

MCGOFF & BYRNE

> BUILDING ON SUCCESS . . .

North West-based McGoff & Byrne had been registered as a supplier with Constructionline for over a year, but as they grew so did their supply chain.

As many main contractors and clients will testify, problems caused by sub-contractors - from insolvencies to poor performance - can have a massive impact on a project such as spiralling costs and lengthy delays.

> SEEING THINGS FROM THE CLIENT'S POINT OF VIEW . . .

Meanwhile, as McGoff & Byrne's commercial director Dave McGoff explains, the firm's clients increasingly demanded greater transparency over who they employed to do work on site.

"We decided that it was time to judge our sub-contractors by the same standards that our clients use and so we adopted Constructionline as a buyer," says Dave.

Very soon McGoff & Byrne's dedicated client relationship manager was on site training dozens of staff on how to use the system.

The results were immediate as the business began to see their own PQQ success rates soar, particularly on framework agreements.

Dave continues: "Clients could see that we were using the same best practice in procurement through Constructionline that they advocated themselves.

"By showing a willingness to demonstrate sound and robust procedures, the public sector in particular has opened its door to us and now we're competing with the big boys."

And as they began to expand their area of operation across the country for clients like Nando's and Kids Unlimited, McGoff & Byrne found that they could find pre-qualified locally based suppliers using Constructionline.

"As we're an environmentally and socially responsible business, it's important that we can set up locally based supply chains in the areas we're working in. Being able to search the Constructionline database means we can confidentially find new supply chain partners wherever we need to work," says Dave



// COMPANY PROFILE

Turnover:
£18 million

Areas of operation:
National

Type of work:
Commercial, industrial, health, education, hotel, leisure, social housing and high-end luxury homes

Established:
1973

Telephone number:
0161 927 2940

Website:
www.mcgoffandbyrne.co.uk

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Dave McGoff
Commercial director of McGoff & Byrne