

Newport City Homes saves £600K on insurance over a 3-year Long-Term Agreement

It is always encouraging to report on good news stories and here is one from SPS Associate Debbie White. Until recently, she was providing procurement consultancy to Newport City Homes (NCH). In March this year, she recommended that NCH should seek to market test their current insurance contracts. Crown Commercial Services (CCS) recommended Insurance Solution for Registered Providers of Social Housing, the new national framework for the provision of insurance and associated services which is let by the Yorkshire Purchasing Organisation (YPO).

The new [framework](#) is designed specifically for social housing providers and its key output is delivering value for money by providing a transparent, EU compliant, route to insurance markets. The solution creates a level playing field for all insurance providers bringing full transparency into the procurement process.

NCH committed to take part in the pilot programme which has proven that, with real market competition, efficiencies and cost savings can be delivered, even when faced with challenging timescales. The £600k saving on the new contract, which was awarded to Marsh, speaks for itself. It also proved the benefit of housing associations taking a fresh look at their existing insurance programmes, which may have been in place for many years. Objective assessment of the requirement and a strong market presentation will help in challenging the existing norm.

Stephanie Bradley, Head of Finance at NCH explained. “We needed to procure a new insurance provider, within a very tight time constraint of four months. Even though the new YPO Housing Sector Insurance framework was untested, we were very impressed when meeting both Agnieszka Gajli from YPO and the consultant Phil Hayes from 2direct Ltd and agreed to be the pilot. The support and services we received from

both individuals throughout the specification, tender and evaluation stages, surpassed expectations. We are delighted with the final outcome in both quality and price, which was delivered on time. I would highly recommend the YPO framework and the services provided.”

Managing Director of 2direct Ltd, Phil Hayes, said, “It was both exciting and demanding having Newport City Homes as the first housing association through this framework, particularly with the extremely tight timescales we had to work within. All of the potential insurance partners worked extremely hard to ensure that we were able to deliver on time, with improvements to both cover and price – a satisfying outcome for our client Newport City Homes.”

Debbie White, concluded that, “This was a real team effort from start to finish and proves how intelligent market testing can bring real results across all sectors.”

For more information on this, and other YPO frameworks please go to www.ypo.co.uk.

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The Catalyst would like to thank **Christine Barnicoat** for her continued editorial support. Christine is a copywriter and editor for both public and private sectors. Her background includes editorship of GC Forum, the OGC's online magazine and its predecessor, GP Forum. She was editorial consultant for the Public Sector Benchmarking Service, a joint venture between the Cabinet Office and HMRC. She has contributed to Government Opportunities, The Private Finance Initiative Journal, Overview and WiredGov. Christine was a civil servant for 30 years in overseas development, environment and HM Treasury's Central Unit on Procurement. She is a member of the Chartered Institute of Purchasing and Supply. Christine can be contacted through The Catalyst.

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