

Priestland Consulting Ltd

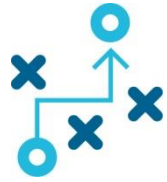


Capability Statement
January 2021



About Priestland Consulting

We are an independent, specialist
Consultancy that supports clients on



Strategy

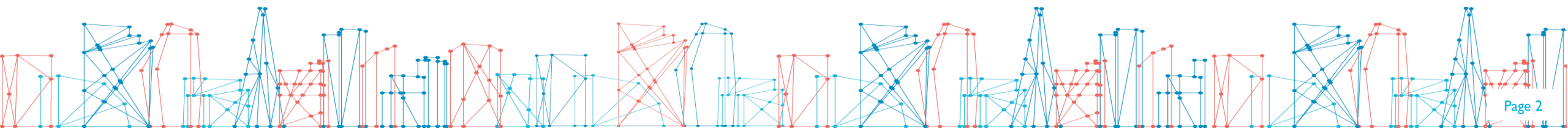


Technology



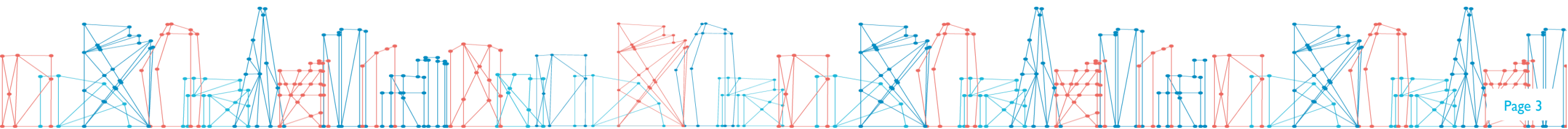
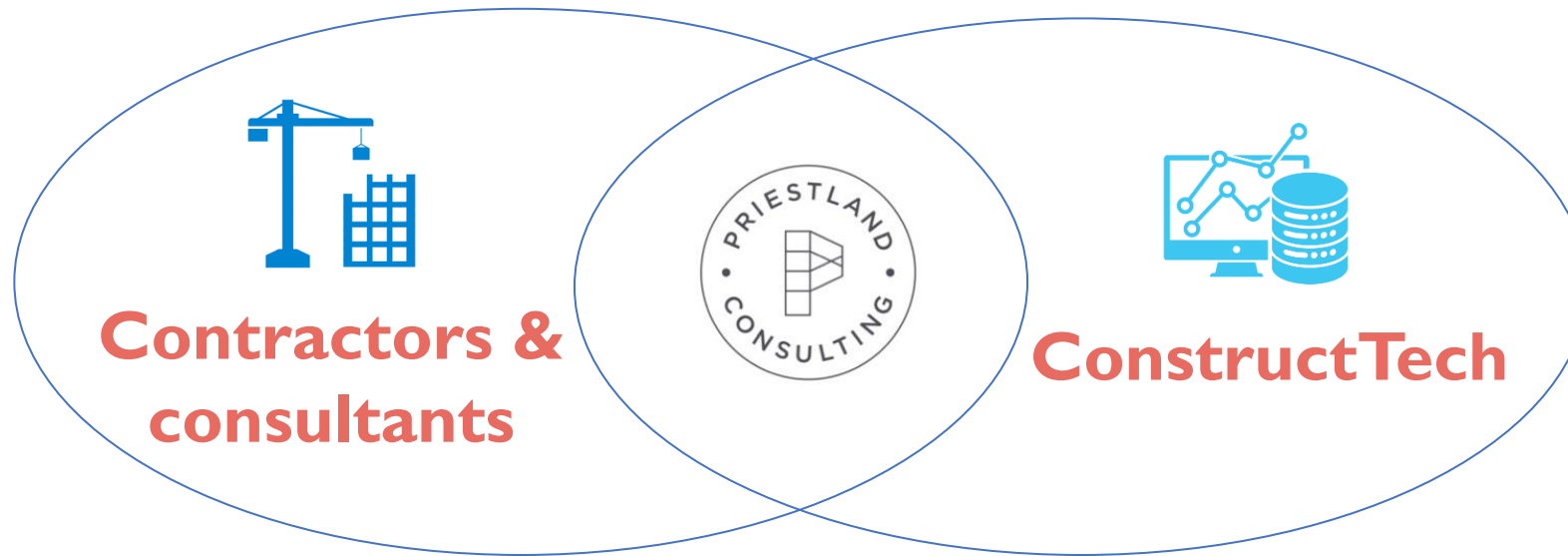
Change

