



résumé

Phil Hart

Phil is a senior consultant who has worked with PCS for ten years. He specialises in working with teams to develop unique winning tender proposals both with contractors and consultants. He ensures team attention is focused on an integrated approach to cost and quality and particularly specializes in working on complex projects and major joint venture teams. Phil is passionate about establishing high performing teams, fully aligned and customer focused – using project facilitation techniques and workshops to accelerate the process. Prior to this, he was instrumental in securing and implementing major projects in the commercial, government and defence sectors for the Laing Group.

What Phil would bring to your team

Phil regularly facilitates tender team meetings to keep the focus on the procuring clients' requirements. He additionally manages the bid process to ensure the proposals produced are designed to meet and exceed these requirements. His aim while doing this is to create the qualitative differentiation and competitive advantages necessary to secure major projects in today's construction industry.

Phil's strategic contribution to bid teams is invaluable. He brings his wealth of experience and knowledge to best effect in early bid strategy and subsequent red team review meetings. He also provides support and guidance to the team throughout the process, to keep progress on track and focus attention on strengthening any areas of weakness. The end result is the production of high quality, client-focused bids, which substantially increase the contractor's chance of success. Phil's strengths include:

- Bid strategy and bid management
- Establishing winning strategies, themes and tactics
- Developing integrated commercial/quality responses
- Project facilitation at tender stage and into pre construction and construction
- Developing the team ethos to work under partnering NEC contracts
- Risk management
- Lean collaborative planning
- Performance measurement processes



EXAMPLE ASSIGNMENTS:

- HA Managed Motorways Framework
- Leicester Square Public Realm Works
- Lean Collaborative Planning
- Yorkshire Water AMP 5 Framework
- Project Facilitator M1 widening, junction 25-28
- Network Rail Platform Extensions
- Asset Management Framework
- Work winning process improvement
- Southampton Busway
- HA Consultants Project Support Framework
- Bexhill to Hastings Road Improvement
- Team Facilitation A465 Section 2 Joint Venture
- A350 Westbury Bypass
- Poole Harbour Bridge
- HA CAT Process