

Newsletter

gbpartnerships has become the UK's largest LIFTCo operator after winning seven out of thirteen Management Services Agreement (MSA) contracts jointly awarded by CHP and Equitix.

gbp secures game-changing contract

gbp Managing Director Elaine Siew, commenting on the account gains, said: "This is transformational for us effectively doubling the size of our MSA business. We are now responsible for operating 13 out of a total of 49 nationwide LIFTCo's; and the number of buildings under our management has substantially increased from 40 to 78.

"In addition, we have welcomed across the 18-strong team from Community Solutions into the gbp 'fold' so the day-to-day management of these LIFTCo's should not be too different. However, they will benefit from the input of our MSA assets and finance team, which will enable us to consolidate the quality of service provision.

"There will be further development opportunities open to us as a result of these additional MSA agreements, with gbp Health Director Sam McCumiskey and her team providing that capability.

"The LIFTCo's that we have added to our portfolio are: Manchester, Bury Tameside and Glossop; Sandwell,



Pictured at the contract signing are (l-r): Peter Sheldrake (Investment Director, Equitix), David Booth (Commercial Director, gbp), Elaine Siew (Managing Director, gbp), Matthew Newing (Partner, Addleshaw Goddard) and Mark Grinonneau (Investment Director, CHP).

Camden and Islington, Solent, West Sussex and Plymouth. However, the ongoing management of these operations should not be that different. In Solent, for example, we already have a joint venture team in place and so it should be fairly easy to integrate this LIFTCo into our portfolio.

"gbp has established efficient database management systems which will help ensure a smooth transition for all new team members, as well as the ongoing training of our existing staff.

"Over the coming 12-18 months we believe our consultancy team is well placed to tender for new schemes - as more business opportunities start to feed through -following on from the recommendations contained within the Naylor Review published in March 2017.

"The new MSA contracts commenced on April 1 and we are looking forward to getting to know each new patch and the people within them."



gbp Looks to the future with optimism

With NHS budgets having been under mounting pressure in recent years it has been vital for gbp to adapt its business model in response to changing market conditions.

Managing Director Elaine Siew commented: “During this period it has been necessary for us to expand into new areas, including property development and consultancy services. The experience and expertise we have gained through delivering primary healthcare schemes means that we can transfer those skills into other areas.



Elaine Siew

“One of the sectors we have identified as a good fit within our service offering is that of housing development with supportive living. Development Director Ian Tuddenham has recruited Nick Smith to focus on this market, whilst Ian’s team will also be working in parallel on the MSA opportunities.

“Another key target sector for gbp is retail and have recently delivered a multi-use scheme in Maidstone, Kent. This was a joint venture with specialist development company 3 Willows Limited and Inspira Properties.

Last month we received planning permission for a scheme in Telford, which includes a KFC, Costco and Burger King. Hopefully, these two projects will provide the springboard for more high street projects.

“We are optimistic that more NHS capital projects will get the go-ahead over the coming 12 to 18 months as a direct result of the Naylor report, which recommended a further £10 billion of investment into it over five years.”

On March 27, Theresa May announced to a Commons liaison committee her backing for more long-term planning and funding of the NHS, with a promise of billions of pounds of extra money being pumped into it. The next spending review had not been scheduled until Easter 2019, but the Prime Minister acknowledged that mounting pressure on services meant financial support needed to be urgently brought forward.

Efficiency savings have been high on the priority of NHS management teams following the March 2015 deadline set by Sir David Nicholson’s challenge for the NHS to make £20 billion worth of efficiency savings.

Elaine Siew added: “The key instrument in delivering this has been Strategic Estates Planning, which has enabled the NHS to achieve its objectives in a planned and efficient way. It has also played a pivotal role in enabling Town Halls to assess how the buildings and land under their ownership and management should best be used.

“gbp, for example, has worked alongside NHS Coventry to develop an implementation plan that set out the future of primary care services across the city, created a clinical infrastructure modelling for

Liverpool PCT, whilst Southampton CCG commissioned us to conduct a feasibility study into their new health and social service care model encompassing six cluster areas across the city.”

The resulting recommendations needed to take into account a number of factors including: the future vision for local health and care services; current and projected future changes in population demographics and the likely future demand for healthcare services.

There has also been Lord Carter’s review of efficiency in hospitals

commissioned by Health Secretary Jeremy Hunt. The published report entitled: 'Productivity in NHS Hospitals' outlined how savings of £5 billion could be achieved each year by 2020/21.

According to the Department of Health and Social Care, Lord Carter's review 'found unwarranted variation in running costs, sickness absence, infection rates and prices paid for supplies and services.'

As part of the review, a 'model hospital' was developed to advise NHS trusts on the most efficient allocation of

resources and allow hospitals to measure performance against other trusts.

A significant opportunity for gbp's consultancy services comes about from NHS and local councils coming together to introduce Sustainability and Transformation Partnerships (STPs) across 44 areas of England. The aim of STPs is to examine how existing NHS health and care services can develop closer ties to plan and provide the best possible services for each local community over a five-year period.

Elaine Siew commented: "With significant additional funding earmarked for the NHS over the coming years many more new schemes are likely to be given the go-ahead across the country, including those that have been placed 'on hold' due to the tough economic climate.

"Hopefully, our proven track record in primary healthcare development, coupled with a first-class team with an innovative approach, will enable us to successfully bid for a number of the resulting projects."



Coventry in historic victory

Congratulations to Coventry after being chosen as the UK's City of Culture for 2021, beating Swansea, Paisley, Stoke-on-Trent and Sunderland to the title.

Arden Estate Partnerships, a member of Coventry's 2021 Club which supported Coventry's bid for this prestigious title, is delighted with the outcome.

Nikki Hopkins, gbp Business Development Director, commented: "Winning this title is great news for Coventry and will help boost economic activity in the city and stimulate more job opportunities for its residents.

The arts and cultural activities within the city will receive a huge boost and many more visitors will, as a result, come and see what Coventry has to offer."

Hull, which won the City of Culture title in 2017, has seen its local economy boosted by an estimated £60m and a further investment of in excess of £1 billion, something which Coventry will hope to emulate.

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Hotel in Birmingham which took place on a cold winter's day in early November and our thanks go to our intrepid staff, friends and those from other organisations who took up the challenge and helped us achieve this fantastic result.

"We raised a total of £4,004 plus a further £600 in gift aid. Elaine Siew very generously covered the cost of putting on the event so that all the money collected goes entirely to the charity."

Help for Heroes is dedicated to providing better facilities for British servicemen and women who have been wounded or injured in the line of duty.

Wendy added: "gbp is currently deciding on our charity for 2018/19 and a suitably impressive event to go with it! Your continued support is really appreciated and your physical prowess in joining in our events is much admired."

Abseiling to victory

Congratulations to gbp staff, colleagues and friends who helped 'smash' a fund-raising target of £3,000 for Help the Heroes, our chosen charity for 2017/18.

Wendy Spencer, gbp Head of Corporate Services, commented: "This

time around we decided to put all our efforts into a major 'one-off' event which would not only provided participants with an adrenaline rush but something to remember!

"The challenge was to abseil down the side of the 65 metres high Park Regis

Team members pass accountancy exams

Congratulations to Jamie Phillipson on passing his CIMA exams to qualify as a Management Accountant.

Richard Ford and Charlotte Brooks both continue to achieve CIMA exam success and are working towards the same qualification as Jamie.

gbp supports the Continuous Professional Development (CPD) of all team members, pictured above.

