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Project Director – Velindre Cancer Centre MIM Project

Role Description and Candidate Brief

Closing Date: 26th August 2019



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ABOUT US

Local Partnerships LLP is a public sector joint venture, wholly owned by HM Treasury, the Local Government Association and the Welsh Government, and exists solely to provide commercial support and delivery expertise to the public sector.

We were created by the public sector, are in-house to the public sector, and we work solely for the public sector (government, local authorities, local public bodies and the community focused third sector). This means that we are never commercially conflicted in the advice that we give, as we are never also advising private sector clients.

Our primary purpose is to strengthen the intelligent client capability and capacity of the public sector, particularly in their commercial interactions with the private sector. We do so by deploying senior commercial specialists that provide advice and support to local public bodies. Our ethos is to share freely our learning for the benefit of the wider public sector.

Our owners require us to charge for our services. Any surpluses we make are re-invested for the benefit of the public sector.

Examples of the support we provide include:

- Developing and reviewing strategic business cases and business plans
- Service transformation and change
- Modelling and legal frameworks for alternative service delivery models
- Options' appraisal and assurance of your chosen approach or option
- Forming effective partnerships (inter-agency brokerage)
- Sourcing and commissioning, contract negotiation and management
- Economic development and planning
- Delivering infrastructure

We currently operate within the following sectors:

- Waste Management
- Housing, Regeneration & Growth
- PPP/PFI
- Energy
- Air Quality
- Assurance
- Health & Social Care
- Infrastructure
- Commercialisation
- Re-organisation & devolution
- Digital transformation.

We work all over England and Wales with a core team based in Smith Square, Westminster and a small office in Cardiff. We have c. 50 employees, supplemented by a pool of associates, and a current annual turnover of c. £10 million.

Our impact report for 2018-19 can be found at <http://localpartnerships.org.uk/wp-content/uploads/2019/07/Local-Partnerships-impact-report-2018-2019-1013.pdf>

We are seeking to recruit a Project Director in our PPP/PFI team, to work on the Velindre Cancer Centre Mutual Investment Model (MIM) Project.

In our **PPP/PFI** work, demand continues from public sector organisations for our support in relation to new and operational PPP and PFI contracts across sectors. This is centred on negotiation and resolution of issues, ensuring ongoing delivery of facilities and services in accordance with the contractual requirements and standards, and ensuring appropriate rectification where this is not the case.

Our support in the PPP & PFI sector includes the following activities:

- delivering operational savings from existing commercial arrangements
- undertaking contract management reviews and client training
- savings identification and implementation
- contractual negotiation
- issue identification and resolution
- supporting governance teams and officers on identifying and implementing strategic and operational priorities and aligning those to wider organisational priorities
- business case preparation (strategic, programme, outline or full)
- support through periodic events in the contractual life of PFI projects, such as benchmarking and market testing processes
- advising through key contractual events such as provision of financial and commercial advice through refinancing and termination
- undertaking strategic reviews of projects, contract management and governance arrangements
- providing client senior management mentoring and support
- facilitating collaborative working across council boundaries
- representing local government clients in discussion with sponsoring departments and HM Treasury.

We also support the Welsh Government's MIM programme. This was created as an innovative way to support additional investment in social and economic infrastructure in Wales, and to finance major capital projects in response to the scarcity of capital funding. We support the delivery of all three MIM projects being the 21st Century Schools Band B programme, the A465 Heads of the Valleys roads project and the Velindre Cancer Centre project

A Profile for the role, the job description and person specification, is set out below.

We value diversity and encourage applications from all sections of the community.

The recruitment for these roles is being administered by the Local Government Association.

ABOUT THE ROLES

Job Title	Project Director – Velindre Cancer Centre MIM Project
Responsible to	Programme Director
Salary	Starting at £75,000

Job Purpose

This role will specifically support the Department of Health (Health and Social Services Group) in the Welsh Government and work with the Velindre NHS Trust, which is leading the procurement of the new Velindre Cancer Centre (the Project) in Cardiff. The role will provide expert commercial advice and challenge to the application of the Welsh Government's Mutual Investment Model (MIM). The purpose of this role is to:

- provide challenge and support to enable the Velindre NHS Trust to proceed to the procurement stage of the Project.
- assist and advise the Welsh Government, specifically the Health and Social Services Group, on its assurance functions, undertaken throughout the Project.
- review of, and input into, the procurement documents to support efficient and effective procurement of the new Cancer Centre.
- provide proactive support to the Trust during the procurement process.
- contribute to the development of MIM best practice within the Welsh Government via the MIM Programme Office.

This is a three day a week, fixed term contract, based primarily at the Welsh Government's offices in Cardiff. In addition, you may need to spend time located with the Velindre project team throughout the procurement process.

Principal Activities

Your principal activities will include:

- providing scrutiny, on behalf of the Welsh Government, throughout the Project.
- supporting the project team and advisers in delivering a commercial proposition which is affordable, deliverable, value for money and robustly negotiated during the competitive dialogue phase of the Project
- leading on the investor proposition on behalf of Welsh Ministers in respect of their decision whether to invest as a Material Shareholder in the Project
- leading the development of the Project Agreement and Shareholders' Agreement for the Project and the management of any proposed derogations and dialogue relating to those documents
- advising the Welsh Government throughout the pre-procurement and procurement process for the Project
- promoting a high level of confidence in the MIM Programme, and the Project with interfaces with stakeholders, the market and advisors
- supporting the Welsh Government and the Trust's MIM project team in the development of the Project up to financial close
- contributing to the sharing of best practice and up skilling of other members of the project team

- contributing to the development of Ministerial papers, briefings and project documents required as part of the Welsh Government's governance of the Project.

The Project is one of three being developed as part of the MIM programme. As such the role includes working with other Local Partnerships Project Directors working on the wider MIM Programme and members of the Welsh Government's Innovative Finance team members throughout the duration of this Project. This includes acting as substitute for individuals on other MIM projects if required.

Person Specification – Velindre Cancer Centre MIM Project

- Educated to a degree standard and professional qualifications appropriate to the role
- Extensive experience advising procuring authorities (at senior and contract management level) of contractual, commercial and operational issues
- Detailed knowledge of government (local and central) procurement methods and contracts, strategic and commercial management, outsourcing, governance issues and change management
- Excellent stakeholder engagement and management including the ability to deliver solutions that meet collective needs and communicate in a variety of forms
- Able to specify and create effective teams within organisational structures
- Detailed understanding of the contractual aspects of PPP & PFI projects, across all iterations of SoPC documentation (and knowledge of pre-standardised PFI contracts)
- Strong commercial skills and a track record of operating in a commercial, PPP & PFI contracting environment.
- Extensive experience of negotiating issues to the point of resolution on behalf of clients and supporting clients through the negotiation process
- Good understanding of the PPP/PFI market and the issues currently being faced, including the priorities of government in the PPP/PFI sector
- Experience of negotiating PPP/PFI contracts within the health sector, during procurement and operational phases, including the management and balance of a project's legal, commercial, technical, finance and insurance issues to ensure efficient procurement/contract management and value for money