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Conversations for Effective Procurement

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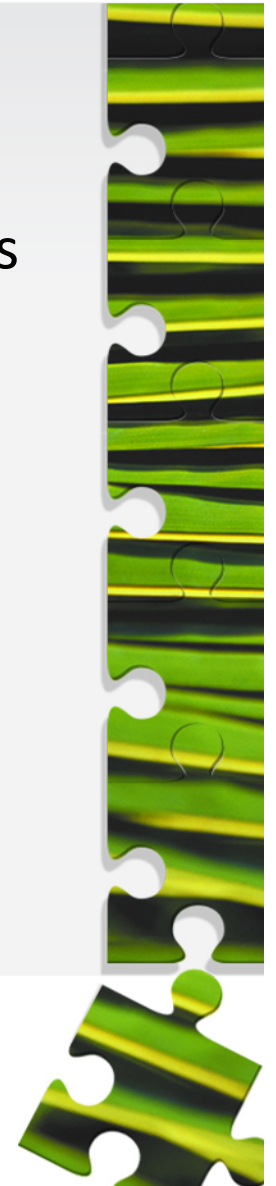


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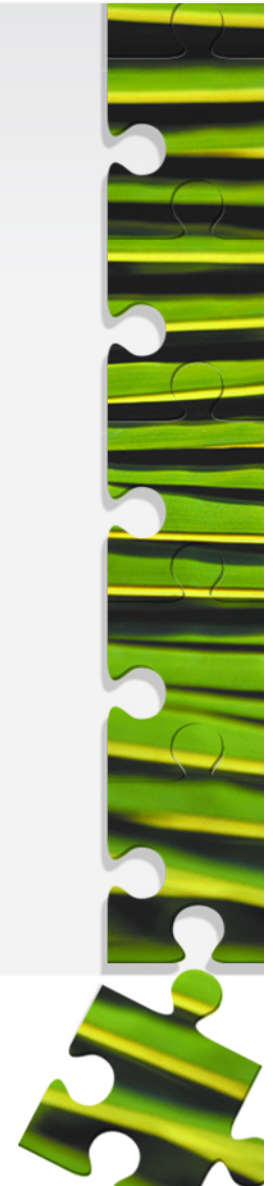
Stock Acquisition

- 17 providers built 751 dwellings over two years
 - 22 units per year average
- For different tenures:
 - Rent
 - Rent for buy
 - Shared ownership



Logics of Community Housing Providers

- CHPs have three imperatives:
 - Building affordable dwellings for people on the lowest incomes.
 - Delivering housing to people who:
 - are likely to spend more time in their dwellings on a daily basis
 - need secure housing, and
 - have limited choices on the housing market.
 - Maintaining a long-term interest in the stock it commissions.
- CHPS are restricted in:
 - Disposing of stock (and tenants)
 - Use of capital
 - Rates of return
- CHPS really have to care about:
 - Affordability to users
 - Value for money
 - Quality and house performance

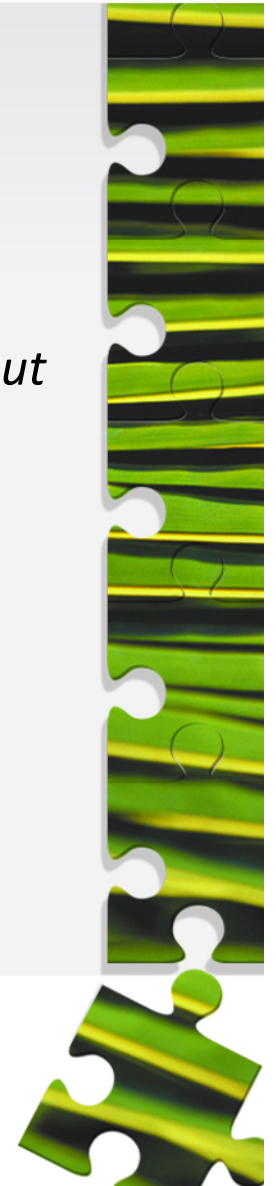


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Success in Procurement Dependent on:

- *Shared and values-based commitment* between the community housing provider and suppliers
 - mutual respect of each other's needs
 - ensure a fair deal for all parties.
- *Openness, clarity of expectations, and transparency about limits of resources* – Understanding
 - what is really important
 - what can and cannot be compromised
 - project management, risks and appropriate sequencing of decisions.
- *Vigilance* – Take responsibility for relationships and
 - actively look at the market and building costs
 - monitor delivery
 - resolve risks and issues
 - collaborate to optimise outcomes.



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Some needed conversations

- Among Community Housing Providers (CHPS)
 - Develop standardised quoting project management templates and software.
 - Joint, cross-sector initiatives for insurance and build guarantees.
 - Develop of knowledge-based procurement kits and training for
 - community housing providers
 - building industry training.
 - Promote simple house and multiple consents.
- CHPS and Building Industry
 - standardised quoting, quantity surveying
 - price points
 - Improving capabilities



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Some needed conversations

- CHPS and Government
 - Capital funding and use of money
 - Sticking to knitting
 - Making targeting work – system not segment
 - Distinguishing between partnership, collaboration and agent
- CHPS and councils
 - Getting real about amenities
 - Sorting out processes
- CHPS and property investors
 - Capital
 - Land
- CHPS, councils and central government
 - SHA

