

## **Traffic Management**

# What do you expect? What do you get?

## **KEY QUESTIONS**



- What do you expect from Traffic Management?
- How do you assess quality and safety of the TM company?
- Is the status quo the 'safe bet' or is there an alternative?
- What does innovation in traffic management look like?
- How to incorporate flexibility in the service delivery model?





## **CONTRACT CONSIDERATIONS**



- Operational staff Qualifications, core staff v Agency.
- Project delivery Planning Design Deployment.
- RAMS Risk Assessments / Method Statements / Photo evidence.
- Communication Create constructive layers of dialogue.
- Vehicles/Equipment Suitability, Specification, Standards, Reliability.



Common sense and honest agreement throughout contract tenure.

#### **GUARANTEED INCOME !**







#### **CHANGING TIMES**





- Budget deficits Continual pressure.
- Government funding allocations competition innovation
- Capitalise through private / public solution
- Knowledge share APSE advisory groups working groups.



## SHARING EXPERIENCES











- Management of contract performance.
- Stakeholders communication.
- Synergy between main contractors.
- Job packs digital interface.





#### QUALITY DELIVERY - DEMAND IT!







## ADDED VALUE



- Promote partnerships
- Agree priorities Link service delivery to your values.
- Consider TM costs and profile for service output options.
- Consider shared facilities Potential income to you.
- Frameworks timescales Can they restrict innovation?





#### REPUTATION



- TM company represents the Council Raise this profile.
- Stakeholder consultation Share the tasks minimise the gap.
- How do you balance price and quality in tender evaluation?
- Safety standards / Quality / Accreditation Have you checked the TM company credentials properly?





#### **KEY CREDENTIALS**





#### INNOVATION







## • What could get in the way of new thinking and ideas?

• Council culture, is it different in Scotland?

**CONFLICT TO PROCEEDING** 

- Resistance to private sector involvement?
- Lack of resources to consider innovation?
- Procurement restrictions Are service managers (specialists) loosing control of decisions to the council procurement process?





#### WE NEED A MODEL THAT WORKS?







## "INSIDE THE CONES"







## COST SAVING - CASE STUDY



Average Council Traffic Management Spend: £4,000 per week

#### **Active Industry Example:**

Average Client Spend on Traffic Management = £7,000 per week

Average Client Spend on MEWP = £10,500 per week

Total Average Cost = £17,500 per week

Cost = £11,500 per week

Hatton Solution - Saving of £6,000 per week

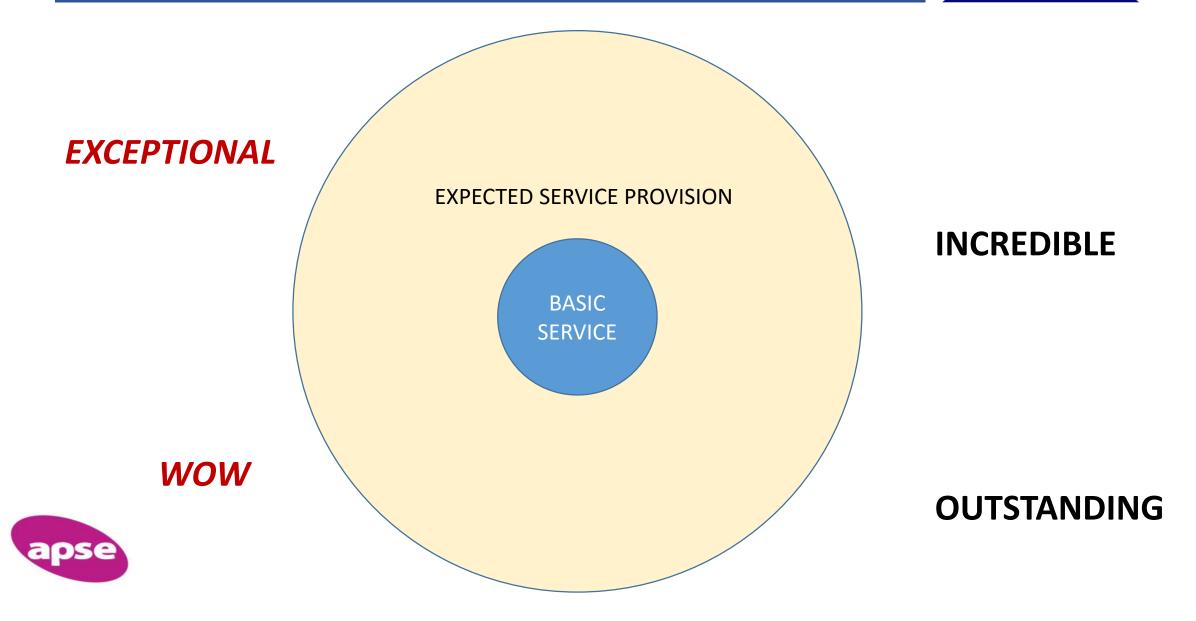






#### SERVICE EXPECTATIONS







## When it Matters

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