



**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 !**





- **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.







- **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?**



- **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



INVESTORS  
IN PEOPLE



approved partner of 



SUPPLY CHAIN SUSTAINABILITY  
**SCHOOL**





- **What could get in the way of new thinking and ideas?**

- Council culture, is it different in Scotland?
- 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**

**34% Cost Reduction**





# SERVICE EXPECTATIONS



***EXCEPTIONAL***

EXPECTED SERVICE PROVISION

BASIC  
SERVICE

**INCREDIBLE**

***WOW***

**OUTSTANDING**



# HATTON

TRAFFIC MANAGEMENT

*When it Matters*

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