for the built environment

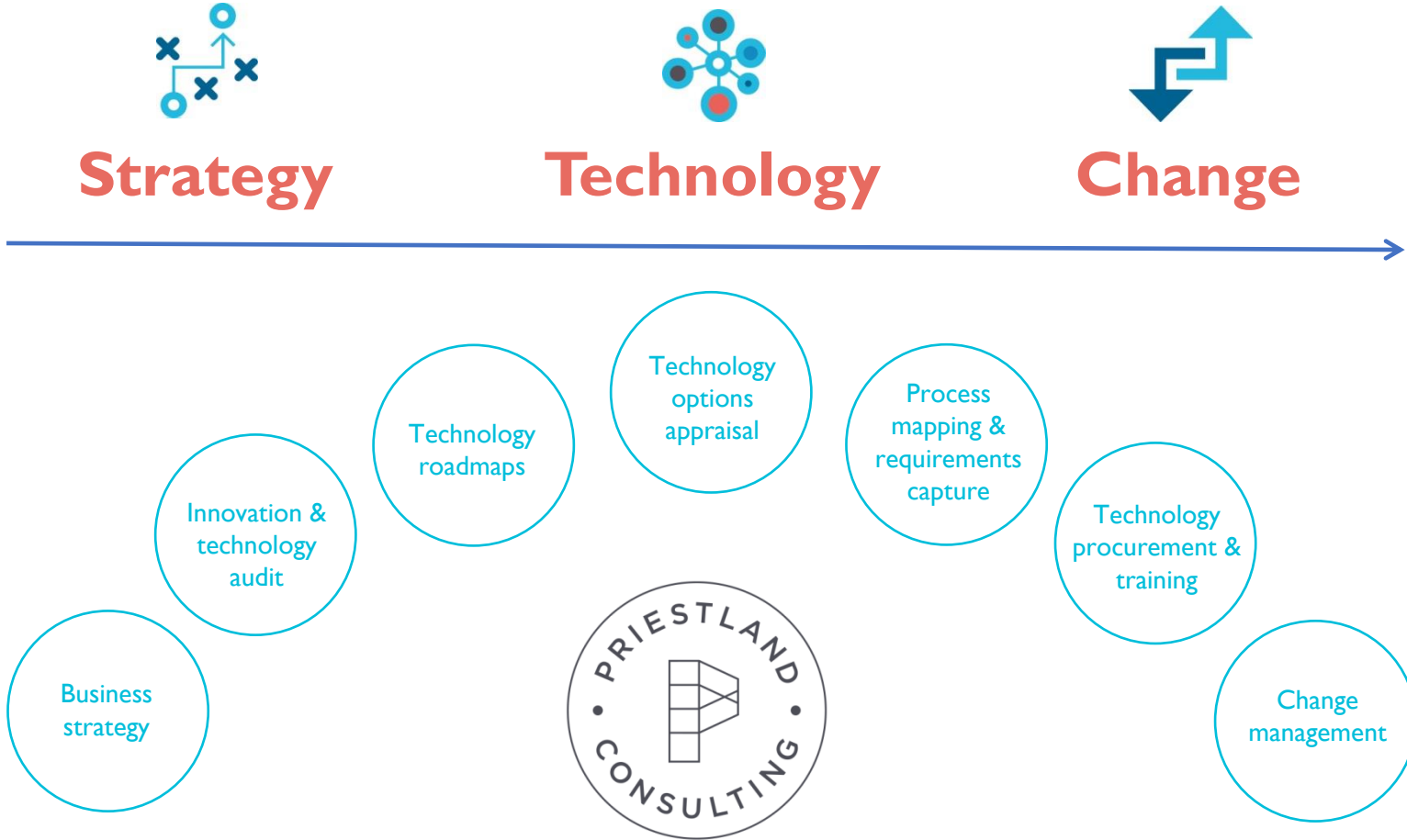


About Priestland Consulting

We link ConstructTech start-ups and 'old world' companies who need their ideas and innovation

