



**LHC**

Innovation Centre

# Off-site Housing

**Trusted procurement for  
better buildings and homes**

**[LHC.GOV.UK](https://www.lhc.gov.uk)**

## New approach, great benefits

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In the 1960s, when local authorities were heavily involved with house-building, 350,000 homes were built per year—a far cry from today’s output.

Along with housing reform reducing grant for new homes, welfare reforms in general and the new caps on housing benefit, the government should look back to what has worked in the past and for local authorities and social landlords to be given the land and money to get building. Off-site construction is one of the possible options to help boost housebuilding.

Despite its chequered history, the off-site sector has come a long way. Social landlords are increasingly turning to the benefits now offered by this method of building to help tackle the housing supply shortage.

Factory-built panelised and volumetric units offer a cost-effective solution, particularly in urban areas where there is an increasing demand for more housing on pockets of brownfield land. Despite the advantage of off-site construction compared to traditional build, our clients and members still require further education of this alternative building method. In 2004, the Barker Review of Housing Supply highlighted the need to deliver 240,000 houses per year for the next 25 years. Housebuilding has never reached this target, which is a fundamental concern for the government. With an increasing deficit of housing missing that target, we now need to deliver around 300,000 houses a year.

LHC is no stranger to off-site construction, originally founded in 1966 around the time when off-site became known as “prefabs” which was contributing significantly to the peak of UK housebuilding. Due to the lack of technical support in the market, London Councils established LHC (the London Housing Consortium) to co-ordinate industrialised building programmes and establish common social and technical standards.

Fast forward to today, where LHC is the most recognised technical solution for public sector building and refurbishment needs. From building new schools for our ever growing population, to removing asbestos from science research centres —our frameworks and technical expertise are widely regarded as industry leading.

To assist with promoting off-site construction, we are creating an Innovation Centre focusing exclusively on educating and demonstrating the benefits of off-site to the public sector.

I encourage you to read on for more details on how you can be involved in this unique opportunity.

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**Our frameworks and technical expertise are widely regarded as industry leading.**”



**MIJ RAHMAN**  
Divisional Manager



## Vision

Our vision is to be the recognised centre of excellence for off-site construction, by ensuring all public sector organisations have access to expertise and assistance when building off-site homes and buildings within the UK.

## Mission

We'll achieve our vision by working in close collaboration with off-site trade associations and suppliers appointed to our New Homes (NH1) framework to create an Innovation Centre that caters to the needs of public sector organisations wishing to explore off-site as a viable building alternative.

### Delivering excellence with our public sector clients and members

Expanding knowledge held within the public sector environment regarding off-site construction and drawing on our Innovation Partners' insights to deliver optimum building solutions.

### Building industry relationships

Collective approach to value generation by nurturing shared aspirations of public sector organisations/Innovation Partners /residents/community groups for better buildings/homes for the communities we serve.

### Adapting to changing needs

Listening and responding to the perspectives, needs and aspirations of everyone we work with to ensure the off-site solutions we propose produce the buildings and homes required by public sector organisations.

### Building trust through clarity

Conducting our services in an open and transparent manner and encouraging the same amongst our Innovation Partners through clear and precise communication of what's most important.



The Innovation Centre should surprise a few people, and we're confident that all visitors will leave with a better understanding of off-site construction and the benefits LHC services can deliver to our clients and members.

John Skivington  
Director, LHC





# Delivering new homes through frameworks

Compliant frameworks can provide local authorities, housing associations and other social landlords with easy access to off-site manufactured volumetric and panelised building systems for the construction of new homes.

Users of frameworks can access a list of qualified off-site manufacturers and suppliers, as well as a list of regional contractors. They can also commence dialogue and mobilise rapidly, in comparison to self procuring via a traditional method.

By working with our Technical team and appointed companies early on in the process, framework users can also access assistance with design and planning. Depending on the type of services selected, some suppliers have already developed standard house types which help buyers avoid design issues and save time and money, as the houses already comply with building regulations, the Housing Quality Index and funding authority requirements.

