

PAGABO



Pagabo Annual Report

2022





Executive summary

Pagabo remains an important strategic partner for Willmott Dixon. They continue to innovate within the ever-evolving Framework space and are as relevant today as they were when our relationship started back in 2016.

Since our last review we have added Developer Led to our suite of frameworks, securing our first project for East Sussex Colleges Group. Our work on the Major Works Framework has gone from strength to strength as we improve our success rates, especially our Midlands region, who have won work valued at £162m. We've also had further successes in the Southeast and North. Oaklands College scooped Pagabo's 'Best Project Delivering Sustainable Outcomes' award earlier this year. Interiors recently completed their seventh project on the Refurb & Refit framework and are looking to secure their place on the new framework currently being re-procured.

Next year will see our work with Pagabo break through the 10% barrier of Construction turnover, cementing itself as a key strategic framework provider. Our target is to go even higher in future years.

We are excited about the prospect of Pagabo's new Decarb Framework, which aligns to our Group's policy on supporting customers towards a net-zero carbon estate. This will be a great opportunity for our newly launched Decarbonise Today service.

Thanks to everyone who has contributed to our ongoing successful partnership.

Andrew Brookes
Strategic Framework Manager, Willmott Dixon

Willmott Dixon continues to be a key partner of Pagabo. They continue to support our journey not only on a Pagabo level but also on a 55 Group Level.

In the last year the Willmott Dixon team have secured a number of schemes through the Pagabo suite of frameworks. It was pleasing to see the team in the South East secure schemes with the NHS Property Services and LB of Hounslow with a combined value of circa £30m. They have also secured another scheme through our Developer Led Framework for the East Lancashire NHS Trust at their Blackburn Hospital, the total secured through this framework to date is £168m. The team continue to support the client through the journey in developing schemes and ensuring these are delivered on time.

We're extremely happy with the level and standard of reporting from Willmott Dixon. They've never missed a submission of our monthly performance dashboard over the last 12 months, which we're sure will continue as our reporting expands to the other frameworks they operate on. Client satisfaction and spend on local supply chain are both major strengths of theirs and this has not gone unnoticed.

Thank you to the team over at Willmott Dixon for all your hard work. Let's hope for even more success in 2023!

Jonathan Parker
Head of Construction, Pagabo



Andrew Brookes
Strategic Framework
Manager, Willmott Dixon



Jonathan Parker
Head of Construction,
Pagabo



What we've achieved together so far



Value of pipeline

£453m

EOI positive responses

74%

(target 60%)

10%

of Willmott Dixon Construction turnover – 2023

Bid frequency

91%

(target 80%)

18 projects secured

£431m

value of projects

Success rate

37.5%

(target 33%)

