



Management Consultancy

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CorLa is specialist PFI company that delivers a range of Management Consultancy services:

- Development of Business Cases
- Procurement
- Commercial Negotiation
- Payment Mechanism
- Bid Support
- Operational Commissioning
- Bid Management
- Market Testing
- Process Review Re-engineering

Working with both public and private sector clients,

CorLa is unique in the PFI management consultancy world in offering a skill and experience mix that is based not only on theoretical knowledge of what is seen to be best practice but also brings **significant experience of delivering results in the real world.**

Our advice has always been tested against what works well in practice as well as being based on up to the minute knowledge of where the market is going.



CorLa's management consultancy has included advice on the following key areas:

Development of Business Cases

CorLa has worked with public sector organisations to develop resilient business cases that have been subjected to all reasonable tests before approval. In this work, CorLa has often been called upon to reconcile diverse stakeholder wants & needs and to develop a common vision of what the market will

deliver. Our team includes accredited Gateway Reviewers.

Procurement

Knowing what the market will actually deliver is a key strength. Without this reality check, the aspirations of the procuring entity can rapidly diverge from this link between the vision enshrined in the business case and what is actually likely to be delivered.

CorLa's up to the minute knowledge of what the market offers, coupled with its independence from all, ensures that this critical stage can reflect reality and thus avoid wasted investment.

Commercial Negotiation

Knowing what works in practice is a key navigational tool from which our clients (both public and private sector) benefit. All risk transfers are theoretically possible and all have a price. The science of commercial negotiation is to ensure that a balance is achieved that reflects each parties' interests and that will stand the test of time. CorLa's extensive experience of what works in practice is invaluable here and can be used to support your move into the world of competitive dialogue.

Payment Mechanism

The PFI world has travelled a long way in a relatively short time and nowhere is this better reflected than in the area of payment mechanisms. This is, after all, where "the rubber hits the road" and thus it enshrines the basis of the deal that will bind the public and private sectors together throughout the entire concession period. Knowing what will work in practice – and almost as importantly, what will not work – enables our clients to avoid hours of fruitless negotiation and to achieve a mutually agreed way forward to the benefit of all.

Bid Support

CorLa's experience of the PFI world equips us to deliver value-adding services to our clients that provide them with greater certainty that their bids will be ultimately successful (a higher hit-rate) and that they do not incur avoidable expenditure on lawyers, accountants and other services in defining the deal



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itself. Again, knowing what works in practice coupled with a clear and detailed knowledge of the contractual content of a successful PFI deal yields significant benefits for our clients. All too often, for example, the actual financial close process is left as a Cinderella component and proper attention to this aspect of the deal can save thousands of pounds and much late-night heartache.

Operational Commissioning

Getting the people ready for the building is as important as getting the building ready for the people. Deploying an effective operational commissioning strategy provides a smooth transition for an organisation as it moves into its new facilities and ensures the unimpeded delivery of its day-to-day business. CorLa consultancy has experience of providing Operational, Commissioning and Equipping services on 7 projects to date. All of these organisations have transformed smoothly into their new operational environment in accordance with the planned strategy and programme.

Bid Management

CorLa has worked with many of the UK's blue chip companies to deliver successful closure and subsequent delivery of no fewer than 16 major PFI projects with a capital value in excess of £2bn.

CorLa has worked with the stakeholders to identify what works best thus ensuring:

- Good design
- Best value for money
- Optimal life cycle costs

CorLa is structured to be able to take principal investor risk alongside its fellow investors and thus to share bidding risk whilst ensuring optimal chances of success.

Market Testing

This is an area of work rapidly moving up the agenda of most who work in PFI. CorLa's multidisciplinary team will put together and manage the whole process

of value testing / benchmarking and possible full market test. Using experiences gained on live projects we can revalidate base line, assess scope creep and define aspirations before co-ordinating pricing and any ensuing procurement.

Process Review and Re-engineering

Using our extensive experience of managing SPV's, all of which have achieved or improved on construction performance and investment targets, we will review the structure, organisations, systems and processes you currently have or plan to use for your project. We will follow this with an analysis of your wants and needs supported by benchmarking against our tool-kit of management controls.



Stoke Mandeville

Having established with you the preferred approach for your project, we will fully document organisation, systems and processes, in a practical useable way. This project specific operational model can then be implemented by your team. Alternatively, our consultants can facilitate implementation and, if required, deliver the management approach on an ongoing basis.

CorLa

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