By engaging with the framework provider earlier in the process, buyers can help determine and establish the key performance indicators (KPIs) required for the project. Our clients and members tend to focus on quality (technical), aesthetic, functionality, value

for money, accessibility, and social and environmental benefits. These variables play a fundamental part in ensuring the correct supplier is appointed to deliver the project and can also meet the required additional stipulations.

Our clients and members prefer to build the KPIs into regular milestone meetings, which are also attended by our framework experts to ensure the buyer's needs are fulfilled. With LHC, all frameworks have the option to either award directly or run a mini-competition between the companies that have declared an interest in the project (assuming more than one supplier is appointed).

A supplier can be recruited as a direct award based on the evaluation criteria (normally on price, quality or value for money – which is a combination score of price and quality). The criteria can be flexed to a buyer's needs if necessary. The mini-competition offers an alternative if the buyer wishes to benchmark the best companies against each other.



The advantages of off-site compared to traditional build are obvious. However, using this method paired with a framework offers even more efficiencies to public sector organisations.

Even though our framework is technically robust, and the process has been refined over 50 years by our Technical team, public sector organisations still require further educating regarding the viability of off-site construction. Our research has shown that a 'living exhibition' where public sector organisations can actually see the entire built process and learn the required steps would be a huge advantage.

## Competitive market prices

Prices in place at call-off stage maintaining best value as established in the evaluation stage

## Quick and efficient procurement

Speedy access to appointed companies through either a mini-competition or direct award

## High quality standards

Standards maintained throughout the project through monitoring in accordance with ISO 9001 quality management system

## Guaranteed service levels

Guaranteed service levels from inquiry to supply, providing peace of mind that services and works will be conducted effectively

## Instant access to project data

Continuous information throughout the procurement process collected by LHC

## Advice on design and regulatory compliance

Guidance on interpretation and conformity to statutory regulations and planning requirements



## BRE Innovation Park

The BRE Innovation Park is an ideal place for this education and promotion to take place. BRE features some of the world's most sustainable buildings and low-carbon, innovative products and technologies.

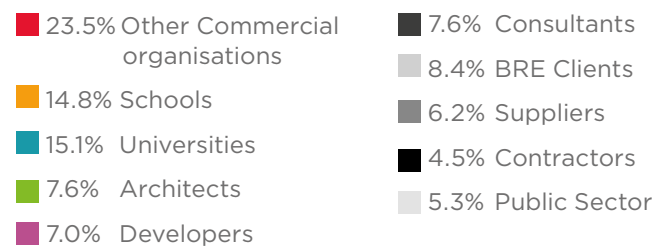
Today, the Park is undergoing a major restructure, to ensure it continues to lead the way in demonstrating the most innovative and sustainable technologies in construction and refurbishment.

### The park has welcomed:

- Former Prime Ministers, most recently David Cameron
- Chinese Vice Premier, Li Keqiang (now Premier), Secretary of State for Business, Vince Cable and Chinese Ambassador, Liu Xiaoming
- Housing Deputy PM Nick Clegg and Ed Davey, Energy Minister
- Greg Barker Minister of State for Climate Change
- Mark Prisk Minister for Business and Enterprise
- Former Housing minister Grant Shapps opened the Prince's House
- In July 2011, the Park hosted the pit-stop of the Bridgestone EcoRally, organised by Revolve in collaboration with Start, a national initiative from HRH The Prince of Wales's Charities Foundation to promote and celebrate sustainable living
- Between 15,000-20,000 people visit the site annually
- The Park Tours have become CPD accredited in May 2012



Breakdown of Innovation Park's visitors by type of organisation:



**£15m+**  
development

and research projects secured from the Park

**£10m+**  
investment

into the buildings on the Park

**300**  
organisations

showcasing innovative products on the Park

**60k+**  
visitors

to the Park since its launch in 2005

**4k+**  
school pupils

visited the Park as part of the BRE Educational Visits

**20+**  
BRE publications

have been produced about the Innovation Park

**£5m+**  
advertising value eqv.

of National and global media coverage

**Achievements**



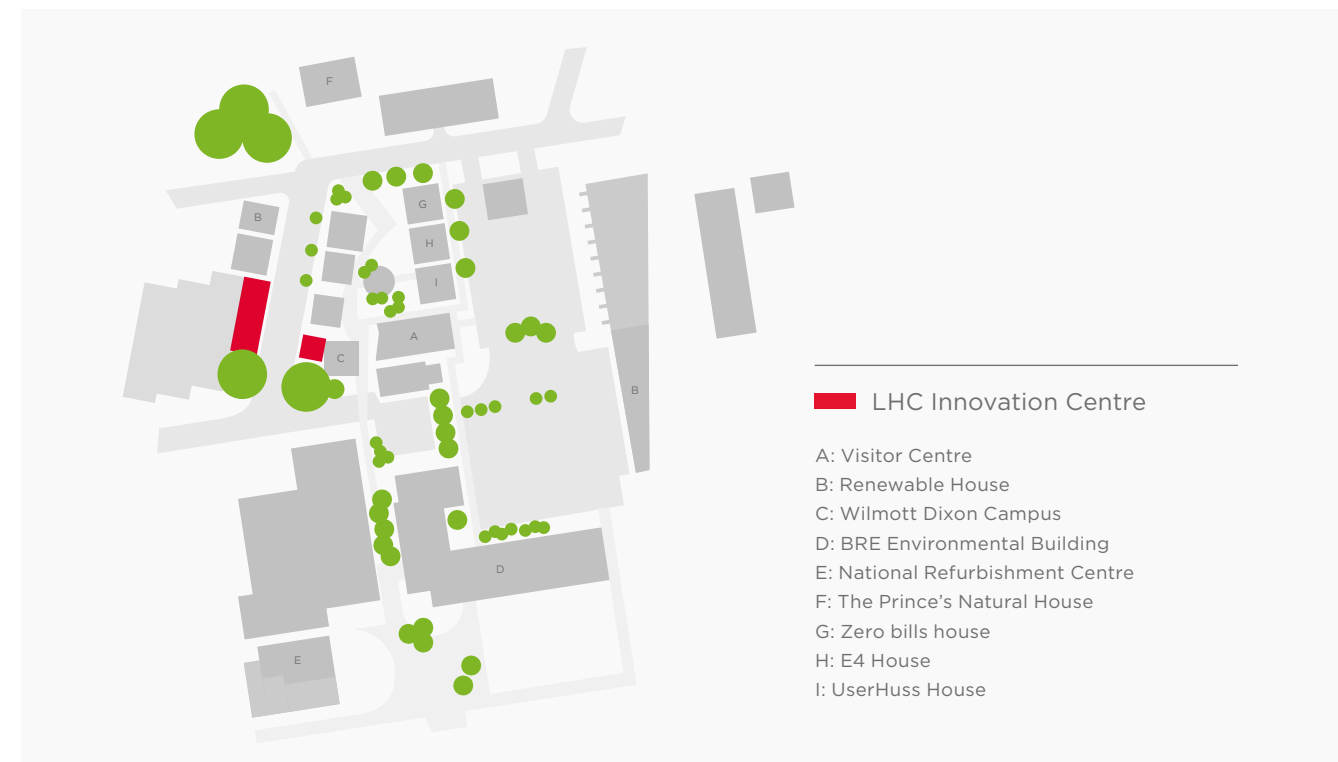
# Creating the Innovation Centre

LHC have secured an exclusive land deal with the BRE Innovation Park (Watford) for a 12 month term, suitable for four modular units. The plots are approximately 4m by 5m in size and will form part of the LHC Innovation Centre.

LHC are seeking a number of NH1 appointed companies to help create the Off-site Innovation Centre. The Innovation Partners will be in an ideal position to showcase their chosen off-site solution, by guiding public sector organisations through the entire build process.

This facility would not only be used regularly for events for existing LHC connections, but would also serve as a showcase facility for the c.20,000 visitors to the BRE site annually, including central and local Government, Education and Healthcare sector leaders.

We are proposing that the LHC Innovation Centre is located either side of the main roadway through the site to the west side of the Innovation Park, as shown on the image below. This plot will enjoy a high level of visibility as all traffic travelling towards the visitor car park will clearly see it.



