

APPENDIX 3

Report of : Value for Money Working Group

Meeting : Scrutiny Board (ASC)

Date of meeting : 22nd September 2010

SUBJECT : Scrutiny Inquiry into Major Adaptations for Disabled Adults – value for money considerations

1.0 Introduction

1.1 The report of Scrutiny Board (Adult Social Care), published on 17 June 2009, set out a number of recommendations in respect of major adaptations which included :

Recommendation 1 : The Director of Environment and Neighbourhoods re-evaluates the current adaptation procurement practices in place and explores potential partnership arrangements which will increase buying power and expand the possibilities for price negotiation in future financial years.

Recommendation 2 : The Directors of all adaptations providers establish a consistent standard for all non-complex major adaptations, regardless of tenure, before 1st April 2010.

1.2 The Value for Money (VFM) group was established in June 2009, with representation from officers of each of the three Leeds ALMOs and the Adaptations Agency, and representatives from Belle Isle Tenant Management Organisation (BITMO), in order to progress this work. The group has met on five occasions, between June 2009 and April 2010, with a particular focus on exploring the opportunities for maximising value for money and achieving standardisation of adaptation work across tenures through an evaluation of :

- tendering arrangements for specific contracts;
- trade purchasing of building products and specialist equipment;
- standardised specifications and quality for products, designs and installations; and
- post-installation maintenance, durability, customer satisfaction and potential for recycling and reuse.

1.3 This paper reports on the work and conclusions of the group and seeks to provide information on the benefits and cost savings which are now being realised and opportunities for further work in future years.

2.0 Matters considered and progress made

2.1 As reported in early 2009 to the Scrutiny Working Group, the Adaptations Agency (Agency) provide adaptation services to customers in the private sector who own their own homes but are assisted financially with adaptations through a means-tested Disabled Facilities Grant (DFG). The ALMOs and BITMO provide a similar service to customers in council housing but, whilst the service in each organisation is similar in its

outcome, there is some variation in contractual relationships and variation in processes that need to be followed and which the VFM Group have found difficult to overcome.

- 2.2 The Group has concluded that a subtle but important distinction needs to be recognised which differentiates between public-sector and private-sector adaptations. In the public sector, all adaptations carried out remain in the ownership and control of the landlord, with the potential for making full use of the facilities for the duration of the expected lifetime of the installation provided, irrespective of any change in tenant, as there is the opportunity of matching any future change in occupants to the facilities in place. Furthermore, the landlord remains wholly responsible for the maintenance and upkeep of the installation. There may, therefore, be a legitimate business case for specifying works over and above the minimum standard required to meet the particular needs of the current disabled tenant, as such an investment may prove to represent greater value for money over the longer term and add to the asset base of the organisation. In contrast, where works are carried out in private homes, the works are specifically to meet the needs of the current disabled occupier or family member, and are wholly owned by and are the responsibility of the home owner to maintain, service and repair, are more likely to be subject to personal choice and preference and are often only of use to the present occupiers and likely to be removed on change of ownership. In acknowledging this distinction between public and private sector owned housing, it is recognised that, whilst every disabled occupant should be entitled to and expect assistance with an agreed standard of adaptation based on their housing needs, ALMOs, Housing Associations and private landlords may elect to provide a higher standard of adaptation where they feel this represents greater value for money. Similarly, private home owners seeking assistance through a DFG may elect for a higher specification or more extensive works, which can be accommodated within a scheme subject to the home owner meeting the additional costs.
- 2.3 Improvements in service provision over recent years have already seen the introduction of standardised specifications across the board. Where traditional contracts exist, schedules of works with fixed costs for standard installations have seen a reduction in unit costs. Where public-sector partnering contracts exist, costs have been driven down by negotiation and efficiency savings, often operating on an 'open book' arrangement. These revised procedures have been influential in achieving service plan targets of a speeded-up delivery service, while maintaining quality installations and a high customer satisfaction, and also representing improved value for money.
- 2.4 VFM arrangements already in place include :
- Adaptations in ALMOs being delivered through a framework of contractors procured through quality and cost assessments at competitive tendering stage. Most of the current contracts operate open-book accounting and as such enable both parties to jointly identify efficiencies and areas of waste reduction.
 - Previously-used equipment now no longer required in ALMO property is cleaned, serviced and recycled where possible, or stored where there is not an immediate use available.
 - The ALMOs re-house tenants where appropriate into homes which already have adaptations, rather than adapting their existing home.
 - Fixed price 'work packages' have been introduced for 90% of the Adaptations Agency's work in the private sector and also in one of the ALMOs, generating savings in time spent on procurement and leading to reductions in average costs.

