

**NAYLOR LOVE**



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# CCG SUPPLY CHAIN MANAGEMENT



# Best Practice

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## Our Vision

**“TO BE MEASURABLY THE BEST  
CONSTRUCTION COMPANY”**



# Best Practice

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## Our Vision

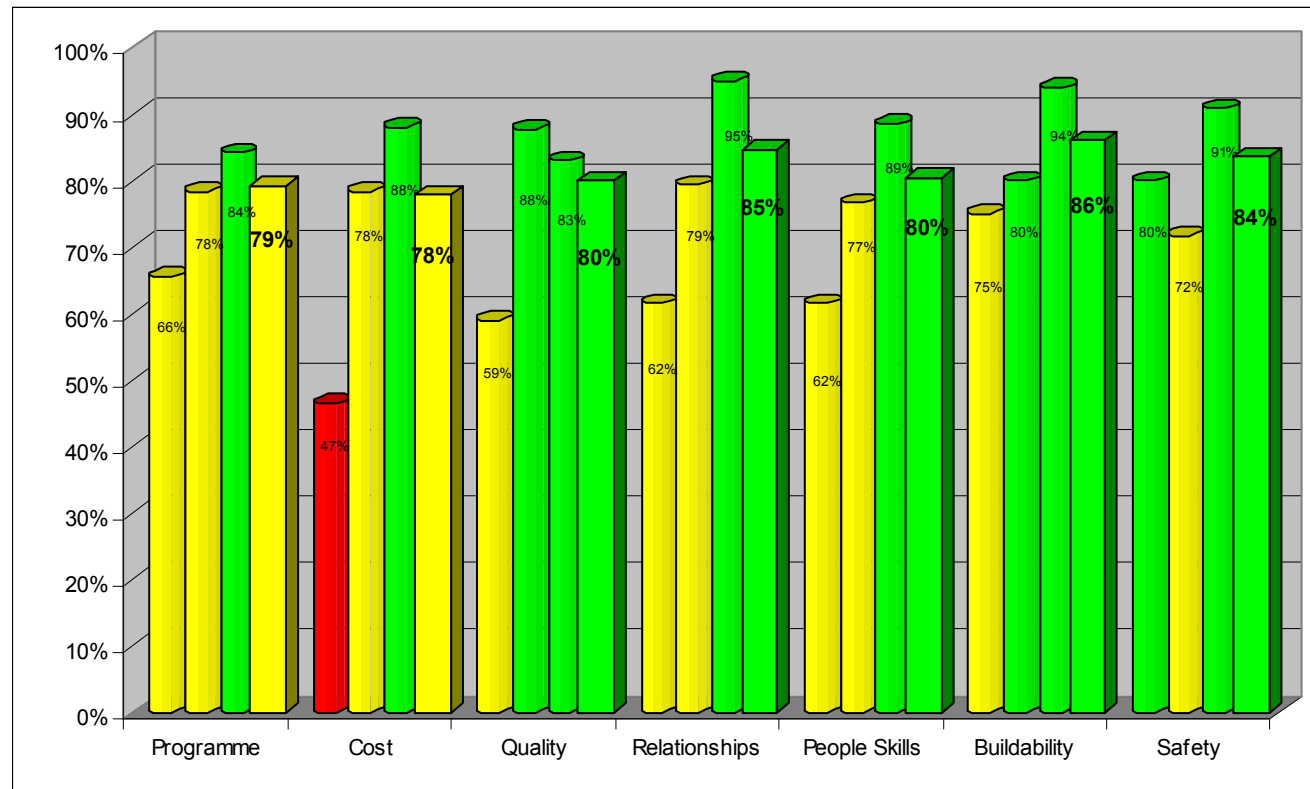
**“TO BE MEASURABLY THE BEST  
CONSTRUCTION COMPANY”**

- Best Practice Group
- Industry KPIs
- ‘Voice of the Customer’
  - Last Planner
  - Zero Defects