## Along with BRE support and association, the LHC Innovation Centre will:

- Present the opportunity to facilitate discussion with public sector clients
- Host key milestone events and seminars during the build process
- Use the existing BRE brand to establish the Innovation Centre as the key place of research for off-site construction
- Offer visitors the experience to take part and witness off-site housing units including modular and panelised units
- Collaboratively work with off-site construction associations and offer public sector clients guidance through the build process: design, manufacture, on-site assembly and finishing
- Create awareness of performance characteristics attainable from off-site construction
- Offer public sector clients understanding of the key project criteria leading to optimisation of off-site solutions for housing
- Advice on procuring off-site solutions as well other construction related procurement works

## The LHC Innovation Centre will comprise of two district areas:

- A Discovery Area, made up of the four plots, where visitors interact with experts and discuss ways to simplify how off-site construction is used in practice
- State-of-the-art auditorium for presentations and large meetings as well as additional space for networking and breakout meetings



# Creating the Innovation Centre

Success of the LHC Innovation Centre is dependent on the active participation of NH1 Appointed Companies.

## LHC will:

- Fund the rental cost of the BRE site for a minimum term of 12 months
- Act as the prime contact for BRE for all matters relating to the Innovation Centre
- Plan, execute and fund a substantial marketing programme targeting all public sector clients in association with Innovation Partners and BRE
- Provide a designated area of the Innovation Centre for Innovation Partners
- Oversee the overall design of the Innovation Centre
- Manage and fund the LHC scheduled visits
- Oversee the visitor experience



## Innovation Partners will:

- Fund the cost of providing their own exhibit in the designated area
- Commit to promoting the Innovation Centre to your client base (non LHC clients)
- Manage the design and construction of the exhibit (as agreed by LHC)
- Manage the maintenance of their exhibit for the duration of the term
- Provide support for all LHC scheduled visits to the Innovation Centre
- Have access to their designated area and communal facilities during the term (as well as outside of LHC scheduled visits)
- Be able to host their own visitors to their designated area and communal facilities during the term
- Manage and fund the removal of their exhibit at the end of the term
- Be able to display their products and services in an internationally renowned park with the opportunity to test, monitor and certify innovative features
- Have primary access to LHC's marketing event schedule and trade publication association (Inside Housing, Homes, CIH etc.)
- Have access to BRE world-leading quality services such as: Product testing, Certification, R&D and Training (subject to costs)
- Receive notification of significant events in the park and any business leads which come to BRE's attention, with opportunities for the company to have tailored introductions to relevant companies within their target markets
- Receive additional promotion (outside of the LHC marketing programme) through the BRE Innovation Park digital network

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We wanted to bring our clients and members closer to new age building technology and services, so they can actually see how off-site construction can help build more new homes in the public sector.

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**Nigel Williams**  
Head of Technical, LHC



# Provisional Programme

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A comprehensive programme will be developed with the Innovation Partners with support from BRE.

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Our activities will be targeting a select audience including: Social landlords, Chief Officers, Development Directors, Asset Managers, Councillors, Architects, Consultants.

# 1

## Pre-construction of exhibits

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- Source media partner and agree advertising programme and coverage support
- Source off-site trade association for endorsement and coverage support
- Direct marketing activities by all parties involved raising awareness of the Innovation Centre
- Register interest of parties interested in off-site construction
- Development of dedicated LHC webpage with link to Innovation Partners (and vice versa)
- Venture promoted across the LHC event schedule (nationwide)
- Extensive social media campaign promoting the upcoming launch
- Develop and agree build programme
- Seminars on land selection and the build types to consider

# 2

## Installation of exhibits

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- Time Lapse videos /webinar, and spectator viewing during assembly and disassembly
- Presented on a digital media loop, inside the completed units, for those who did not attend the live demonstration
- High profile topping out with an influential political figure
- Regular key milestone events promoted via agreed trade associations and media partner. Each stage of the build will offer a new learning opportunity for Innovation Centre visitors

# 3

## Post construction

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- Regular workshops and seminars held on site
- Ongoing promotion encouraging viewing of the 'off-site exhibition'
- Post construction features all trade publication
- Location for LHC London Councillor Board Meetings and future LHC framework launches

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If you are interested in being part of the LHC Innovation Centre, register your interest today:

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