



**John Rowan & Partners**  
Construction Consultants

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# A successful six months

Recognition as one of the Sunday Times' 100 Best Small Companies to Work For, the introduction of a new business area, office expansion, ongoing contract wins; 2007 is disappearing in a whirl of success for John Rowan & Partners.



The announcement in March that JRP had placed in the prestigious Sunday Times survey – and what's more, was the only construction consultancy to feature – set the tone for what has been a very strong six months for the company. In project terms, the Building Surveyors are being kept busy at St Pancras. Here, JRP's achievements as Tenant Liaison Managers for the retail

development has led to their appointment at Ebsfleet as Project Managers for the procurement of a modular Police Station and the facilitation of NCP's 9,000 space car park. The Development & Regeneration team have been appointed as Project Managers for a series of housing schemes across London, with clients including Thames Valley,

Dominion Housing and Notting Hill Housing Trust and the Hotels team are continuing work apace on the £12 million St Andrew's Bay hotel refurbishment.

The government's Decent Homes programme has proved particularly lucrative for the Development & Regeneration team in 2007. Following on from success

with Hounslow Homes and Homes for Islington, JRP has recently been appointed as one of the consultants for Homes for Haringey's framework and work as the Partnering Advisor and Strategic Manager for Ealing Homes' £330 million programme is ongoing. Due to the profitability of this arena and in order to both consolidate and build on achievements to date, the first of May saw the launch of a new business area; Public Sector Regeneration (PSR). Directed by Ken Morgan and Sean Tobin, this separation from the Development & Regeneration team will enable a focus on Decent Homes expertise as well as an expansion into other areas of public sector refurbishment. To date, PSR has already begun attracting work in the education and health sectors.

Internally, a five-year business plan is being developed in order to manage JRP's future growth and provide a strong vision for the business. Initial projections include the expansion of all of the company's key business areas and an increase in staff to 135 by 2012. Turnover is also expected to grow to

approximately £111 million by this date. It is hoped that both the PSR and Development & Regeneration teams will benefit from Gordon Brown's emphasis on affordable housing and the company as a whole is very strongly placed to take advantage of any additional investment in this area. Company growth will be further fuelled by ongoing expansion in Information Systems and Supply Chain Management and Furnishings, Fixtures and Equipment (FF&E) procurement. With regards to the latter, it is expected that a specialist division will be launched later this year to develop JRP's existing client base in this sector.

"The past six months have been very successful," comments Stephen Gee, Managing Partner. "It is great to be looking to our future with such optimism and enthusiasm as to what we can achieve and it's thanks to the hard work of all of our staff that we are in such a secure position for future growth. The recent addition of another floor to our offices in CP House has been long overdue and means that we can now comfortably house 65 staff. This will enable us to proceed with our aim of 20 percent recruitment per annum. As a company, we are looking forward to becoming bigger and better than ever before."

# Homes for Haringey

John Rowan & Partners' Public Sector Regeneration (PSR) team has added another feather to its ever-expanding Decent Homes cap thanks to a recent contract win with Homes for Haringey.



The £270 million programme has been split into four areas, with a separate consultant and contractor taking responsibility for each. Working alongside Lovell, JRP is charged with delivering £60 million worth of improvements to 4,000 homes. Their role over the course of the programme will include: cost consultancy, client representation and project co-ordination. Sean Tobin, Partner, comments:

*"We are delighted to have been chosen as one of Haringey's framework*

*consultants. We already have a wealth of expertise in the delivery of large scale decent homes programmes through our work with Hounslow Homes and Ealing Homes and look forward to bringing this experience to bear on Homes for Haringey."*

The wider programme concerns the delivery of internal and external improvements to a total of 16,000 homes in the Haringey borough. The works planned are set to bring a tangible and long-term difference to the lives of Haringey's tenants,

hopefully engendering a new sense of pride in their surroundings and contributing to the creation of sustainable communities.

JRP's innovative Interactive Cost Control System has proved an invaluable tool to Homes for Haringey in terms of managing its monetary policies and with JRP's help, this system has been utilised since the tendering stage of Haringey's Decent Homes programme.

Key Performance Indicators (KPIs) have also been

introduced on JRP's advice in order to effectively foster a culture of continuous improvement. The KPIs used have been developed by JRP over the course of their involvement in various Decent Homes programmes and are designed to help all contractors, consultants and clients to achieve best value over the course of their refurbishment works. Monitored and reported on a monthly basis by JRP, the KPIs include:

- Partnering process
- Residents satisfaction
- Residents returns
- Defects
- Cost predictability
- Time predictability
- Accidents on site
- Health and Safety audit
- Environmental
- Use of local labour

Work on the programme is scheduled to begin on site early 2008, following the next ALMO funding round, which is expected in Autumn 2007.