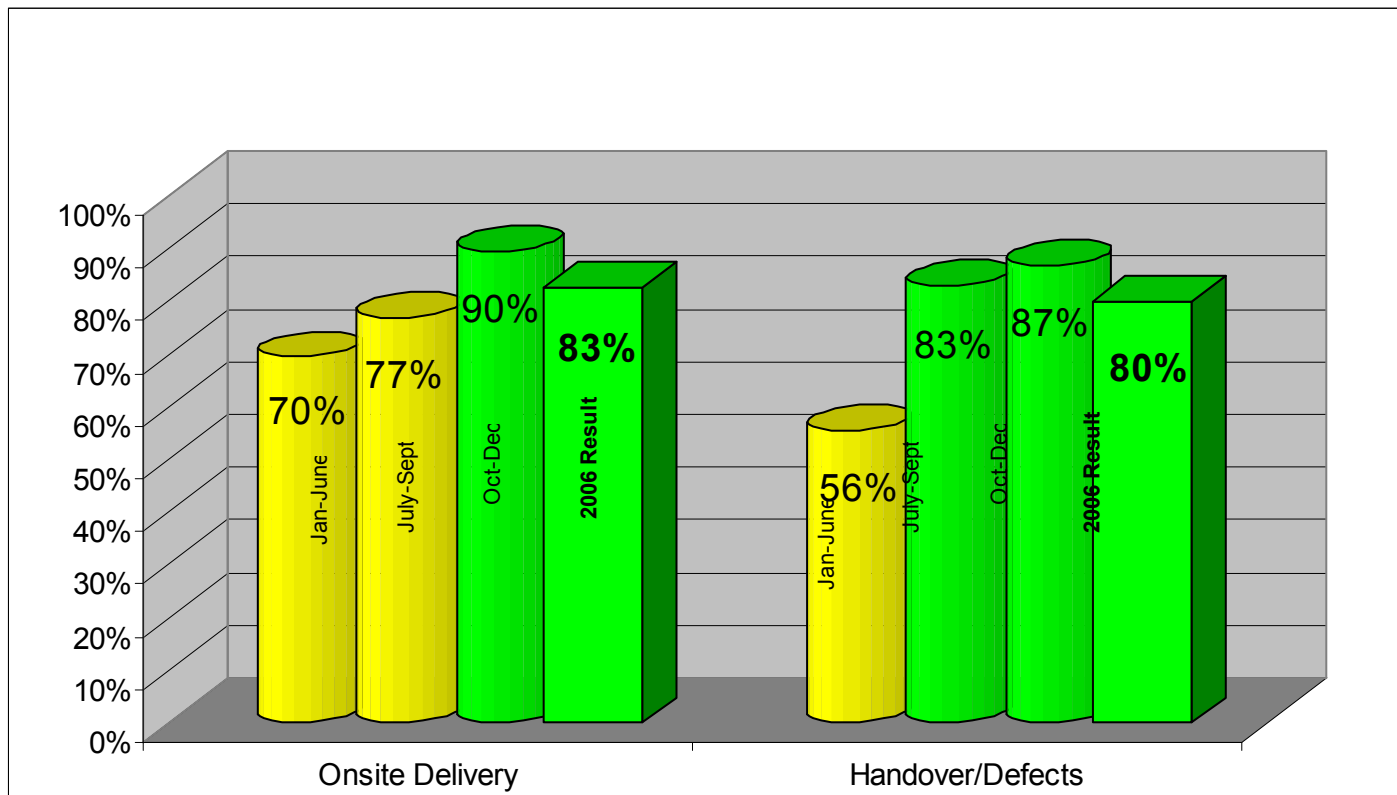
# Customer Survey - Aspect

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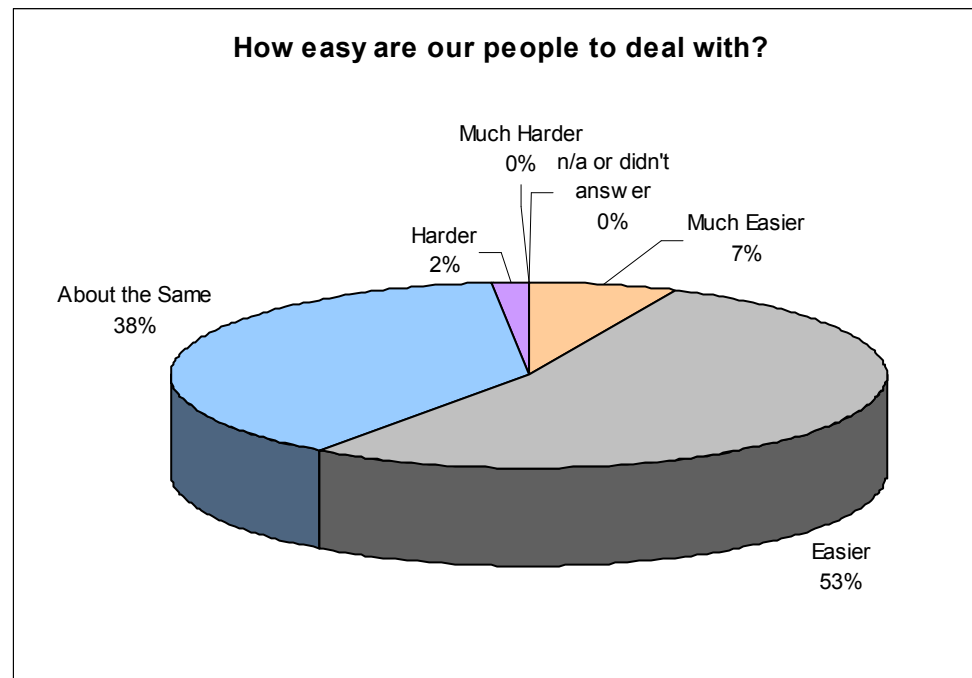


