



BUILDING HOMES
MAKING PLACES
ENHANCING LIVES

Being a Homes England Strategic Partner

A View from Optivo



Benefits:

- Security ~ bidding for sites knowing your grant
- Speed ~ not like CME
- Cashflow ~ grant is front loaded
- Support ~ tenure changes / all affordable
- Sustainability ~ sustainability / OSM
- Distressed sites ~ helping LAs



Challenges

- Tangible support with Local Authority issues
 - CIL
 - All affordable
 - Flexibility
 - You'll be held to the specifics of your SP bid
-



Top tips:

- Get your SP bid right!
- Get to know your Key Account Manager
- Get to know your Key Account Manager's Manager
- Talk about issues as soon as you can
- Schedule regular informal meetings outside the PMB
- RCGF flexibility