- A review of, and changes in, the materials used in adaptations schemes have resulted in savings.
- Adaptation needs for ALMO property are identified as part of capital programme works (kitchen and bathroom renewals). This leads to efficiencies from proactive identification and installation during the refurbishment works.

2.5 Other VFM activities adopted in ALMOs include :

- plumbing-in for a bath when installing a wet-floor shower so that a bath can be quickly and cheaply installed if changes in use are required for a new tenant in the future;
- fitting lever taps as standard unless otherwise stated by tenant;
- using mixer taps where possible instead of installing a shower;
- identifying adapted properties immediately they become empty so that best use can be considered as soon as possible; and
- creation of adaptation showrooms in one ALMO so that customers can try equipment and adaptations before installed, to ensure proposals meet needs.

3.0 Development work considered by the group

Building on the work already carried out, and looking specifically at key aspects of VFM, the group has concluded as follows.

3.1 *Tendering arrangements for specific contracts*

Aire Valley Homes Leeds (AVHL) and West North West Homes Leeds (WNWHL) deliver adaptations in partnership with their repairs contractors. They use contracts won in open competition and are combined with repair works, minor works, voids, etc, in the overall value, thus increasing the buying power and spreading the overheads of each organisation, resulting in greater efficiency and value for money. The net result is a significant buying power of many millions of pounds from which adaptations gain through economies of scale. Most work can be ordered directly without the need for individual tendering which provides adequate contractual control but eliminates unnecessary tendering delays. These partner arrangements have been negotiated and procured separately in each ALMO specifically for work in public-sector housing and are operating over different contractual periods and terms. These arrangements also have the benefit of coming under the main repair contract conditions and scrutiny, including Audit Commission inspections. East North East Homes Leeds (ENEHL) delivers adaptations through a framework of contractors procured in October 2009.

The ALMOs have adopted a variety of approaches with their contractors in seeking better value for money. In some instances, ALMOs have agreed fixed prices for specified works. In other cases, where possible, they have worked with their contractors under partnering agreements to achieve greater efficiency, standardise work and materials, where appropriate, and remove unnecessary costs. Under an open book arrangement, both parties can identify efficiencies and related cost savings. This has had varying degrees of success but in the high volume work, ie wet-floor showers, this has seen costs reduce by up to 40%, from an average of £5,000 to £3,400 in one ALMO by way of example.

The VFM Group has explored the potential for accessing the current ALMO contracts for private-sector adaptations but there are contractual and practical issues which

make this difficult. However, it is suggested that further consideration is given to any future opportunities for VFM benefits from single contractual arrangements, including the use of such contractors for the provision of private sector adaptations as current arrangements come up for review or renewal, or as a consequence of the overall ALMO review.

In the private sector, each private DFG application is made by the private home owner seeking financial assistance towards the cost of agreed adaptations. Ultimately, they have full control of the management of the scheme and are free to choose any contractor to undertake the works, with each scheme being a separate contract between the building contractor and themselves. However, in order to assist home owners as far as possible, the Agency has sought out and identified a pool of contractors with the capability to undertake such works to a high standard, and has negotiated agreed rates or fixed prices for standard installations which the Agency has confirmed will attract DFG assistance based on local material and labour costs and likely volumes of work. The Agency carried out a vigorous set of interviews originally to identify this pool of contractors which included the acceptance of new contractual arrangements, a formal evaluation process and agreement to the use of standardised specifications and costs, and a fining system for poor performance or late paperwork. In recent months, the preferred contractors list has been fully refreshed through open invitation to the building industry, with support from the Procurement Unit; this has resulted in a number of new contractors being selected, all of whom will be required to operate to specified terms and performance which include fixed prices and a particular focus on high standards of installation and customer satisfaction. A review and comparison of costs of works undertaken suggests that these arrangements do represent value for money.

Whilst the Agency wet-floor shower specification has remained at the same high standard, the re-negotiated material costs undertaken in 2009/10 has enabled the Agency to reduce the overall 'fixed price' cost by £400.00 per installation. This equates to a potential projected saving for 2010/11 of £240,000.00.