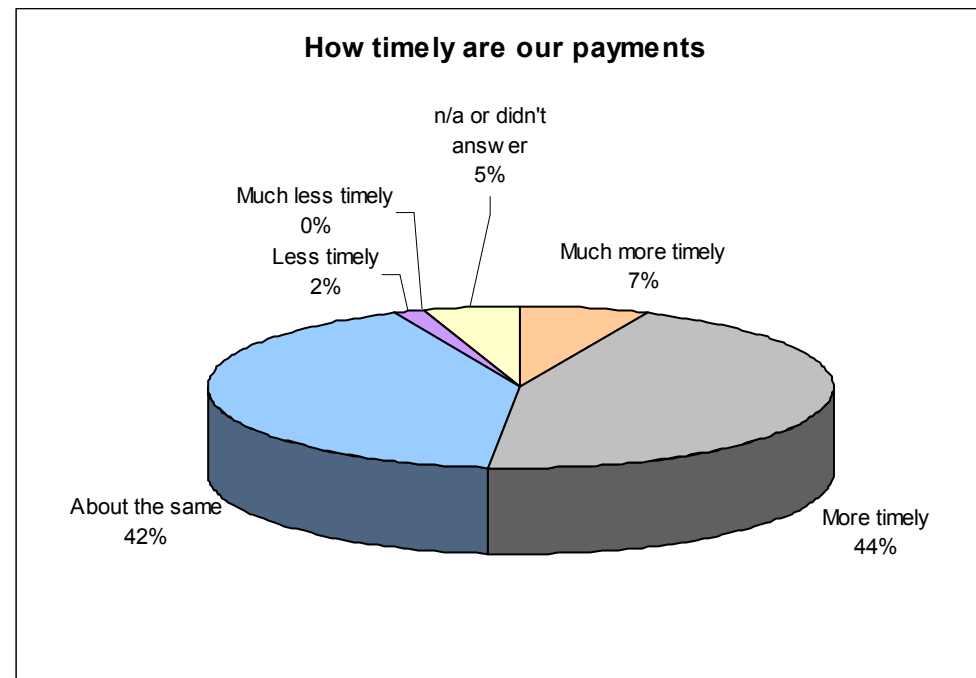
# Customer Survey - Stage

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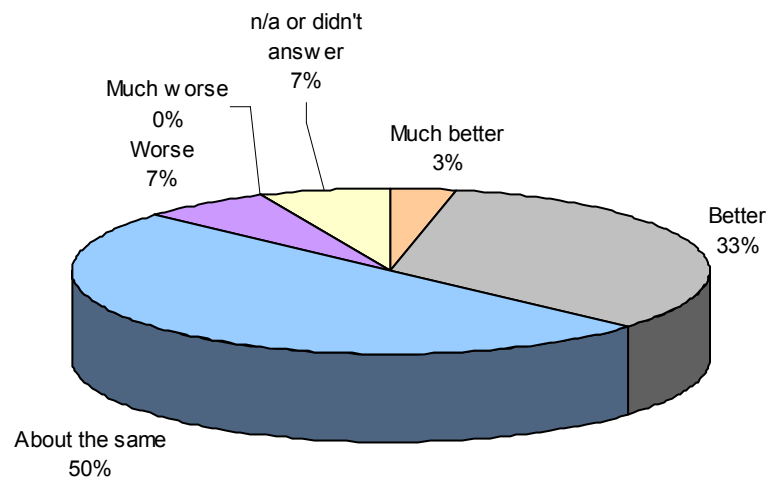


