

apse

apse

www.apse.org.uk



Priced to win? Estimating and costing

Rob Bailey - APSE

The ideal



1. Current list of property
2. Dimensions up to date
3. Flooring of known quality
4. Agreed SLA with the client
5. Regular reviews
6. Accurate productivity rates
7. Current market information



- home
- membership resources
- connect
- exhibitions and marketing
- seminars and events
- lifelong learning and development
- best value consultancy
- interim solutions
- performance networks
- press and the media
- research and campaigns

Welcome to APSE connect

APSE connect is a new service for our members. It is a unique online forum where APSE members are able to share a pool of knowledge and ideas that will help deliver better local government services. Whether it is a technical based query on implementing new techniques and technologies in service delivery or a discussion on implementing new policies or ideas in a practical way we hope that APSE connect will become a resource of immediate value to our members.

The site has been designed so that you will be able to quickly access your own areas of interest and like most networking sites we will ask you to complete a small profile about yourself and the service areas of interest to you. That way we can make sure you can access the areas most relevant to you.

When using APSE connect we ask you to please be respectful at all times and avoid using inappropriate language or phrases. APSE will monitor usage and we reserve the right to remove any user.

Please [click here to view the conditions of use](#) or register from the right-hand menu, where you be asked to accept the these conditions of use.

- new user
- forgot password?
- contact us

Login

E-mail Address:	<input type="text"/>
Password:	<input type="password"/>
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Today: 04/03/2009 12:22:46








Member **Rob Bailey**

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Latest events in Northern England

There are currently no events

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Latest advisory groups

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Latest national events

- [National sports and leisure seminar](#)
- [Roads, Highways and Street Lighting Seminar](#)
- [Parks seminar](#)

View members from APSE

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Costing –



- Methods of costing
- Assumptions made
- Typical productivity values / hourly rates
- Extra services

Classification?



Category	Description	Productivity m2/hr
BR	Bedroom	
CI	Circulation	275
LI	Lift	20
OF	Office	250
PA	Public Area	200
RA	Rest/Refreshments	200
SO	Storerooms	200
SP	Sports Area	290
ST	Staircase	
TE	Teaching	
TO	Toilets	65
WK	Workshops	



Productivity	Property Type	Description
190	CC	Community
90	D	Depot
90	FS	Fire station
190	LY	Library
150	NU	Nursery
190	OF	Office
160	PS	Primary School

Floor Type	Description
C	Carpet
CO	Concrete
CT	Ceramic tile
EM	Entrance Mat
L	Linoleum
M	Marble
ME	Metal
SF	Safety floor
V	Vinyl
W	Wood
U	Ultra



Office block

4,000 sq metres

3,000 carpeted office
750 concrete workshop
250 tiled entrance
Windows to front only





Primary school

5,000 sq metres

3,500 carpeted
classrooms
500 hall/dining room
wood
1,000 tiled

Windows on 2 sides



Leisure centre

594 sq metres

All linoleum

Skylights only



PFI/BSF



Lessons so far

- Over promised on productivity
- Under resourced
- Break-even/loss making in first 5 years
- Under investment
- Opaque pricing

Breakdown



• Direct Labour	70%	82%
• Supervision	5%	8%
• Equipment	4%	1.5%
• Consumables	4%	3%
• Training	1%	1%
• Overheads CEC	10%+	5%
• Surplus	6%	?



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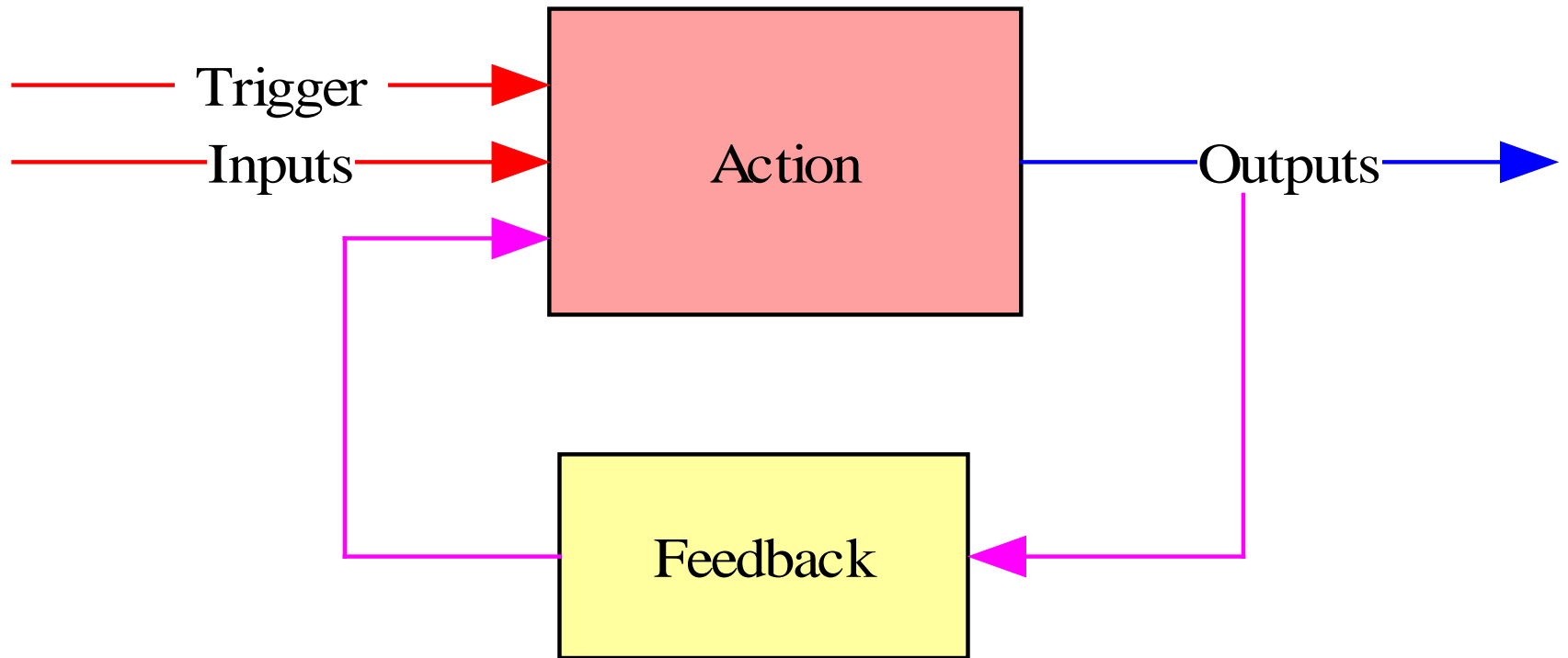


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LOCAL SERVICES
LOCAL SOLUTIONS

Classic Process



BPR

