communicate with companies through the competitive tender has been extremely useful. On a project of this nature and complexity there are lots of drawings, standards and other details that suppliers need to come up with definitive prices. These documents are also being updated as progress is being made. Making these available on the website and providing a question & answer facility for suppliers has been a big help in getting to a level playing field. We are sure that to a high degree suppliers are quoting against the same things."**

"Through this exercise we have achieved a high level of confidence that we are paying a price that is optimised to our quality and delivery requirements."
David Steele Operations Director,
Hepworth Building Products.

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