### How easy are our people to deal with?

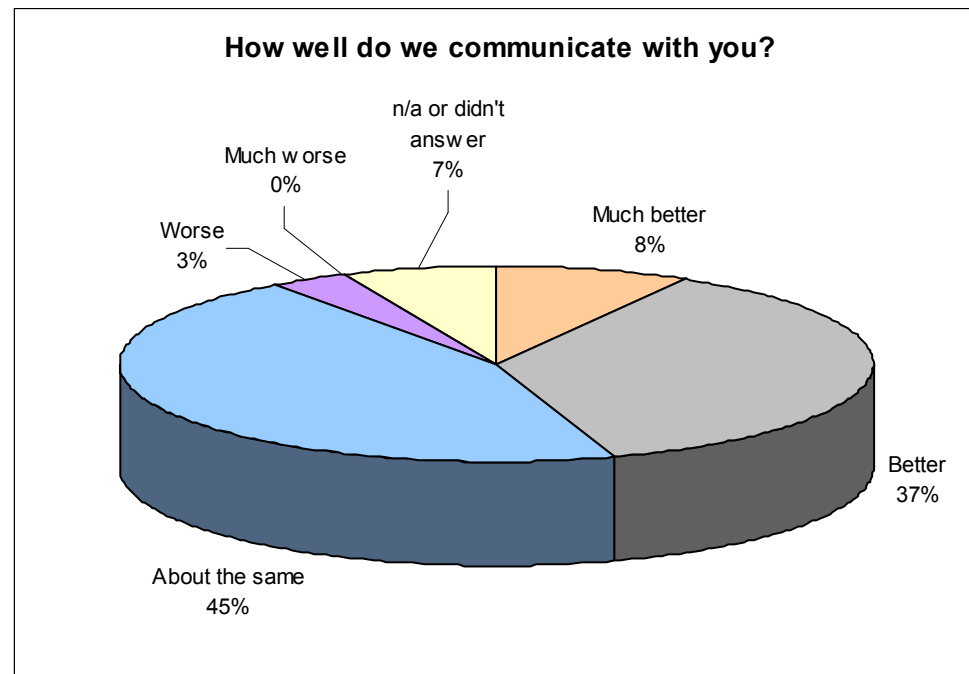


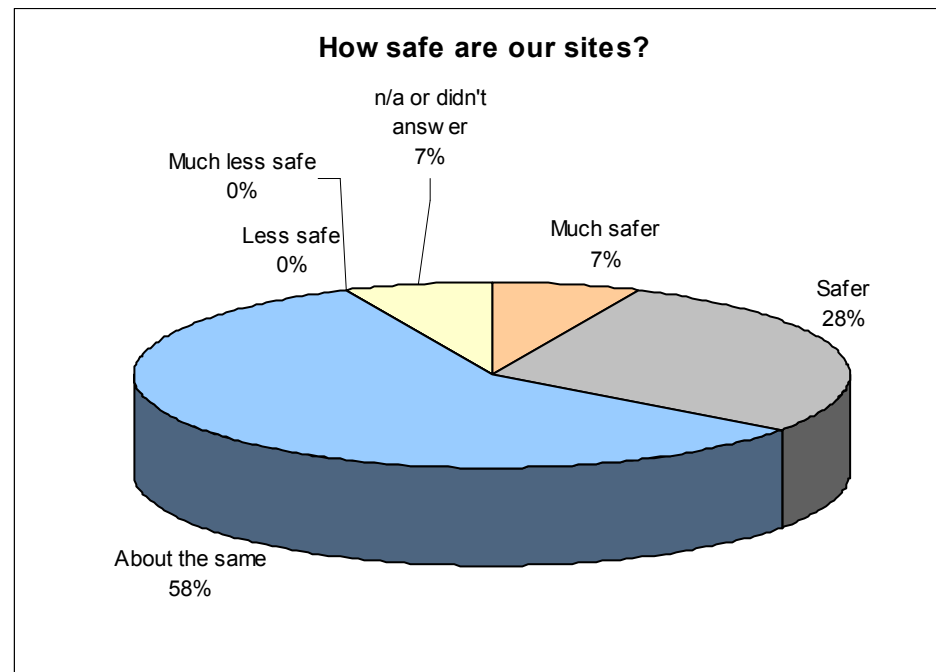


### How well planned are our projects?









# Strategy for the Future

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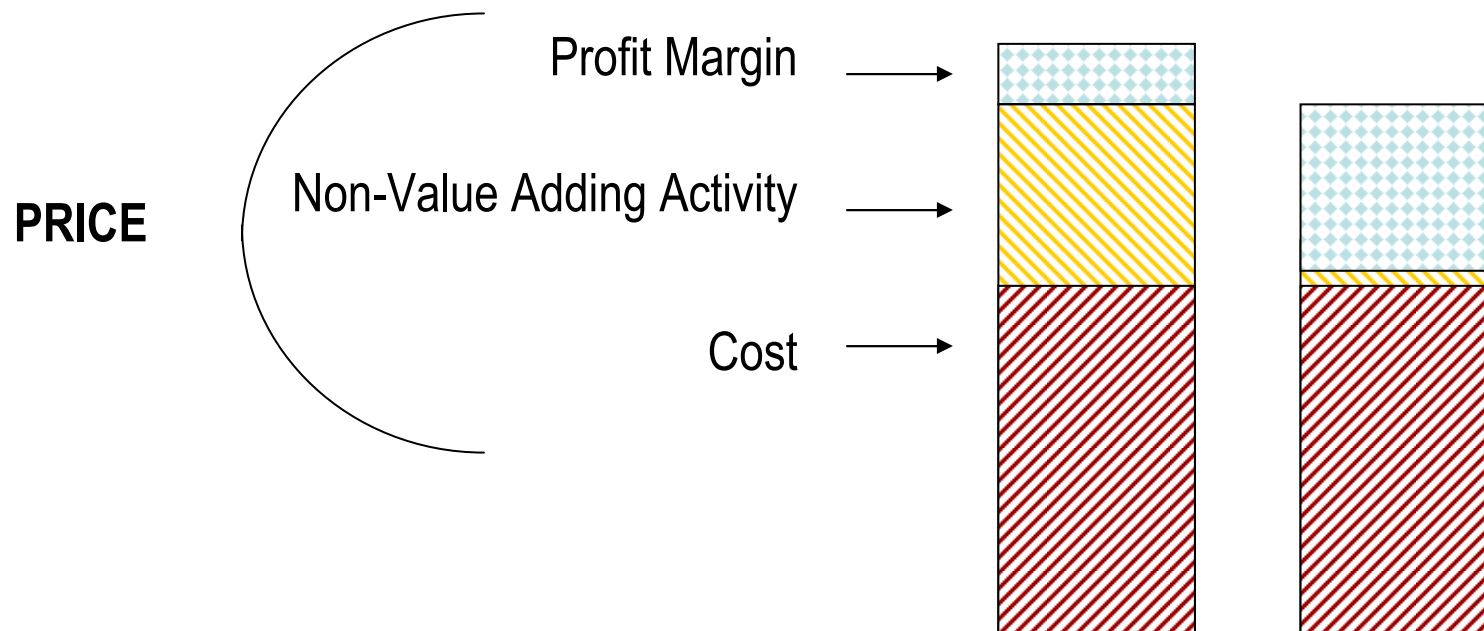
- Rapid Growth – last four years
- Time to consolidate
  - Focus on best practice
  - Fewer, higher quality customers
  - Fewer, higher quality subs
  - More repeat, negotiated work
    - Current = 37%
  - Retain & train more good people
  - More profit for all through Waste Reduction



# Strategy for the Future

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Waste reduction = More Profit for ALL!



