

# CASE STUDY



## Hills Residential

Client:	<b>Hills Residential</b>
Location:	<b>Colchester, Essex</b>
Project sector:	<b>Residential</b>

### Key achievements:

- Cost planning for every stage of development from ground works to roof level
- Issuing and processing tender documentation and making recommendations
- Providing timely and professional information to meet client's brief
- Building client relationship and winning repeat business to support Hills Residential on future construction projects

## Services offered: Procurement & tendering, Project finance

### Project details

Hills Residential went out to the market for an estimating and tendering service to support the construction of 25 houses on their own development land for the fourth phase of Admirals Green at Great Bentley.

They were keen to use a local business and ProQS had been recommended to them. After meeting with Chartered Quantity Surveyor and business founder Kieron Waites, they were impressed with his professionalism and brought in ProQS to price up the project.

Kieron and his team worked from the construction drawings, estimating every stage from the ground works to building materials and construction of the different house types within the development.

ProQS introduced some new sub-contractors into the process, preparing and issuing specifications for the different tender packages. They produced a procurement schedule, processed tender returns and made recommendations, and provided a detailed cost plan.

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### Project results

Hills Residential were happy with the excellent and timely information provided by ProQS, the strong relationship built with their team and the professional way ProQS followed the brief and achieved the required results.

The Phase 4 Development is now under construction and Hills asked ProQs to provide a similar service for their development of 63 houses in School Road, Elmstead Market. For this project, a major element of the groundworks package was the depth to cut and fill. ProQS prepared a report with recommendations which weighed up the relative costs of more excavation or more brickwork.

Paul Brown, Procurement Director for Hills Residential said: "We were very pleased with what was achieved. The information provided was excellent and we have developed a good relationship, which we will now evolve and continue to help us with future projects."

### The customer says:

*"ProQS are a very professional outfit, they understand the residential business from ground works to construction and I would highly recommend them."*

**Paul Brown, Procurement  
Director for Hills Residential**