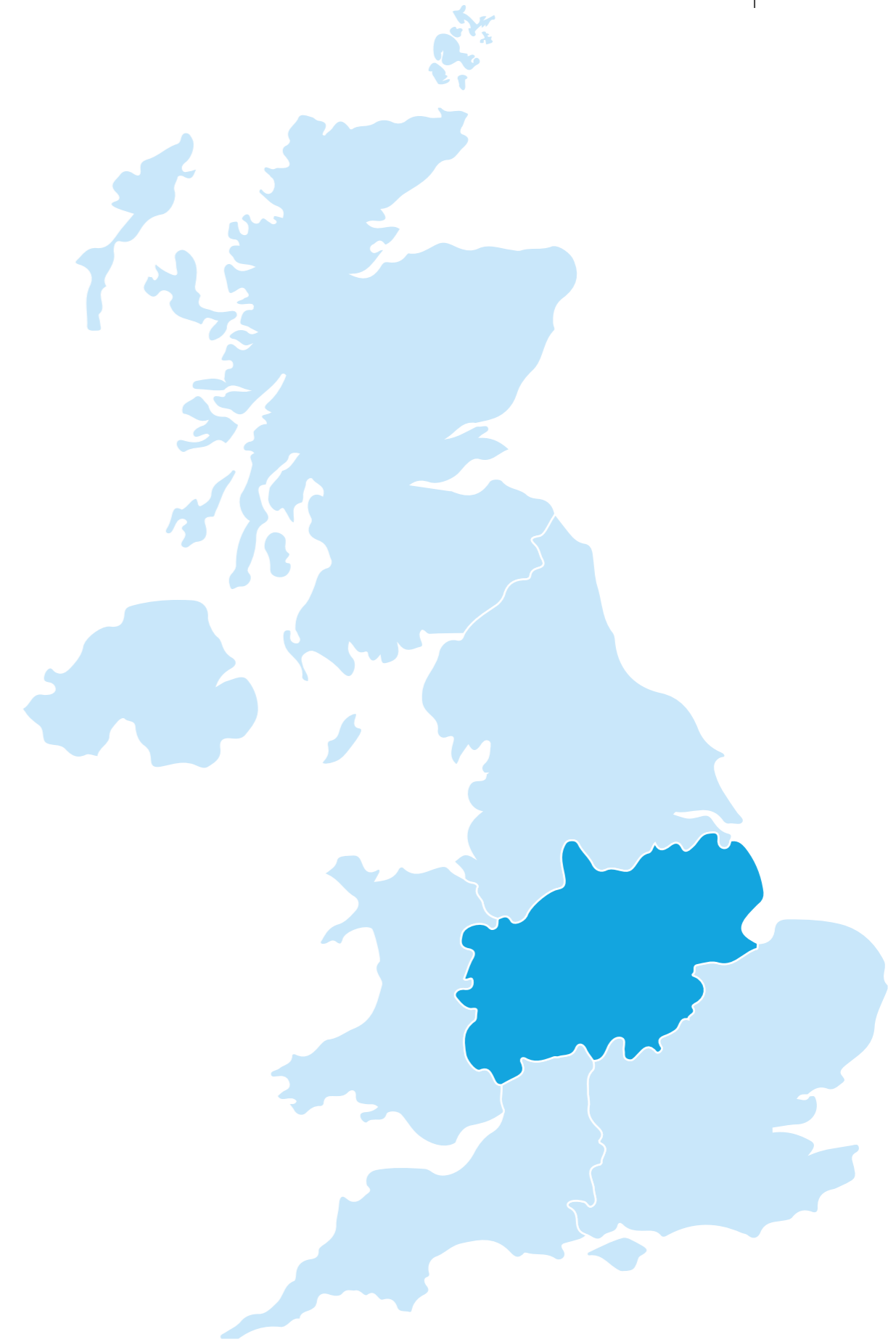


Midlands – in focus

Post-Covid we have seen more Midlands customers turning to frameworks to secure reliable tender responses. Pagabo has fast become a framework of choice to engage contractors early to minimise the risks of the current economic climate.

Also, the Midlands region has seen a substantial change in the number of customers choosing frameworks as a procurement route. Pagabo have been very proactive in marketing and supporting customers in choosing this route for the first time. We believe customers welcome the support and feel a multi-contractor framework satisfies their stakeholder need for further competition and being engaged in the contractor selection process. Equally, others are enjoying the opportunity to sense check contractor's competency in a specific sector prior to Direct Award.

A substantial pipeline of opportunities has meant that we have built some strong and trusted relationships with Pagabo, especially locally with Emma and Ben in the context of remote working. This has meant that we can jointly understand and support customer needs better and be prepared with the right project-specific resource at the right time, for the right result.





Midlands – in focus

A key early success was **Calverton Lane Primary School** where we scored 100% at tender/interview and achieved 10/10 in customer satisfaction (preconstruction) interview. We are currently on site, the steel frame is taking shape and a post-holiday period planning meeting with Ben has taken place, our first face-to-face chat.



CALVERTON LANE PRIMARY SCHOOL

Just before the end of the year we secured another project for Milton Keynes Council, a £30m **Agora redevelopment scheme**, and we are awaiting cabinet approval on **York Place Redevelopment** (£18m).



YORK PLACE REDEVELOPMENT

But the key focus is bidding on **West Mercia Police** (£16m) and **Walsall Waste Transfer Station** (£27m), two projects being developed with Lincolnshire County Council – **St Lawrence SEND** (£12m) and **Sleaford Secure Children’s Home** (£45m) – and the **Telford & Wrekin Station Quarter** (£27m) comprising, enabling works, residential, skills hub, possible hotel and public realm. This is a major project for the customer, ourselves and the region. It’s also a great steppingstone for securing other towns, high street, transformation and levelling-up funded projects.



TELFORD & WREKIN STATION QUARTER

We have lost 4 tenders. However, the support from Pagabo and customer feedback has meant that we can learn and improve from these for the future projects in the pipeline of £160m.





Around the regions



North

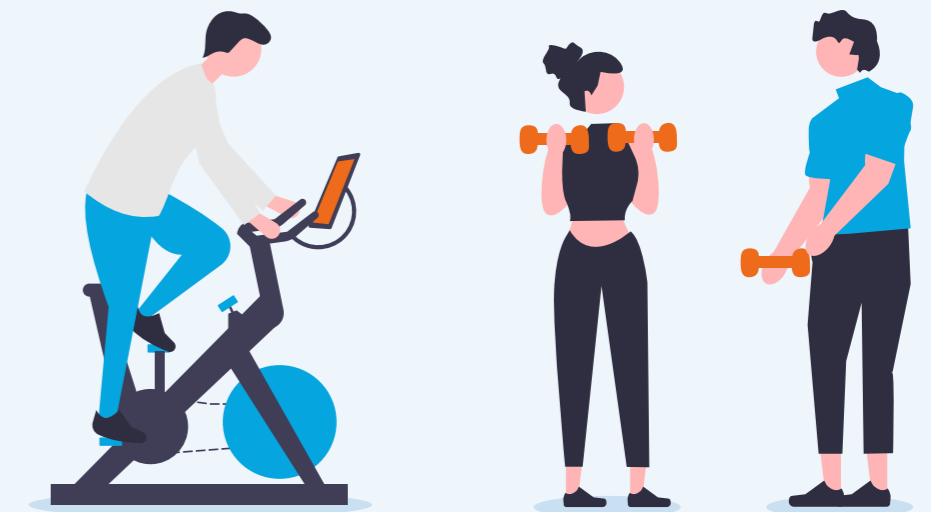
- ✔ **Stockport Interchange** is starting to take shape as the project looks to unlock a new gateway to Greater Manchester. It is one of the biggest construction projects in the North West providing over 196 homes over 14 storeys, plus new retail accommodation, two acres of public realm space and a new bus interchange.



