



**Hospital Trust – Supplier Side PFI**

<b>Start Point</b>
<ul style="list-style-type: none"><li>• Lack of technical expertise</li><li>• Lack of confidence in existing FM costs</li><li>• No method statements</li><li>• Life cycle cost requirement</li></ul>
<b>Objective</b>
<ul style="list-style-type: none"><li>• Build confidence with client</li><li>• Build confidence in costs</li><li>• Robust method statements</li><li>• Compliant bid</li><li>• Winning bid</li></ul>
<b>Methodology</b>
<ul style="list-style-type: none"><li>• Assigned PFI expert team</li><li>• Carry out due diligence of existing proposals</li><li>• Benchmark cost proposals against industry standard</li><li>• Carry out full Life Cycle Costing</li></ul>
<b>Outcome Benefits</b>
<ul style="list-style-type: none"><li>• Fully compliant bid</li><li>• New FM supplier engaged</li><li>• Fully confident in funding proposal</li><li>• Winning bid.</li></ul>