



Case Study

HVCA - Heating & Ventilating Contractors' Association

Background

The Heating & Ventilation Contractors' Association (HVCA) has represented the mechanical element of construction work for over 100 years. During that time it has seen considerable change, with the pace of change becoming ever faster.



The management and council of HVCA made the commitment to prepare a strategic plan to move the Association forward to make it better placed to serve members interests in the next 10 years. However, this process proved both long-winded and painful and the decision was taken to ask Allman Horrocks Consulting to help the management team draw their thinking into a coherent strategy.

Project Summary

Using our structured Strategic Management framework and the documented results of the work carried out internally to date, we ran three workshops with the senior team and departmental heads to develop the three year plan.

The workshops also provided a valuable forum for the discussion of strategic issues that would otherwise not have had the opportunity of being raised in the usual management meetings.

Benefits

A comprehensive and well-founded business plan which will now form a proper foundation for the future development of the Association.

The team was left with a clear understanding of the responsibilities, milestones and targets for each strategic area and the awareness that the strategic review was just the beginning of the process and there was a long way to go to achieve their objectives.

Testimonial



"When the senior management team of the Association began the process of review of our business strategies, I must confess to being very sceptical about the need for external facilitators. My feeling was that, as experienced professionals, my colleagues and I should be capable of managing the exercise for ourselves, particularly as we would always know more about our organisation than any outsider."

"I am pleased (now) that none of my colleagues agreed, because working with Allman Horrocks has proved to be extremely beneficial. The outcome of the process has been a comprehensive and well-founded business plan which will now form a proper foundation for the future development of the Association."

Ray Barraclough, Finance Director, Heating & Ventilation Contractors' Association

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