

# Design Services Alliance

*Output from the Industry Day*

Date: July 2010

Commercial and Contract Management



Sellafield Ltd

# Feedback Received

- Very illuminating and useful
- Has fed into the procurement strategy for the Design Services Alliance
- Number of key themes identified

# Acquisition and Contractual

- Longer term agreements will drive relationship, value and knowledge
- Aim to reduce waste in the arrangements
  - Early engagement is best for value
  - Allow direct award where appropriate
  - Use appropriate commercial arrangements, not Fixed Price for inappropriate work
  - Integrated teams can cut waste in a project

# Performance Management

- Incentives should be performed on value, not just on cost
- Long term incentivisation will allow a focus on outcomes, not outputs.
- KPI's should include important areas such as
  - Responsiveness
  - Value
  - Safety
  - Time
  - Customer Satisfaction

# High Performance Teams

- Cohabitation enables clear dialogue and communication of scope
- Integrated and collaborative working/teams can drive success
- Reduction of man to man marking will assist performance

## Other issues raised

- Companies of all sizes and shapes are currently supplying design to SL
- Front end design is where value is created
- Risk should be apportioned appropriately to the party best able to manage it

Thank you for taking the time to attend the engagement and, if you did, for contributing in written form