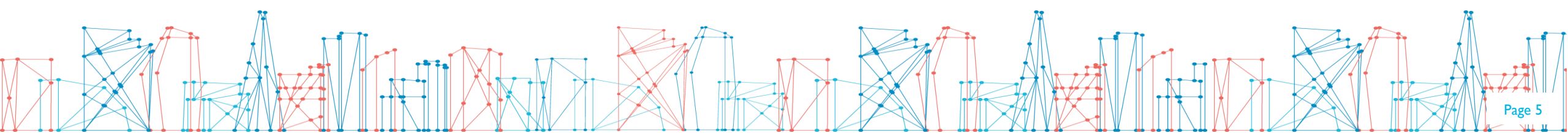


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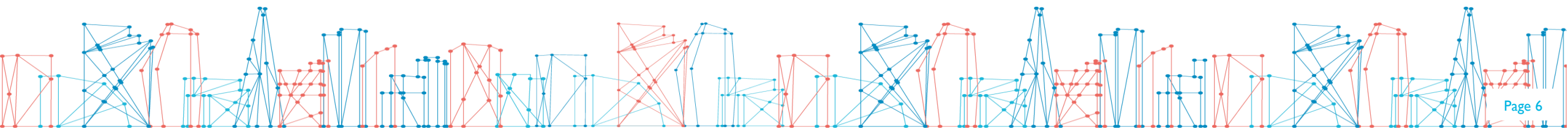
Our capabilities and skills

3D visualisation	●	Cost consulting software	●	Planning and project controls	●
4D planning	●	Cost management	●	Procurement	●
Analytics	●	Cultural change	●	Programme delivery	●
BIM / Digital Engineering	●	Customer experience mapping	●	Programme implementation and risk	●
Building Management Systems (BMS)	●	Design for Manufacture and Assembly (DfMA)	●	Simulation	●
Business cases	●	Digital design processes	●	Strategy	●
Business development	●	Digital twins	●	Technology development	●
Change management	●	Factory fabrication and engineering	●	Training	●
Circular economy	●	Innovation	●	Value propositions	●
Concurrent engineering	●	Laser-based scanning	●	Visualisation	●



Our list of clients

We work with blue chip contractors and consultants, and transformational construction technology start-ups.



Our leadership team



John Priestland

Managing Director

John is a Director of Priestland Consulting and is advising contractors, utilities and consultants on digital innovation and the industrialisation of construction. Previously, he led digital transformation at AECOM from 2016 to 2018.

John was Global Strategy Director at WSP at the time of the acquisition of Parsons Brinckerhoff from Balfour Beatty. He has also held senior roles at Hyder Consulting and WS Atkins.

John has a MBA (with Distinction) from London Business School) and a First Class Degree in Physics from Keble College, Oxford. He is a Fellow of the Institution of Civil Engineering.



Mike Turpin

Technology Director

Mike is one of the UK's leading experts on the implementation of BIM. Most recently, he was Head of BIM at Capita from 2014-17. As a consultant, he now advises clients on all aspects of BIM – from company strategy, policy and implementation through to technical standards, software adoption and training.

Mike is an ambassador of BIM in the UK, working with the UK BIM Alliance, CDBB, UK Dynamo User Group and South BIM Region.



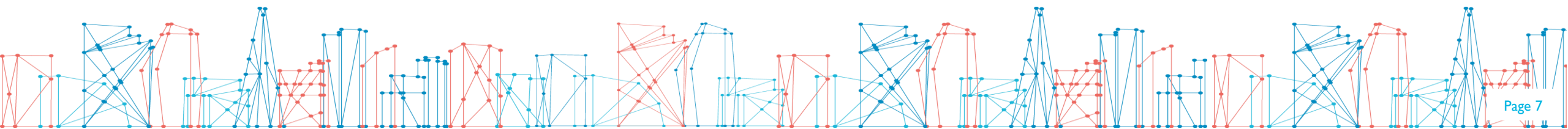
Toby Chisnall

Change Management Director

Toby is a change management professional who develops, supports and delivers change and transformation programmes that provide tangible results for our clients.

