



# From end-to-end to critical friend

**Enfield is a large Council and a prominent London borough landlord, with more than 19,000 homes within social rented housing stock.**

**echelon has worked with Enfield Borough Council since 2019 and the relationship is close, with echelon operating as a trusted advisor and extension of Enfield's own procurement team.**



## The relationship began when Enfield Council identified a lack of internal capacity within its procurement function to deliver against its ambitious procurement strategy



The decision was made to approach echelon and take advantage of its breadth of knowledge to plug the gaps. As a result, echelon is now facilitating a wide range of procurement processes for Enfield through the Council's own portal, as well as providing general advice and support, including the development of technical specifications and commercial models. Procurement activity includes the facilitation of single-stage procedures and mini-competitions to draw down from existing frameworks, plus over-threshold two stage restricted processes that are also being fulfilled by echelon as part of its full end to end service.

The contracts are very wide ranging, covering a breadth of works and services to be delivered as part of the Council's asset management plan. They include stock condition and compliance surveys; refurbishment works, in small and large packages; and a range of works to deliver repairs and maintenance to residents' homes. Consultancy services are also being commissioned, which will subsequently lead to the

procurement of contracts to deliver works identified as being needed by the consultants.

The structure of echelon means it is able to flex its offer and scale up or down as Enfield Council requires, providing either the full service or a lighter touch. More generally echelon plays a vital role as a general procurement advisor to Enfield Council, looking at frameworks and reviewing existing processes and contracts.

Echelon has a strong working relationship with Enfield Council and is in discussion about involvement in future projects.

To find out how we could help you secure resilient new contract arrangements contact us at [procurement@echelonconsultancy.co.uk](mailto:procurement@echelonconsultancy.co.uk)

*"We have a long-standing relationship with echelon and they genuinely feel like part of our team. Echelon is responsive in supporting us as priorities change and different needs arise, and we can trust them to scrutinise documents and processes but in a solution-focused way that will enable positive outcomes."*

**Paul O'Donnell, Head of Capital Programme,  
LB Enfield**

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