## The new political agenda: something to be celebrated

**As expected, our new Prime Minister has made housing one of the key themes of his political agenda, within which sustainability is an uppermost concern. Gordon Brown has already begun to demonstrate his credentials in this arena through his much-publicised drive for 'eco towns,' the first of which – Northstowe – has already stimulated discussion in the trade press with regards to its true green credentials.**

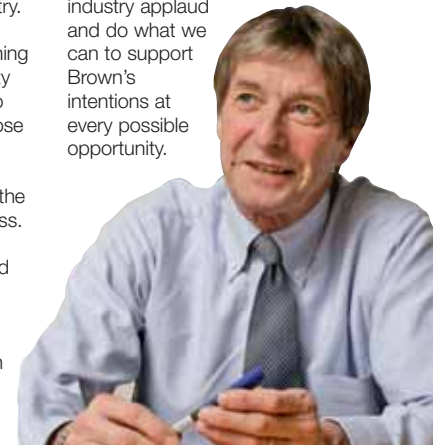
I believe that it is critical that initiatives such as these have the full support of the industry. In the absence of evidence to the contrary we must respect Brown's good intentions and welcome his commitment to investment in a sector that is so needing of such. In terms of his emphasis on sustainability, it is important to recognise that without direct Government support to drive forward issues of sustainability and their adoption within major projects, the notion of a 'green' future will continue to flounder, addressed only by small pockets of the industry.

More specifically, approaching the concept of sustainability in the form of Brown's 'eco towns' can only benefit those companies and agencies working to produce sustainable alternatives to the current construction process.

By stimulating research and increasing market share, costs will be reduced – thereby strengthening the business case for adoption of a 'greener' approach.

We can only hope that Brown's Government will allocate enough funds and resources to enable all elements of renewable energy and sustainable methods of construction to be made feasible.

It is crucial that the industry works alongside the government to do all it can to meet zero carbon targets through the creation of eco towns such as Northstowe. Too often we accuse the government of rhetoric without action and it is important in this case that we as an industry applaud and do what we can to support Brown's intentions at every possible opportunity.





# A luxurious Park Lane success

**John Rowan & Partners has added another success story to its ever growing supply chain management and FF&E project portfolio with the completion of the InterContinental London Park Lane Hotel. Testament to the hard work of all those involved on the project, the Park Lane is now recognised as an exemplar within IHG's portfolio of how the overall brand should look to competitors and customers alike.**

Having been re-opened to the public in November 2006, May 2007 saw the Grand Opening of the Park Lane Hotel following a £76 million refurbishment. Works incorporated 387 guestrooms and 60 suites, including four signature suites, as well as the refurbishment of the hotel's Club Lounge, Restaurant, Bar and Reception Areas. The new Park Lane InterContinental has also

been created within the five-star hotel.

Working alongside designers Ilana Feingold, RDD, KCA International and J2 Design, John Rowan & Partners has been responsible for the £8 million supply chain management and FF&E procurement element of the project. This management role saw JRP utilising the expertise acquired through working on similar top-end

international refurbishment projects, including the Carlton Cannes, InterContinental Vienna and the Le Grand. This is a key sector for JRP, who hope to extend this expertise to constitute a stand-alone business area later this year.

Mike Godfrey, Associate Partner, John Rowan & Partners comments: "We have extensive experience in an FF&E procurement capacity, working alongside some of the biggest clients in the hotels sector and high profile interior designers to deliver quality refurbishments in line with strict specifications. The completion of the InterContinental London Park Lane represents a further addition to our rapidly

expanding supply chain management services portfolio and we are already looking forward to our next challenge.

*"Our grounding as a construction consultancy specialising in project management and cost consultancy means that we have an innate understanding of the construction process. Unusual within the FF&E sector, this has proven to be a real asset in terms of us understanding where FF&E ought to be positioned within the overall fit-out project in order to guarantee success."*

In order to achieve best value for the client competitive tendering of

items was undertaken to approximately 52 suppliers from all over the world. This approach ensured top quality; cased goods for example were supplied by Zubair Furnishing from Oman, guest room TV's are Bang & Olufsen from Denmark and gym equipment was provided by market leader Life Fitness.

Key international suppliers were visited to ensure that quality and performance delivery was achieved to meet the client's expectations and thanks to extensive negotiations all products were procured in line with the programme's very demanding requirements.



## Real Work

**Sheron Lane**  
Management Assistant  
Coordinator & Facilities Manager



### How did you get where you are today?

I previously worked as a PA at an engineering firm; ABB. I applied for a position at JRP with the Project Management team, who were working on the refurbishment of the Arena brand of pubs, got the job and the rest is history!

### What's the high point of the typical week?

My involvement in the development of tenders means that it is always rewarding when they are sent out on time! I always enjoy helping people out in the office and making sure that any problems are sorted out.

### What are your responsibilities?

My primary roles are Management Assistant Co-ordinator and Assistant to the Business Development Partner. My responsibilities include running the Management Assistant Team and ensuring that the office is operating smoothly on a day to day basis as well as supporting the preparation of tenders.

### How do you feel on a Sunday night?

Hopefully relaxed and refreshed and ready to start a new week!

