

LONDON BOROUGH OF BEXLEY

> IMPROVED RELATIONSHIPS . . .

London Borough of Bexley have an annual construction spend of £50 million. The borough's working relationship with their construction suppliers is well established and is based on years of co-operation and mutual trust. So when the borough decided to adopt the use of a pre-qualification service, they invited their suppliers to help them make the choice.

Mick Sullivan, the borough's Procurement Manager, explains their reason for deciding to adopt Constructionline. 'We were looking at various optional providers of similar services. There was a choice to be made, and we decided to ask our approved contractors for their opinion. Their choice was Constructionline. If a system saves both us and them money, it would be crazy not to use it'.

> STREAMLINED PROCUREMENT . . .

London Borough of Bexley are keen users of the system now and it continues to improve the borough's relationship with existing suppliers. One of the key benefits for them, as specified by Mick Sullivan, has been the streamlining of the application process to their approved lists, and the excellent support from the Constructionline team.

In addition to the above, he adds, 'Constructionline is mainly used to supplement our existing applicant assessment processes and for sourcing new suppliers. It saves us a lot of time in the process, and although we haven't quantified the financial savings internally, I am sure that significant savings are being made at contractors' end. As we are dedicated to supporting our local businesses, this alone is enough reason for the continued use of the system'.



'We adopted Constructionline in response to a survey of our approved contractors'.

Mick Sullivan
Procurement Manager at
London Borough of Bexley