NB : for information, the calculated basic price of an Agency wet-floor shower installation, assuming a straightforward installation could be accommodated, sufficient electrical supplies were in place, no asbestos testing/survey was required, and the Agency 'weightings' were removed to accommodate the 'swings and roundabouts' agreement; would be approximately **£3,500**.

All the Agency's contractors are rigorously monitored, having weekly updates on work programmes, monthly meetings, and formal evaluations every 3 months. Monthly meetings with the contractors include discussions with officers concerning every case which is in progress and any required actions are recorded and monitored. The quarterly evaluations are in the form of a written scored assessment of each contractor. The assessment is forwarded to the contractor who is invited to a meeting to discuss the evaluation and any future actions.

As the Agency's contractors are not actually in contract with the Council, the Agency has the ability relatively quickly to reduce a contractor's allocation of work or discontinue their nomination to applicants altogether following poor performance/evaluations. The Agency also operates a fining system such that contractors are expected to inspect their own works and ensure the adaptation is fully operational, safe and to a high quality, before handing it over to the Agency for final inspection and subsequent payment on behalf of the DFG applicant. If the adaptation is found to have defects on final completion, the Agency levy a £300 fine on the contractor and a further £300 fine if their completion paperwork is longer than two

weeks following completion of the work. The implementation of the 'fine system' has been very positive for the clients, the Agency and the contractor. Contractors are focused on completing the works efficiently, on time and to a high quality and to ensure their paperwork is submitted within the appropriate time frame. The clients are receiving a swift and quality service and the Agency are not expending unnecessary resources repeatedly checking installation or chasing paperwork, and can consequently apply their time to progressing further adaptations.

If a fine is levied, the original approved grant is reduced by the appropriate amount (£300 for example) at the time of final payment; therefore in effect the monies remain/go back into the ring-fenced DFG budget.

In conclusion, the contractual and contractor arrangements currently operating in public and private sector adaptation work are well established and refined, representing value for money and appropriate for the volumes of work and nature of business in the two housing sectors. Whilst there may be some additional benefits in joint procurement as ALMO current contracts become due for review, the conclusion of the VFM group is that the current arrangements do represent value for money and should continue for the present time.

3.2 *Specialist Installations*

The VFM group has also considered three specific 'specialist' supplied installations to determine what if any potential there is for future provision. The items considered were :

- stair lifts;
- external temporary ramps; and
- specialist bathing units (eg closomat).

3.2.1 *Stair lifts*

Coinciding with the VFM review, the future arrangements for the supply and installation of stair lifts in private sector homes have been the subject of a competitive bidding procedure through late-2009, undertaken by the Agency with support from the Council's Procurement Unit. Through an open invitation, all such manufacturers/ installers have been invited to be considered for preferred installer status for private sector DFG schemes for the next three to five years, and an evaluation exercise of a shortlist of four specialist companies has been concluded based on a range of considerations including capacity, product quality, customer focus and price. The outcome is that the preferred manufacturer/installer recommended to provide stair lifts in private-sector homes will provide future installations which are competitively priced, of a high quality and meet exacting standards in terms of speed of delivery and customer satisfaction. These negotiations have realised an immediate cost saving of around £400 on a straight rail unit and around £900 on a curved rail installation when compared with previous quotes. As part of these negotiations, the potential for recycling and using reconditioned installations donated by, and no longer of use to, the original owners has been agreed and is to be progressed, which will also result in future VFM savings.

It is anticipated that from 1st September 2010 all stair lifts installed in private-sector properties will be 100% recycled/reconditioned lifts. The decision to move to recycled lift installation will equate to an estimated additional saving of approximately £200,000 per year (around £300-£400 saving on straight stair lifts and up to £1,000 saving on curved stair lifts, dependent on model and

condition). All reconditioned stair lifts will be no more than five years old and have five-year warranty and service cover, as the previous 'new' lifts attracted, and will all be delivered to site and packaged 'as new'. DFG grant applicants wishing to have a brand new stair lift rather than a reconditioned unit will be expected to meet the difference in cost from their own resources.

Under current contractual arrangements, the supply and fitting of stair lifts in public-sector accommodation has been carried out by Minivator, who had a contract until March 2010. As such, the opportunity of arranging for a single supplier/installer cross-tenure was not possible at the time the private-sector arrangements were being considered, and there were also some concerns over the implications for EU procurement rules and capacity to meet total demand from a single supplier.

