

## HILLINGDON HOMES

### > REDUCING COST . . .

Sourcing construction suppliers can be a time consuming and resourceful process, with serious financial implications for the parties involved. However, as Hillingdon Homes Limited realised, these costs can be significantly reduced by the use of Constructionline.

Brendan Heaslip, Procurement Officer at Hillingdon Homes explains, 'We need to have confidence in the financial standing and capabilities of the companies that we invite to tender and to whom we ultimately award our contracts. Since we no longer manage a 'select list' or have 'preferred suppliers', Constructionline and their pre-qualification process provide us with that confidence and assurance'.

### > WORKING WITH CONSTRUCTIONLINE . . .

With an annual spend on construction procurement of £13.5 million, Hillingdon Homes find they use Constructionline several times a week, mainly for sourcing new suppliers and performing checks upon their financial status and their previous standards of performance.

Constructionline has been established as the starting point for all their construction tenders. Brendan Heaslip adds, 'In addition to the other benefits mentioned previously, through Constructionline we have awarded contracts to a number of contractors without previous experience; all have performed satisfactorily'.

### > THE BENEFITS . . .

The use of Constructionline has provided a number of benefits for Hillingdon Homes. Brendan Heaslip mentions a few of them, 'Constructionline provides access to an extensive database of specialist pre-qualified contractors in whom we can have confidence. The system is simple and easy to use, and has helped us achieve significant financial and administrative savings, from no longer having to maintain our own 'select list' of contractors. The savings in time achieved allow our surveyors and engineers to concentrate their efforts on 'value added' tasks such as the design and management of their projects'.

### > THE PEOPLE BEHIND THE DATABASE . . .

Brendan Heaslip's concludes, 'The initial support and training from our Client Relationship Manager was excellent and he continues to respond promptly when required. The Helpline too provides an excellent service and is receptive to constructive criticism'.



'The Constructionline database is simple and easy to use and has helped us achieve considerable financial and administrative savings'.

**Brendan Heaslip**  
Procurement Officer at  
Hillingdon Homes