



SWORD

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SwordCTSpace

Morgan Ashurst 'inspirED' Joint Venture

Morgan Ashurst is a leading international project management and services company

It has significant capability in private finance and Public Private Partnerships. The PPP Division works in partnership with local authorities, funding institutions, government agencies, landowners and other stakeholders to deliver quality economic funding packages.

In January 2004 Morgan Ashurst created the 'inspirED' joint venture with InnisFree and Equion to bid for one of the UK's largest PFI schools projects for South Lanarkshire Council. The contract for the delivery of 17 new and 2 refurbished secondary schools, and the provision of estate management services over the 30-year concession period is valued in excess of £290 million.

The development of this major PFI bid over a 10 month period presented the alliance with several management challenges. A key issue was the sharing of bid documentation across all parties involved in submitting the response, a process which could be both time consuming and costly. Furthermore, the bid team were faced with a major challenge in coordinating queries and responses across multiple parties and multiple sub-projects. Working to a submission deadline it was essential that information was handled in a timely way and everyone was consistently working with the most up to date documentation.

The team identified a need to find a technology solution to support them with the preparation of this major bid submission. Being financially exposed during this bidding phase it was important to find a solution that did not require significant investment in hardware, software or set-up and one that would be easy to use by all participants on the bid team.

Sword CTSpace provided the 'inspirED' joint venture with the 'On Demand' Document Management and Collaboration software system that was made accessible to the bid team and their partners from a standard Internet browser.

The Sword CTSpace solution was deployed at the outset of the bid process which involved up to 200 users from 35 different partner organisations. By using the system from day one everyone had immediate access to the most up to date information. An easy-to-use folder structure was created that allowed the bid participants to upload, search and revise those sections of the bid for which they were responsible. A Morgan Ashurst bid coordinator collated all the responses and compiled the final bid submission.

Benefits

Quick and efficient management of project documentation

Manage immense volumes of documentation and correspondence

Reduce costs

Minimise errors and delays

Implement effective chains of communication

Encourage collaborative working

Mitigate risk and ensure regulatory compliance by maintaining a complete audit trail

Standardise best practice across projects

Improve visibility, control and problem diagnosis in the design and construction phases of the project

Leverage information from previous projects with archiving capabilities

“Sword CTSpace solutions enabled us to reduce the cost of our bid submission by as much as 10%, by eliminating the need to replicate and distribute documentation to the bid team members.”

Ian Kent, Commercial Manager, Morgan Ashurst

Historically, the lead bidder (Morgan Ashurst) would have incurred significant costs in the printing and distribution of technical drawings and documents. The team had estimated that this would typically cost up to 10% of the total cost of the bid phase. Using Sword CTSpace, Morgan Ashurst was able to give team members direct access to drawings, at no cost to them.

Collating and coordinating the response was also made much easier for the bid coordination team. The design teams no longer had to manually send drawings on CD's to the project office, they were made immediately available saving time and guaranteeing delivery. The solution provided a central point of contact for the bid team, making it easier to track the bids progress against key milestones.

Sword CTSpace's software has become integral to the 'inspirED' joint venture. The team quickly derived real benefit from using the system:

The teams are already experiencing real benefit from using the system. They have:

- Achieved a significant financial saving in the cost of copying and posting documents and drawings to team members (up to £100K)
- Ensured a faster turnaround of documents and drawings (2 -3 days each)
- Introduced a consistent approach to handling and managing documents and drawings across all members of the bid team
- Reduced the risk of errors and rework by ensuring the team was always working with the most current drawings and documents
- Improved communication by enabling team members to raise and respond to queries in a structured way
- Eliminated the risk of losing important files, by maintaining all current and past versions in one central location



- Created a template for use on future bid submissions, transferring knowledge and best practice to ensure faster through-put and turnaround of bids

For the South Lanarkshire Schools Project, the 'inspirED' joint venture was awarded preferred bidder status in January 2005 and the 4 year programme of work began mid year.

The Sword CTSpace solution is now fully embedded in the construction phase of work, providing continuity of approach. The team continues to realise significant cost savings as each new phase of work requires at least 50 drawings per school to be maintained and shared with the team. Sword CTSpace is working closely with new partners who join the construction team to ensure that they are fully utilising the functionality available.

"Sword CTSpace made it easier to plan and manage the coordination of our bid submission by providing my team with instant access to the status of work in progress." comments Margaret Gray, Bid Coordinator, Morgan Ashurst.

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