



# Supporting Public Sector Procurement within the MMC market

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Modular Matters - 20th March 2024

**Power** to your **procurement**



Crown  
Commercial  
Service

# What is the Crown Commercial Service?

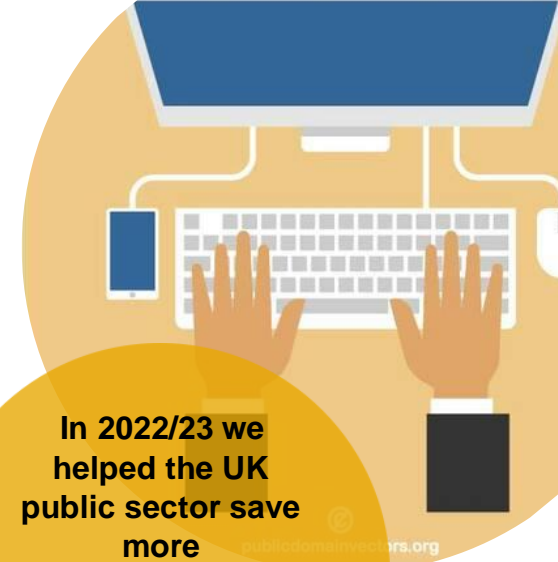
- We are an Executive Agency of the Cabinet Office and one of the biggest public procurement organisations in Europe.
- CCS along with Cabinet Office lead on developing and implementing the UK's public sector procurement policy and delivering government's commercial policy priorities.



**We helped the public sector find the right commercial solutions for around £31.2 Billion of spend each year.**

# CCS: Your Procurement Partner

- We use tried and tested solutions, commercial expertise and experience of bulk buying to power the public sector's procurement needs.
- Customers of all shapes and sizes, from the very smallest schools to the largest government departments, place their confidence in us.



**In 2022/23 we helped the UK public sector save more than £3.2 billion – stretching budgets further and improving citizens' services.**

publicdomainvectors.org

## Trends Driving MMC

- Gradual rise of projects using MMC. 9% of new builds used MMC in 2017 in comparison to 16% in 2023.
- UK Modular Construction sector turnover was £12.2bn in 2023 and is expected to be worth £15bn by 2027 based on growth rate of 4.2%.
- Analysis of the National Infrastructure and Construction Pipeline (2023) indicates £64bn of planned pipeline to 2024/25 will include delivery through MMC.
- Experienced a strong growth in the number of companies. 415 companies in temporary space and 211 companies in permanent modular space
- Huge spike in demand for temporary requirements



## Why Should the Public Sector Embrace MMC?

Public authorities face challenges of affordability, sustainability, and efficiency in construction projects.

MMC offers solutions to these challenges by:

- **Reducing costs** through shorter project timelines and minimized waste.
- Delivering more **energy efficient and sustainable** buildings.
- Enhancing project **predictability** and **reducing risks**.
- Supporting **innovation** and economic growth in the construction sector



# Roadblocks to Wider Adoption of MMC

- Economic headwinds
- Volume uncertainty
- Lack of understanding of MMC mainly among WPS
- Manufacturers unable to deliver major projects
- Fragmented and lack of data
- Very late engagement with the market

## Value CCS Adds

- Gold Standard Framework
- Policy alignment
- Direct Access to Manufacturers
- JV's between Tier 1's and Direct Manufacturer
- Promote Early Engagement
- Visible Pipelines
- Support Customer Journey (Training/Guides)
- Support Industry Collaboration Activities
- Framework Alliancing



# Power of Alliancing

*“The alliance contracts created by the CCS are built around shared objectives with transparent assessment against agreed success measures and targets, ....*

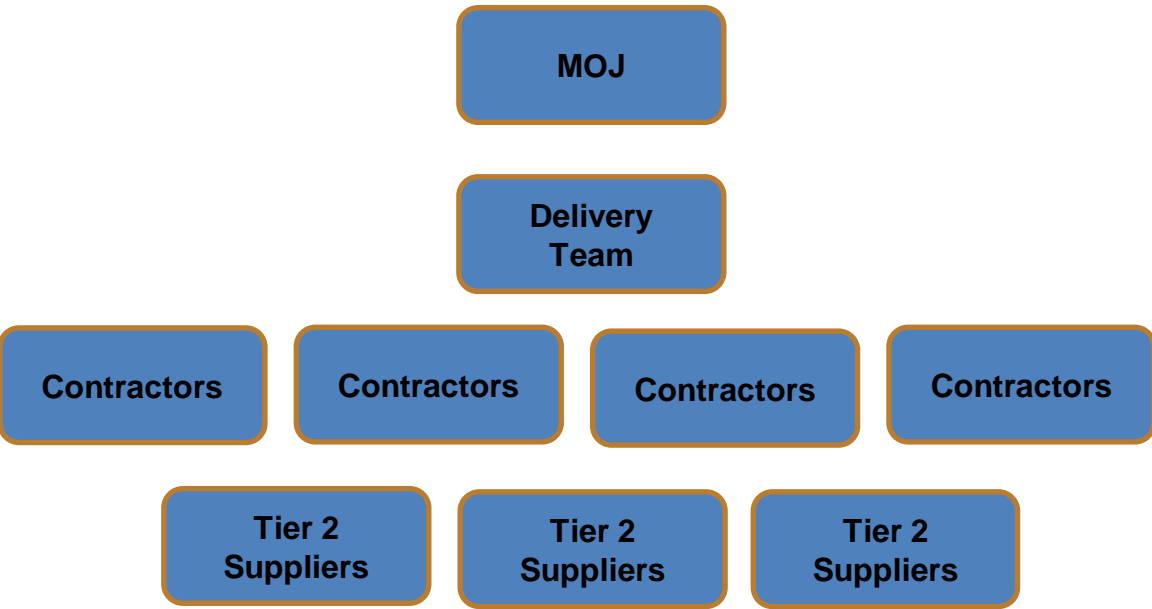
*The CCS and its suppliers enter into a single multi-party contract, which sets out the award procedures for each project or programme of work. The public sector users who join the alliance also sign up to the same contract. This creates a set of integrated relationships through which clients, suppliers and user members can all learn from each other’s experience.”*

**Professor David Mosey, Director - Centre of Construction Law at King’s College, London**

**BUILDING Magazine 17 October 2019**



# Strategic Alliance - Programme of Work



- integrate a team into an alliance including supply chain
- pool abilities, knowledge, know-how, processes, protocols and technologies, thus establishing joint partnerships and closer cooperation.
- realise several similar projects in these sectors or industries on a long-term basis instead of limiting their relationship to the completion of a single one
- All working together as an Alliance to common goals, standards, design philosophies, processes etc



Power to your procurement

# Questions?

## Keep in touch

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[www.crowncommercial.gov.uk](http://www.crowncommercial.gov.uk)

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 Crown Commercial Service

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