

# TREE CONTRACTS



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# Strengths

- **Partnership working**
- **Speak same language, all part of Arb world**
- **Responsible for employment, premises, vehicles, storage, H&S, PPE, equipment, insurances etc.**
- **Emergency planning and storm management**
- **Only get paid for work actually completed**

# Weaknesses

- **Communication**
- **Recruitment, skilled operatives, turnover**
- **Completion dates**
- **Pick and choose works, usually best earners**
- **STUMPS!!!**

# Opportunities

- **Change weaknesses**
- **Change to suit team / LA and stop frustrations**
- **Pricing mechanism**
- **New techniques**
- **Biosecurity**

# Threats

- **Changes do not work, return to Status quo**
- **Increased costs**
- **Poor quality undercuts professional outfits**
- **Outsourcing – tail wags the dog!**

# Procurement

- Procurement rules. Read and understand manual
- Timescales (OJEU)
- Clarify what you can & cannot do
- Law & Lawyers
- Types of contract
  1. Term. How long? Performance related extension?
  2. Framework. Pool of contractors
- Benchmark (Working party)

# Local Supply Chain

- London is facing a major skills crisis.
- 20% more workers are required to meet the pipeline of around £96 billion of construction projects in 2014-17 or £20 billion shortfall
- **Social Value Act 2012**
- Requires public authorities to have regard to economic, social and environmental well-being when procuring public services contracts and framework agreements



# Barnet Model

- **Two area contracts**
- **One planting and young tree care, includes stumps**
- **Skills Shortage – Subcontractors, use to supplement contract and also to manage performance (KPI's)**
- **Green 10%. Amber 15%. Red 20%**
- **Presentation, supplier event**
- **Trial bidding contractors**
- **Pricing structure**



# Six months later

- **Database impact, increased admin for Tree Officers**
- **New model confused contractors**
- **Each Tree Officer and contractor role is defined**
- **Mostly really positive**
- **Specialisms, not Jack of all trades**