



South East
Consortium

Annual Report

2020—2021

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Activity 2020/2021



134

procurement
exercises run



74

different client
organisations



100%

framework user
satisfaction rate



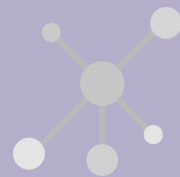
£135.4m

awarded in
contract value



52

different winning
suppliers



£57,142

on average saved
per client



25

seminars and
training events



531

of your staff
trained



99%

event/training
delegates satisfied

Chair of the Board and Directors Statement

Chairs Statement

I am delighted to say that despite 2020 being a year of challenge and adversity, the South East Consortium has had its most successful year ever and I would like to thank Marc and the whole team at SEC for their hard work and dedication despite the great challenges thrown at them.

I would also like to thank all the Board members for their leadership and significant time commitment time despite busy jobs elsewhere.

We have provided procurement services to more members and guests than ever before and despite the challenges we have seen satisfaction levels remain high with all willing to recommend our services to others. We were also able to move our excellent training programme online and this has continued to be a great success.

The year also saw us launch the SEC Foundation which will support charities across our communities and saw a total of £87,973 provided in grants to 10 great causes.

Looking to 2021/22 and beyond we expect there to be significant growth in the work of the SEC and to ensure that the organisation is ready for the challenges ahead we will be carrying out a review of the governance of the organisation and will report to members in the coming months.



Joe Scullion
SEC Board Chair

You won't be able to forget the last year – that's for sure. We've all been faced with challenges to our personal and business lives. And, it's proven just how resilient our sector and its people really are. You've not stopped – you've delivered support and services through a global pandemic. SEC continued to do its bit too. We anticipate we'll have saved our customers over £2,000,000 over the last year. This will be much needed to support your other projects and initiatives in a challenging environment, I'm sure.

Customer usage has grown again for SEC, it's increased each year over the last five years. 20/21 saw us deliver 134 contracts on behalf of members and guests. This is a big feat given the number of hours and detail involved of each award. We've procured a number of new frameworks for you too. These provide customers with options and the latest pricing information for Consultancy, New Build and Asbestos Inspections. 2021 will see some new and innovative models added – watch this space!

2020 we saw the green paper on 'Transforming Public Procurement' – a significant document which will shape the way we purchase in 2021 and beyond. Look out for the final proposals, SEC will keep you informed and compliant moving forward.

SEC supported more of the sectors people than ever before in 20/21 – our training programme and partners just get better every year. Along with our partners we supported 531 people with their learning.

You'll have seen the launch of three new brands – HOW, Prospects and Foundation. These are crucial to support the business with its mission to do more for the sector it loves. Each will provide support around people, platforms and process for our Members. We encourage you to take advantage of the new initiatives.



Marc Baines
Managing Director, SEC

Your SEC team and its capability has grown too – we've resourced ourselves to be more supportive and informative than ever before. Please see us as an extension of your team – we're here to help you make informed decisions and deliver great results.

Watch this space for the latest notifications throughout 2021 – there's so much to benefit from. We'd be happy to join you and your teams to tell you more, any time.

We look forward to seeing you in 21/22. And, maybe not just on your laptop screen.

About SEC

Overview:

South East Consortium (SEC) is a not for profit organisation working with the public sector.

We provide flexible, compliant procurement solutions of the highest quality, including a core framework offer and bespoke tendering. We currently have 41 Members, who collectively manage over 414,000 properties, but also work with a high number of Guest users from registered providers across the country.

Mission:

Our mission statement is:

“Delivering flexible procurement solutions that save you time and money by understanding your needs”

Vision:

Our vision statement is:

“Become indispensable to our customers for all of their procurement needs ”

Governance and Board:

SEC are governed by an accountable body, Optivo. They are responsible for the South East Consortium's core business functions, including finances. The current Board is as follows:

Joe Scullion, GCHA (Chair)

Antony Silk, Optivo (Vice Chair)