3.2.2 *External temporary ramps*

In private-sector homes, the provision of external ramps to facilitate ease of access can be achieved by the use of pre-manufactured modular ramps which can be fitted quickly and more cheaply than a traditional construction, and be easily removed when no longer required; they are therefore more attractive to homeowners.

Following an investigation of market availability of such installations, an agreement was made between the Agency and Easi-Access, in March 2008, to quote for and carry out all standard ramp installations on behalf of Agency clients, with their agreement, for a period of three years up until the end of March 2011.

This agreement has been running very successfully. In the vast majority of cases, Easi-Access is notified of the client's address and they carry out a comprehensive inspection/survey, providing a quote giving full details which includes an isometric artist's impression of the ramp in situ and a plan with full technical information. Due to the detail given with the quote, it is only on a relatively small number of schemes that Agency surveyors deem a further site visit is necessary.

In reviewing current and future arrangements for the provision of modular external ramps, it is intended to seek expressions of interest in late-2010 for the selection of a preferred provider supplying units from April 2011, and ALMO officers have been invited to consider being part of that exercise. The cost saving on a typical installation, as compared to a traditional construction, is in the order of 50%. Whilst each ramp is somewhat unique, many are of the order of 4m-5m in length and cost approximately £3,500 for a modular installation as compared to a traditional permanent construction; they also have the added benefits of being quicker to install and easier to remove and recycle. Currently, around 80 such units are installed in private homes alone each year, representing an annual cost saving of approximately £80,000-£100,000.

3.2.3 *Standard specifications and building suppliers costs*

An analysis of adaptation work in Leeds over recent years clearly shows that the most commonly required adaptation work relates to the provision of accessible bathing facilities and that, in the majority of cases, the recommended scheme is the removal of existing bath and provision of a wet-floor shower facility which will meet the current and any future needs of disabled residents. In private sector

homes, for example, wet-floor showers are provided in approximately **80%** of all schemes, out of approximately 1,000 schemes completed in total per annum.

The VFM group therefore agreed to focus on evaluating wet-floor shower installations in terms of standard minimum specification and cost, as a real potential for achieving savings but also ensuring consistency in provision. A wet-floor shower was broken down into its component parts, and the specification for each component evaluated and costed.

The table at the end of this report gives details of the approximate number of units installed per annum, component building elements of a wet-floor shower, and the original cost of components in each of the three ALMOs, BITMO and Adaptations Agency. Using this information, each organisation has reviewed its current costs and sought to renegotiate with suppliers where they have been unable to justify any significant price differential. The table also includes any revised costs which have now been agreed and an approximate cost saving which this will realise each year, currently estimated to be in the order of £230,000.

In terms of minimum specification, the component parts are very similar in all organisations, although it is accepted that different specifications may be required in properties of different design and construction. For example, electric shower units (the preferred model) may not be suitable for installation in high-rise accommodation more commonly associated with public-sector housing, where there is the potential for overloading the electrical supply. The one aspect open to debate related to the area of tiling to be specified in a wet-floor shower, as historically some organisations have allowed for full bathroom tiling to achieve what they consider the best finish with minimal future cost implications, whereas others have restricted the area of tiling to a practical minimum within the shower area. Agreement has been reached that the minimum specification should be 8 sq meters of tiling, with organisations being free to increase the area specified based on their own business considerations, and allowing for remedial works/making good to existing finishes. For private-sector schemes funded through DFG, this has resulted in a significant reduction in unit costs. Private home owners can have additional tiling over and above the minimum specification but will have to meet any additional costs.

In terms of overall cost savings, the exercise has proved very beneficial in helping to ensure competitive prices are being secured from suppliers. Exact comparable prices are not necessarily to be expected, as the price can be influenced by volumes of trade and business relationships, but the table clearly shows that some products have been significantly reduced in price, with overall estimated annual savings of over £250,000 based on current volumes of work. In addition to these cost savings, the principal surveyor in BITMO advises that BITMO have been operating a tendering process for every wet-floor shower installation since January 2010. They request a quotation from three to four different contractors; the tendering panel at BITMO open these on a regular basis and the winning contractor is offered the job. This process has driven down the wet-floor shower cost to an average of £3K per installation, an all-encompassing price to include all the work which BITMO have specified in the invitation to tender.

