



Courtesy: Eleni Stathi, HTA

Homebuilding Partnerships & Delivery

2/03/2022

- **The Partnerships can provide a fantastic opportunity to deliver developments, with each partner bringing different funding and expertise to the table.** For example, one partner may contribute delivery expertise and funding, with the other providing insight on working with the community and long-term management considerations. They can also enable better access to land and allow risks to be shared.
- **To ensure your partnership is a success, you need to think about the long-term goals and ask what happens if things go wrong.** You need to get to the nub of what the key commercial incentive is for each party in the partnership - it's vital to have a deep dive into the partner organisations to grasp the 'sense beneath the sound'. The cultural fit is key, finding a partner who will want to be proud of what is being achieved and shares the client vision of a long-term legacy.
- **Practical steps are needed to agree how governance will work from the beginning with clear roles and responsibilities, building in robust review and sign-off processes.** The collaboration between design disciplines is particularly important to achieve the complexity of design needed to deliver sustainable communities.
- **Aggregating demand can be a solution for partnerships working in the context of a volatile environment and particularly on schemes made up of multiple small sites.** Sites don't therefore need to be large, if they are grouped together to provide learning across them as they are delivered.
- **Procuring quality is the hardest aspect to deliver through a partnership - getting process right will help deliver the outcomes you want to achieve.** You can only get decent delivery if you set out the basis on which it can work. Larger schemes need a very strong emphasis on placemaking and it helps to have a high level advocate who understands how homes will be managed and maintained in the long term, and who can challenge decisions if the quality is being compromised. A steering group linked to the organisation boards may be helpful to achieve this.



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- **Partnerships have value not only for the developments they are established to deliver.** The network of partnership and learning can also be connected to benefit London as a whole, with good practice being shared and showcased to build up knowledge of what works well as well as pitfalls to avoid.

Speakers:

Katie Saunders, Partner, Trowers & Hamblins

Paul Inch, Director, Better Delivery

Natalie Daniels, Assistant Director of Housing, GLA

Eleni Stathi, Senior Associate, HTA

Matthew Goulcher, Managing Director, Levitt Bernstein and Chair, Housing Forum
Procurement Working Group

Janine Newton, Associate Director of Land and New Business, Countryside

Attendees: 59