He's an MBA graduate with a substantial and successful track record in organisational change. Priding himself not just in developing transformative strategies but in working with people at all levels of an organisation to ensure plans are fully realised.

Toby led an award-winning team to deliver digital transformation for a leading UK housebuilder.



Our consultants



John Roberts

Digital design and construction engineer

John has worked as a technical integrator and collaborator at Arup, Atkins and Laing O’Rourke; for 35 years winning, designing, and delivering innovative projects. He particularly focuses on enabling major project teams to adopt digital workflows. John is a Fellow of the Institution of Civil Engineering.

Definition of design processes	●
Integration with construction	●
Engineering optimisation	●



Tom James

BIM technical specialist

A Quantity Surveyor by background, **Tom** is a BIM expert with a strong programming background. He advises clients and develops software to automate tasks. He is particularly expert in the integration of design, cost and programme tools. He is also skilled at optimising workflows and the cultural challenge of getting new tools adopted.

Software development	●
BIM products and solutions	●
3D modelling	●

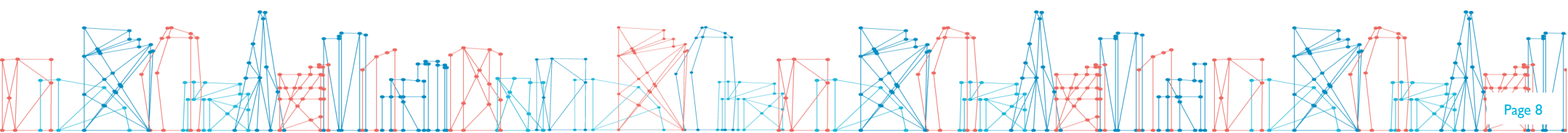


Lizzie Mant

ERP Implementation Project Manager

Lizzie is a project manager, with extensive SAP Implementation experience, data migration, data analysis, organization and communication abilities. Experienced in training plans, data migration management, change management, governance and data validation experience.

Project Management	●
ERP Implementation	●
Communication and training	●



Case studies – digital strategy



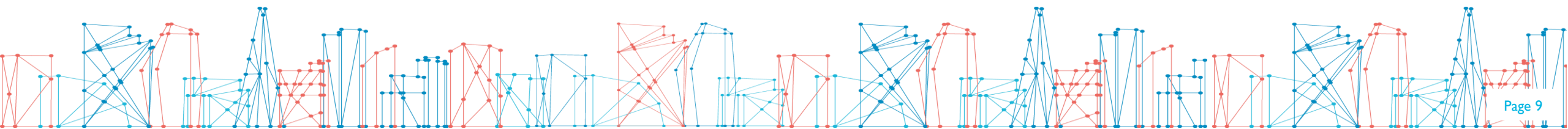
We developed a technology roadmap for the UK's largest builder's merchant as it moves from selling building products to selling 'solutions'.



We helped a major Oil & Gas client assess how to leverage digital tools and construction technology to improve its EPC supply chain and delivery.



We led a transformation programme to help a major consultancy enhance its relationship with Heathrow, with digital a key part of the services offered.



Case studies – digital change



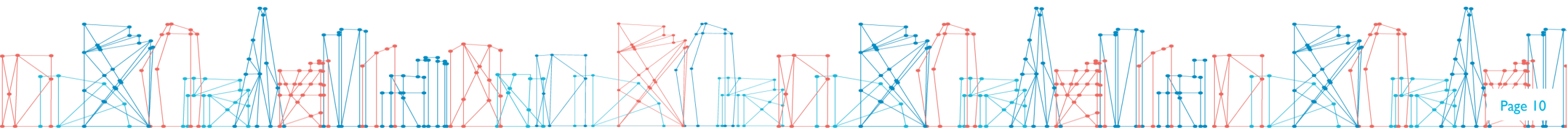
We undertook a Digital Maturity Assessment for a specialist sustainability consultancy, looking at its ability to both develop and use technology.



We developed and implemented systems for an innovative project management consultancy, including cost and visualisation software.



We led a change programme for a Highways Term Maintenance contractor that used technology to help win a £260m seven-year contract.