The work to standardise wet-floor shower installation and drive down price has been beneficial, but the view is also held that a review is needed of referrals for works recommended to meet needs, as under current arrangements wet-floor

showers are provided almost exclusively when alternative, less costly works might equally be suitable and sufficient to meet the needs of disabled persons seeking assistance. For example, the provision of a low-level entry shower cubicle installation to replace a bath, as opposed to a wet-floor shower, could save at least £1,000.00 per installation, whilst still being fit for purpose for disabled residents retaining some mobility. Some applicants seeking adaptations in their homes have expressed the view that they would prefer a more traditional shower cubicle installation than a wet-floor shower as being more in keeping with the home environment. Whilst such requests need to be considered in terms of understanding the longer-term prognosis of disabilities and likely future needs which may best be met in one scheme of alterations, the opportunity for residents to exercise choice under the personalisation agenda must also be an important consideration.

3.2.4 Specialist equipment and installations

A number of specialist types of equipment are used to assist disabled residents, such as through-floor lifts, tracking and hoist arrangements, and also some specialist bathing/toileting facilities such as the closomat unit, a combined toileting/bathing facility. The VFM group considered if there was any potential for further work in terms of VFM and concluded that due to the specialist nature of closomat and similar specialist units, which include specific technical specifications and are identified by Occupational Therapists in their assessments, there is no further potential for reviewing this aspect of adaptation work at the present time.

3.2.5 Post-installation maintenance, durability, customer satisfaction and potential for recycling and reuse.

Current arrangements for post-installation maintenance and warranties of equipment such as stair lifts have been reviewed by the group who have concluded that the necessary arrangements are in place, including meeting the cost of extended warranty for five years as part of the DFG for private owners and periodic servicing and maintenance in public-sector accommodation.

The potential for recycling equipment is now in place for both private as well as public stair lifts, with the new arrangements agreed with Stannah, and negotiations to commence later in the year for the installation of modular external ramps will include consideration of removal and reuse cost benefits.

One remaining but important area of work which needs to be better understood is the performance of installations over the longer term and the level of customer satisfaction with the works of adaptation and products supplied, in terms of suitability and durability. Whilst the overall level of customer satisfaction on completion of works is very high (currently 98% for private-sector customers), their satisfaction over the longer term is less well understood. Work has already commenced by officers in Adult Social Care to undertake an evaluation of the appropriateness of the adaptations carried out based on the assessment of need, to determine whether the adaptations have met their needs and continue to do so. A further customer satisfaction exercise for private-sector residents is planned for later in 2010 which will seek to better understand the level of satisfaction with the works carried out, the quality and reliability of products supplied and fitted, and the extent to which the installations remain fully utilised and of benefit to the original recipients or others. It is intended to seek the views of recipients of DFGs going back one, two, three or more years, with an analysis

of the findings being shared with partners and contractors, and to be taken into account in any modifications to products or specifications.

4.0 Conclusion

- 4.1 The VFM group has usefully reviewed a range of issues and working practices for the provision of adaptations in public and private sector accommodation, in response to the recommendations of Scrutiny Board (Adult Social Care). The focus of this work has been to ensure that opportunities for cost savings can be identified and realised, and that adaptation specifications are standardised to the extent that all disabled residents in Leeds can reasonably expect to receive assistance to an agreed standard of adaptation based on their housing needs.
- 4.2 Much work was already undertaken or underway when the VFM group was established, which has seen significant savings and benefits in terms of service improvement and customer satisfaction in recent years. The recent work has assisted by reviewing some specific areas of potential for improvement and identifying further areas of work for the future.
- 4.3 Initial estimates of the cost savings from price comparison and standardisation of specification identified by the VFM Group suggest that the annual saving per annum will be in the order of **£230,156**.
- 4.4 Proposals for using reconditioned stair lifts in the private sector could realise a further saving of approximately **£200,000** per annum.
- 4.5 A joint review of bathing adaptations recommendations recently commenced could potentially realise further significant savings of several hundred thousands per annum.
- 4.6 This work has proved to be beneficial and will continue through the establishment of an ALMO Adaptations Group to share good practice across the three organisations, and through future planned work on customer evaluation and satisfaction relating to adaptation work previously carried out in their homes.
- 4.7 A number of related specific pieces of work are also identified in the Adaptations Strategy Action Plan, which will be subject to regular monitoring and review of progress.