### Who in your field do you most admire?

I very much admire colleagues of mine; Elaine Jones and Marian Rimmer, who have proven that it is possible (through a lot of hard work) to seize all opportunities that arise and work your way up from a Management Assistant to a QS/Project Assistant role.

### Describe, briefly, your typical day.

Overseeing the running of the office throws up different challenges all the time so there's no such thing as a typical day! On a daily basis though I am always responsible for managing the team and making sure that deadlines are met.

### How do you stay motivated?

By never letting things get on top of me; keeping a smile on my face and interacting with my colleagues and team.

### What about your job keeps you awake at night?

I'm only kept awake when I am in the middle of a tender and working to make sure that it meets the deadline.

### If you could change just one thing about your job, what would it be?

Nothing at the moment, I really enjoy the variety.

# A new challenge for the Building Surveyors

**The 6th April 2007 saw the introduction of the new Construction Design and Management (CDM) Regulations. The revised regs are designed to shake up attitudes towards Health & Safety in construction, enabling the simplified delivery of health, safety and welfare standards.**

The CDM co-ordination role has been created to replace that of the planning supervisor and it is hoped that this will help to effect greater clarification on health and safety. In response to this need JRP's Building Surveyors have recently extended their existing service provision to incorporate a dedicated CDM co-ordination role. Work is already underway in this capacity on projects including Belsize Road, London, 74 Holmes Road, Kentish Town and St Andrews Bay Hotel, Scotland.

Under the new regulations, a significant proportion of the responsibility for health and safety has been passed to construction clients. They are charged with appointing a CDM co-ordinator at the feasibility stage of a project and they also have a duty to provide all relevant site information, such as ground reports, asbestos surveys, location of existing M&E services, to ensure that health and safety issues can be considered. This responsibility can no longer be passed to the Principal Contractor.

Gurpal Virdee, partner comments: "Our expertise as Project Managers has lent us an innate understanding of the initial stages of a project and with this in mind we are confident that we can help to guide clients through the CDM process. Having the lead role from the feasibility stage will give us access to all the information required to facilitate the health and safety process. Early involvement also means that we will be able to ensure that health and safety risks are 'designed out' of the construction process."

Research has revealed that up to a third of planning supervisors have stopped providing CDM services since the introduction of the new regulations. The new emphasis on health and safety from the inception stage of a scheme has meant that many planning supervisors see the CDM role as more time consuming and there are concerns that there will not be a parallel fee increase. Moreover, it is feared that clients may not appoint CDM Co-ordinators early enough in the construction process, therefore creating a difficulty in obtaining the necessary information for distribution.

*"As with all new regulations the industry will undoubtedly go through a bedding in process while new responsibilities are understood and actioned," adds Gurpal. "The emphasis that these regulations place on health and safety is long overdue and should be welcomed by the industry as a means both of improving current statistics and providing for greater project successes. Our experience with clients in a CDM co-ordination capacity has been very positive to date and we look forward to expanding our knowledge and client base in this arena."*

# Let the games begin

**JRP's football players and fans have been on a rollercoaster ride in the annual Hay's Property Cup this season, which culminated in a third/fourth place play-off against CNP at Millwall's ground; The New Den.**

Led by inspirational captain Paul Sherwood, the JRP team delivered a fantastic performance over the course of the competition, notching up group wins against Gardiner & Theobald, Nelson Bakwell and the Shop Agents Society before defeating multi-national Cushman Wakefield and The Prudential in the last 16 and quarter final matches. This strong winning streak was brought to an unfortunate end in JRP's semi-final clash with Rock Investment but the side shrugged off any disappointment to put in a great effort against CNP in the play-off match.

After a hard fought contest, the game eventually ended 2-1 in CNP's favour but great fun was had by all and the JRP fans would have comfortably won any competition for the most vocal and unwavering support! JRP also boasted the Cup's star goalscorer in the form of Juan Carillo, who netted 13 goals in seven games.

The beginning of summer, though lacking in sun, marked the start of JRP's cricket season. The traditional internal mixed match between the 'Old 'Uns' and 'Young Uns' saw a few star turns; man of the match Dave Gibbons batted an all-time JRP high score of 52 and the youngsters bowled to victory with two overs to spare with the help of Steve Gee junior!

Future fixtures are scheduled against clients including, Notting Hill Housing Group, InterContinental Hotels Group, Dominion Housing Group and Catalyst Housing Group, with all home matches being played once again at Ealing Cricket Club.

As if that weren't enough exercise to be getting on with, the 11th July saw 30 JRP staff don their running shoes for the annual JP Morgan Chase Corporate Challenge; a 3.5 mile charity event held in Battersea Park. Led by running Captain Richard Terry, the event saw JRP contribute £50 per head to charity for all 30 employees that completed the course.

With bad weather having put paid to the Sports Day social in June, the next opportunity for JRP staff to demonstrate their sporting prowess will be in August, giving all employees a much deserved short break to catch their breath!



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