Case studies – digital twins



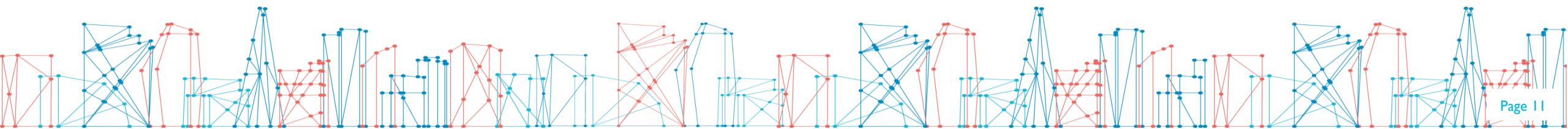
We have been appointed as the independent adviser to a major UK utility for its digital twin programme



We developed the case for the use of smart sensors and a digital twin to optimise decision-making on a large industrial heat network.



We led a study of the potential to use digital optimisation on the design and construction of a major infrastructure asset.



Case studies – construction technology start-ups



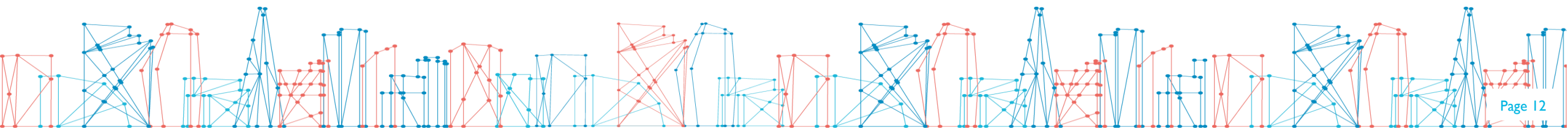
We are supporting a ConstructTech start-up in its go-to-market strategy for sensors and computervision cameras to optimise the management of potholes



We reviewed a ConstructTech start-up's strategy and approach to sales, as it moves from selling drone imagery to producing a data environment.



We are working with a start-up, based in Silicon Valley, who have developed a construction simulator to optimise P6 programmes.



What people say about Priestland Consulting

"We enjoyed working with PCL - highly relevant advice and insight spanning the construction industry and tailored to suit our needs"

Chris Bosworth, Group Strategy Director,
Travis Perkins

"PCL know the design and construction world inside-out and are passionate about working with start-ups to help them get to market, find the right business model to unlock customers and quickly scale their revenues.

Matt Blythe, Co-Founder of Continuum Industries

"PCL supported us in making a big impact on strategy, bidding and technology. I recommend them wholeheartedly to other clients looking to develop their market thinking and implement change."

Steve Helliwell, Chief Executive Balfour Beatty Living Places

"I would recommend PCL for advice, support and delivery especially around transformational change."

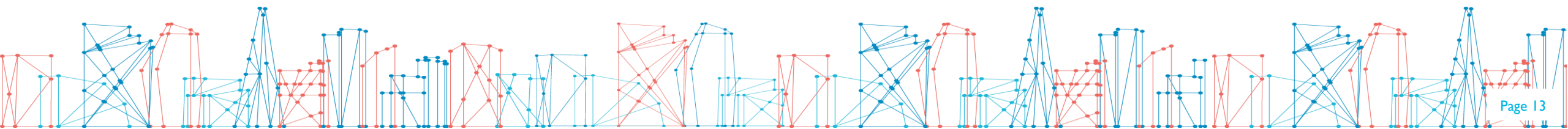
Stephen Billingham, formerly Chairman of Anglian Water Group and non-executive director of Balfour Beatty plc

"The dedication shown in leading the project through to completion was refreshing. I have no hesitation in recommending PCL to others and would welcome the opportunity to work with them again.

Alistair Borthwick, CFO SSE Enterprise

"You can rely on PCL for a perspective that potentially unlocks an issue or unblocks a situation."

Greg Steele, CEO Arcadis Asia Pacific



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Alistair Borthwick, CFO SSE Enterprise

"PCL delivered the project to high standards in an incredibly short timeframe. They really turned it around on a dime."

Chantelle Ludski, CEO Anthesis North America