	Shower	Tray / Deck	Shower Seat	Grab Rails	Curtain & rail	Ventilation	Lighting	Pump	WC	Cistern	WC Seat	WHB	Taps	Tiling	Flooring	
Adaptations Agency	Supplier	MIRA	IMPEY	EASIBATHE	NYMAS	IMPEY	VENTAXIA	THORN	WHALE	ARMTAGE	ARMTAGE	N/A	ARMTAGE	PEGLER	BCT	POLYFLOR
	Units installed per Anum	700	700	600	700	700	600	700	450	500	500		500	300	18,000 msq	5,000 msq
	Original Cost	£ 286.00	£ 127.00	£ 180.00	£ 12.00	£ 20.00	£ 92.89	£ 49.95	£ 160.00	£ 28.00	£ 27.00		£ 64.00	£ 25.00	£ 9.50	£ 20.49
	Revised Cost	£ 286.00	£ 127.00	£ 73.40	£ 2.55	£ 20.00	£ 92.89	£ 49.95	£ 160.00	£ 28.00	£ 27.00		£ 64.00	£ 25.00	£ 9.50	£ 20.49
		No Saving	No Saving	Saving	Saving	No Saving	No Saving	No Saving	No Saving	No Saving	No Saving	No Saving	No Saving	No Saving	Saving	No Saving
	2010 / 2011 Savings	£ -	£ -	£ 106.60	£ 9.45	£ -	£ -	£ -	£ -	£ -	£ -	£ -	£ -	£ -	£ 5.00 msq	£ - msq
	Annual Saving	£ -	£ -	£ 63,960.00	£ 6,615.00	£ -	£ -	£ -	£ -	£ -	£ -	£ -	£ -	£ -	£ 90,000.00	£ -
	Total Annual Savings	£ 160,575.00														

	Shower	Tray / Deck	Shower Seat	Grab Rails	Curtain & rail	Ventilation	Lighting	Pump	WC	Cistern	WC Seat	WHB	Taps	Tiling	Flooring	
East North East Homes	Supplier	TRITON	IMPEY	NYMAS	NYMAS	IMPEY	ENVIROVENT	THORN	WHALE	TWYFORDS	TWYFORDS		ARMTAGE	PEGLER	JOHNSONS	POLYFLOR
	Units installed per Anum	500	370	370	700	500	370	500	100	200	200		500	250	5,000 msq	3,000 msq
	Original Cost	£ 170.00	£ 142.00	£ 82.00	£ 10.85	£ 29.00	£ 81.00	£ 24.10	£ 175.00	£ 26.10	£ 26.10		£ 31.47	£ 23.15	£ 10.20	£ 8.99
	Revised Cost	£ 156.00	£ 134.00	£ 70.27	£ 2.60	£ 20.89	£ 49.88	£ 24.10	£ 154.00	£ 25.00	£ 26.10		£ 31.47	£ 23.15	£ 10.20	£ 8.99
		Saving	Saving	Saving	Saving	Saving	Saving	No Saving	Saving	Saving	No Saving	No Saving	No Saving	No Saving	No Saving	No Saving
	2010 / 2011 Savings	£ 14.00	£ 8.00	£ 11.73	£ 8.25	£ 8.11	£ 31.12	£ -	£ 21.00	£ 1.10	£ -	£ -	£ -	£ -	£ - msq	£ - msq
	Annual Saving	£ 7,000.00	£ 2,960.00	£ 4,340.10	£ 5,775.00	£ 4,055.00	£ 11,514.40	£ -	£ 2,100.00	£ 220.00	£ -	£ -	£ -	£ -	£ -	£ -
	Total Annual Savings	£ 37,964.50														