# The Tender System

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- Invite preferred suppliers
- Advertise to capture the rest
- Best efforts to evaluate and incorporate
- Submit tag ridden tender
- Evaluate and contract
- Fight to hold close to tender bid



# The Negotiated System

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- Invite preferred suppliers
- Best efforts to evaluate and incorporate
- Evaluate tags and submit tender
- Contract
- Work to hold close to tender bid



# The Vision

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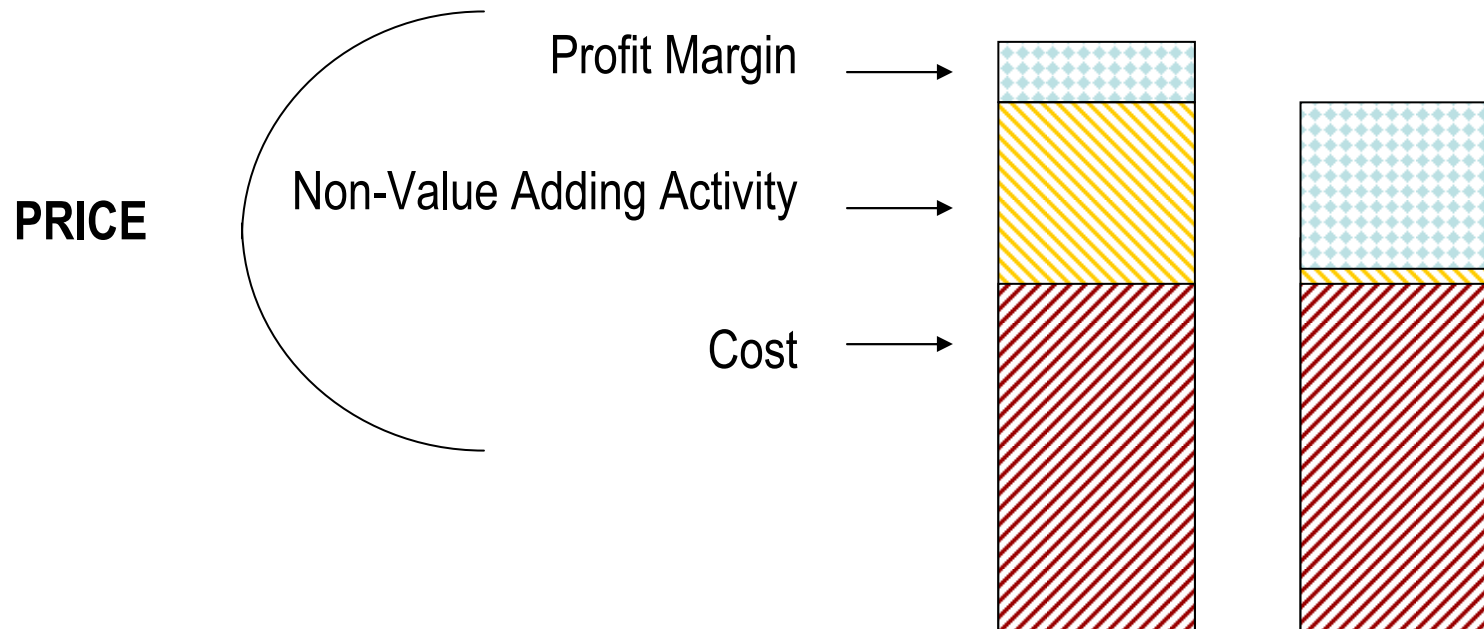
- Evaluate preferred supplier's capability
- Work together as value engineers
- Submit tender
- Contract
- Work together to:
  - drive out waste
  - Increase quality
  - Increase profit



# Let's take another look

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Waste reduction = More Profit for ALL!





# RULES OF ENGAGEMENT

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- How do we procure preferred suppliers?
- What are our joint values?
- What are the rewards/incentives?
- 360 Performance Measurement
- How do we allocate projects?
- Waste Busting
- Length of framework?
- Ideas capture/ BPG /lessons learned



# Progress

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- Performance Measurement
- Subcontractor Education
- Staff Education
- Design Framework
- Pilot Series



# Questions & Comments