Colin Lissenden, Town & Country

Susan Cardozo, Thurrock Council

Tina Bull, Arhag

Kurtis Lee, LB Haringey

Daren Donoghue, Radcliffe HS

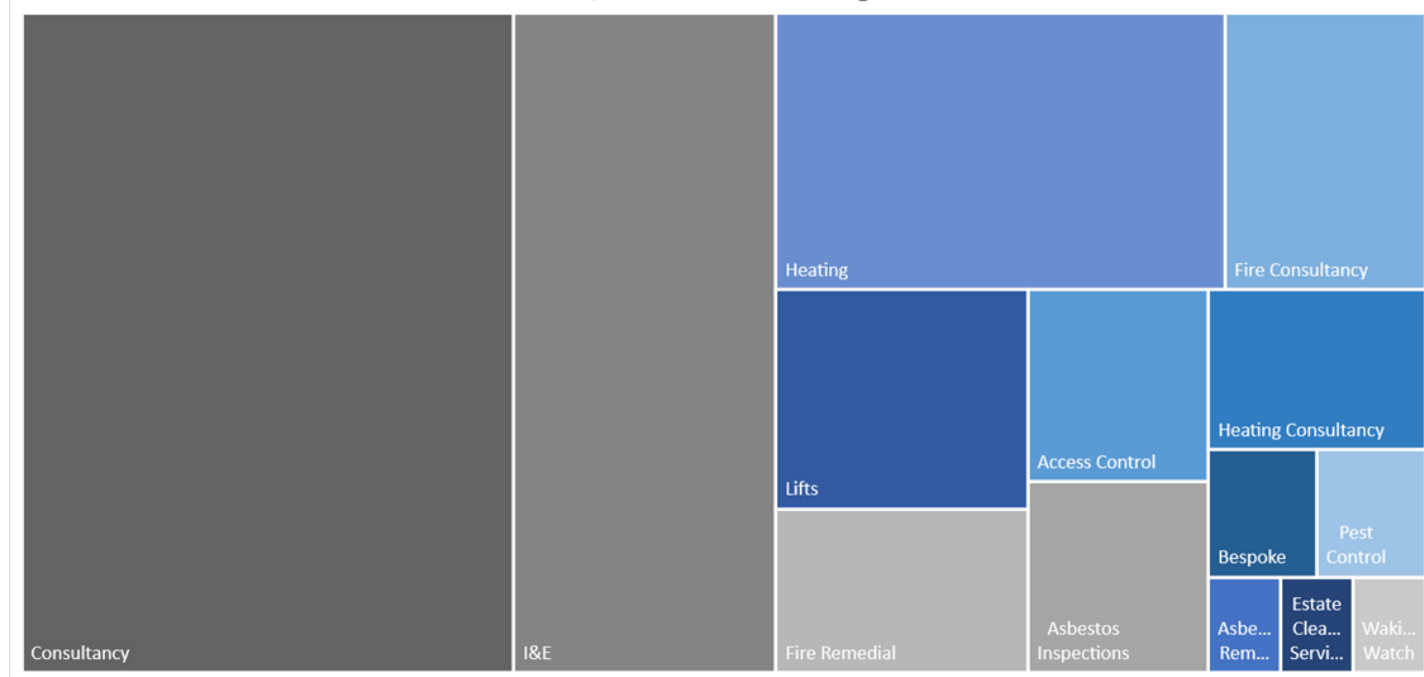
Marc Baines, SEC

Framework Usage 2020/21

Frameworks

Access Control	5	£	1,380,911.00
Asbestos Inspections	5	£	480,680.00
Asbestos Removals	1	£	30,000.00
Bespoke	2	£	3,940,000.00
Consultancy	47	£	9,792,179.22
Estate Cleaning Services	1	£	196,119.00
Fire Consultancy	8	£	638,876.00
Fire Remedials	6	£	10,911,008.00
Heating	18	£	36,695,128.51
Heating Consultancy	5	£	1,221,684.00
I&E	25	£	53,032,675.26
Lifts	8	£	4,411,356.00
Materials Supply	0	£	-
Pest Control	2	£	2,240,000.00
Waking Watch	1	£	10,500,000.00
Total	134	£	135,470,616.99

20/21 Framework Usage



2020/21 Finances

£'000	Actual 20/21	Budget 20/21	Actual v Budget
Levy	1,578	1,264	314
Annual Membership	98	115	(17)
Other Services	13	57	(44)
Conferences	-	50	(50)
Training	7	4	3
VAT Recovered / Interest	85	40	45
Total Income	1,781	1,530	251
Staff Costs	658	784	125
Office Costs	267	481	215
Central Services	75	90	15
Total Costs	1,000	1,355	355
Total Surplus	781	175	
Reserves Carried Forward	1,212	1,212	
Reserves Brought Forward	1,993	1,387	
Operating Margin	44%	11%	



Investing a minimum of £150,000 over 3 years in supporting community projects in areas which we operate and serve.

Facilitated knowledge share request system

Quarterly Roundtable Programmes

3 Annual Research Projects

As part of HACT's workgroup developing their social value roadmap. The roadmap will enable our sector to use social value information to enhance decision-making and ultimately increase the impact we make to the communities we serve.



**Together, we
can do more**
A roadmap for
the future of
social value in
social housing

£250,000 Investment in people in the sector

Attracting more people to the sector through apprenticeships and graduate programmes

Building the skills of staff through an extensive training offer

Creating the next generation of leaders with ILM Certified training

HOUSING CAREER INITIATIVE
PROSPECTS
by the  South East Consortium

At the end of 2020/21 SEC members collectively managed over 414,000 properties across 41 organisations. **#Stronger Together**



South East
Consortium

South East Consortium
Building 1092, Galley Drive
Kent Science Park
Sittingbourne
Kent, ME9 8GA