	Shower	Tray / Deck	Shower Seat	Grab Rails	Curtain & rail	Ventilation	Lighting	Pump	WC	Cistern	WC Seat	WHB	Taps	Tiling	Flooring	
West North west Homes	Supplier	REDRING	VARIOUS	LDS		LDS	VENTAXIA	THORN	WHALE	ARMTAGE	N/A	N/A	ARMTAGE	PEGLER	JOHNSONS	POLYFLOR
	Units installed per Anum	500	400	400	1,200	500	500	400	140	350			350	600	8,000 msq	2,000 msq
	Original Cost	£ 209.00	£ 142.00	£ 76.50	£ 2.60	£ 19.85	£ 88.23	£ 49.95	£ 165.00	£ 92.55			£ 26.37	£ 23.95	£ 7.28	£ 9.99
	Revised Cost	£ 200.00	£ 125.50	£ 75.00	£ 2.60	£ 19.85	£ 88.23	£ 32.94	£ 165.00	£ 68.00			£ 26.37	£ 19.75	£ 7.28	£ 8.99
		Saving	Saving	Saving	No Saving	No Saving	No Saving	Saving	No Saving	Saving	No Saving	No Saving	No Saving	Saving	No Saving	Saving
	2010 / 2011 Savings	£ 9.00	£ 16.50	£ 1.50	£ -	£ -	£ -	£ 17.01	£ -	£ 24.55	£ -	£ -	£ -	£ 4.20	£ - msq	£ 1.00 msq
	Annual Saving	£ 4,500.00	£ 6,600.00	£ 600.00	£ -	£ -	£ -	£ 6,804.00	£ -	£ 8,592.50	£ -	£ -	£ -	£ 2,520.00	£ -	£ 2,000.00
	Total Annual Savings	£ 31,616.50														

	Shower	Tray / Deck	Shower Seat	Grab Rails	Curtain & rail	Ventilation	Lighting	Pump	WC	Cistern	WC Seat	WHB	Taps	Tiling	Flooring	
Aire Valley Homes	Supplier	REDRING	IMPEY	LDS	LDS	LDS	VENTAXIA	THORN	WHALE	LDS	LDS	LDS	LDS	PEGLER	JOHNSONS	POLYFLOR
	Units installed per Anum	500	500	400	1,000	500	500	400	300	400	400	400	400	400	17,000 msq	4,000 msq
	Original Cost	£ 200.00	£ 152.00	£ 75.00	£ 2.60		£ 49.95	£ 28.75	£ 165.00	£ 33.65	£ 33.26	£ 75.00	£ 22.20	£ 19.75	£ 5.60	£ 25.00
	Revised Cost	£ 200.00	£ 152.00	£ 75.00	£ 2.60		£ 49.95	£ 28.75	£ 165.00	£ 33.65	£ 33.26	£ 75.00	£ 22.20	£ 19.75	£ 5.60	£ 25.00
		No Saving	No Saving	No Saving	No Saving	No Saving	No Saving	No Saving	No Saving	No Saving	No Saving	No Saving	No Saving	No Saving	No Saving	No Saving
	2010 / 2011 Savings	£ -	£ -	£ -	£ -	£ -	£ -	£ -	£ -	£ -	£ -	£ -	£ -	£ -	£ - msq	£ - msq
	Annual Saving	£ -	£ -	£ -	£ -	£ -	£ -	£ -	£ -	£ -	£ -	£ -	£ -	£ -	£ -	£ -
	Total Annual Savings	£ -														

	Shower	Tray / Deck	Shower Seat	Grab Rails	Curtain & rail	Ventilation	Lighting	Pump	WC	Cistern	WC Seat	WHB	Taps	Tiling	Flooring	
B.I.T.M.O	Supplier	MIRA	IMPEY	DUFTONS	DUFTONS	DUFTONS	C.E.F		WHALE	DUFTONS			SANDRINGHAM		DUFTONS	FMBIRCH
	Units installed per Anum	40	No info		No info		No info		No info		No info		No info		No info	msq
	Original Cost	£ 255.92	£ 163.50	£ 135.01	£ 7.50	£ 13.15	£ 85.74		£ 218.02	£ 120.00			£ 83.50		£ 0.35	£ 19.00
	Revised Cost	£ 255.92	£ 163.50	£ 135.01	£ 7.50	£ 13.15	£ 85.74		£ 218.02	£ 120.00			£ 83.50		£ 0.35	£ 19.00
		No Saving	No Saving	No Saving	No Saving	No Saving	No Saving	No Saving	No Saving	No Saving	No Saving	No Saving	No Saving	No Saving	No Saving	No Saving
	2010 / 2011 Savings	£ -	£ -	£ -	£ -	£ -	£ -	£ -	£ -	£ -	#VALUE!	£ -	£ -	£ -	£ - msq	£ - msq
	Annual Saving	£ -	#VALUE!	£ -	#VALUE!	£ -	#VALUE!	£ -	#VALUE!	£ -	#VALUE!	£ -	#VALUE!	£ -	#VALUE!	£ -
	Total Annual Savings	#VALUE!														

Total Cross Tenure Savings £230,156.00