

SME of the Year Winner 2015

RISE Management Consulting



In the middle of the recession the founders of RISE stepped out of their comfort zone and pressed the re-set button. With no clients or staff, and armed only with audacity and their ideology, they took an office and started a business from scratch. They had one goal – to be the best strategic management consulting firm in the construction industry. Their objective is to improve the construction process from inception to delivery and their innovative delivery model is based on honesty and integrity, where all the books are open and concealed profit margins banished.

Three years on, turnover has increased by 440% and RISE – now a multinational, multidisciplinary built environment consultancy – is right on track, despite an uphill and obstacle ridden journey. With a bustling 60-strong London office, 15 staff around the globe, several prestigious projects under the belt, RISE is managing to stay true to their original purpose – to deliver real, transparent, tangible client value.

Staff enjoy a collaborative and supportive environment. To attract the finest talent, RISE offers flexible working and a generous employment package to ensure a healthy work-life balance, competitive salaries, a flat management structure, travel opportunities and a strong equal opportunity policy. RISE is committed to life-long learning, facilitating professional development, and encouraging staff to become recognised by professional bodies such as APM, CIOB, RICS. Knowledge development and experience are paramount to satisfying the needs of the individual, the company and the client.

RISE has invented a lean team structure called PMX (Project Management Extra) with fewer levels of decision-making compared with a conventional construction management team, which speeds up communication. There is greater clarification of roles and responsibilities and risk management allocation and the trade contractor is required to accept the management for the interfaces between them, resulting in less management cost for the client. Within leaner teams there is improved trust and teamwork, thus minimising the barriers to problem solving.

RISE projects are delivered through an integrated project team, which includes the client's team, consultants, constructors and specialist suppliers. By avoiding an adversarial work culture, this encourages a greater level of innovation and stimulates collective responsibility in seeking a successful outcome. RISE focuses on whole-life value rather than the lowest price, on ensuring there is a collective responsibility for managing buildability, health and safety, sustainability and quality of design.

The team recognises that their impact on society can be substantial and do their best to donate time and resources to charitable causes and the communities they work in. RISE constantly strive to find new solutions through new ways of working.

rise
/ management consulting

Judges comments

RISE has taken the very best from the past, particularly the insights identified through the raft of demonstration projects in late '90s and early '00s that were inspired and reviewed through Constructing Excellence's predecessor, Movement for Innovation. They have systematically eliminated all forms of waste – particularly processes, but also people and materials, incentivised the entire project team to excel, deliberately frontload time and investment in a project to get everything right at the beginning before meaningful costs occur through avoidable change & consequent waste/delay/etc. They embed the RISE team with the client, empower trades through the earliest possible engagement, refuse to accept the status quo, with a determination to get the job done. This has delivered significant cost and time savings.

Number of staff:	60
Turnover:	£4 million

Finalists

- Baxall Construction Limited
- Desco (Design & Consultancy) Ltd
- DSG Quantity Surveyors
- Evolution5 Limited
- Merryhill Envirotec Ltd
- O'Donovan Waste Disposal
- Provelio Ltd
- RISE Management Consulting