- ✔ The region also secured its first project for Newcastle upon Tyne City Council as they look to commence construction on **West Denton Leisure Centre** in March 2023.
- ✔ Bid focus turns to **Manchester College** as the customer is looking build a new £21m city centre campus.

Construction South

- ✔ 2022 has been a breakthrough year for the LCO. Firstly, securing its first project via the Developer Framework for **East Sussex Colleges Group** and secondly, for winning a **new £29m health centre and residential project** in Chiswick for NHS Property Services Ltd via Major Works.
- ✔ The area is starting to see more opportunities in the pipeline, one project we are particularly excited about is the £40m Cascades Leisure Centre, which we will be bidding for in 2023.





Frameworks



REFIT AND REFURBISHMENT FRAMEWORK

Refit and Refurbishment

- ✔ Willmott Dixon Interiors are well placed to continue to support the R&R framework through our specialism in working within existing buildings, completing structural refurbishments and works within live sites. This has allowed us to demonstrate interest nationally with many projects that have come through R&R over the last 12 months. The HEFE sector is seeing an uplift in activity for Pagabo through Leeds Beckett University, University of Derby and Arts University Bournemouth to name a few.
- ✔ It was great to meet in person in Birmingham as a collective earlier in 2022, where we discussed opportunities, the regions in which we deliver and the obstacles of single stage bids, which land from further afield. The latter has affected our minimum entry EOI and bid % obligations, something we are extremely keen to achieve. Through working closely with Andrew Brookes, we have been able to feed back to Pagabo our position at a time of volatility in the market in this regard.
- ✔ We continue to see a national pipeline with a total value of £60m over the next 12 months and we embrace the R&R rebid following the one-year extension to the current framework.



Joshua
Armstrong



Jolene
McLaren

DEVELOPER LED FRAMEWORK

Developer Led

- ✔ The Pagabo Developer Led Framework has, since its launch, become a key framework for Willmott Dixon supported by our Development Solutions team.
- ✔ Two projects are now secured, the development of Eastbourne & Lewes campuses for East Sussex College Group, which will be moving into preconstruction imminently and the recent win for East Lancashire Hospitals NHS Trust, a £50m Medi-Park in Blackburn.
- ✔ With a visible pipeline of nearly £3bn and 46 customers signing the access agreement, a significant increase on the 9 customers this time last year, it is clear there is an appetite for these kind of projects in the market.
- ✔ There are several other projects the team are looking at to bid going into the new year as we look to build on the positive start to this exciting framework.



Richard
Sterling





Your Pagabo team



Andrew Brookes
National Framework Manager
Willmott Dixon
07884 337 428
andrew.brookes@willmottdixon.co.uk



Jonathan Parker
Head of Construction
Pagabo
07816 231 685
jonathan.parker@pagabo.co.uk



Tammy Bennett
North
07976 921 401
tammy.bennett@willmottdixon.co.uk



Jerry Major
Midlands
07837 532 744
jerry.major@willmottdixon.co.uk



Natasha Cottell
Wales & West
07773 976 968
natasha.cottell@willmottdixon.co.uk



Clare Giannini
Construction South
07790 984 688
clare.giannini@willmottdixon.co.uk



Michael Page
London and East
07779 438 014
michael.page@willmottdixon.co.uk

MAJOR WORKS FRAMEWORK



Bev Williams
Framework Director
07896 701 114
bev.williams@willmottdixon.co.uk



Joshua Armstrong
London
07773 479 807
josh.armstrong@willmottdixon.co.uk



Jolene McLaren
Midlands
07365 238 496
jolene.mclaren@willmottdixon.co.uk

REFIT AND REFURBISHMENT FRAMEWORK



Richard Sterling
National Land and
Development Manager
07964 974 653
richard.sterling@willmottdixon.co.uk



Katherine Kitchener
Development Manager
North
07815 206 355
katherine.kitchener@willmottdixon.co.uk



David Atkinson
Development Manager
Midlands
07816 283 578
david.atkinson@willmottdixon.co.uk



Chris Wheeler
Development Manager
Wales, West & South
07828 174 884
chris.wheeler@willmottdixon.co.uk



Matthew Knight
Development Manager
London and South
07736 597 191
matthew.knight2@willmottdixon.co.uk

DEVELOPER LED FRAMEWORK



Adam Brumfitt
Midlands
01482 975 883
adam.brumfitt@pagabo.co.uk



Ben Jones
London & South East
01482 975 883
ben.jones@pagabo.co.uk



Karen Carter
North
01482 975 883
karen.carter@pagabo.co.uk



David Collett
South West & Wales
01482 975 883
david.collett@pagabo.co.uk

MAJOR WORKS AND REFIT & REFURB