



Mr Andy Crossley

BSc, MBA, MSc, CEng, MICE, MIAM, FCIM, FHEA

Senior Lecturer

Area of research

Project and Performance Management

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Summary

My research and advisory interests are in the practical planning and implementation of projects and related businesses. My primary areas of work are:

- Asset Management;
- Engineering Economics and Management;
- Programme and Project Management;
- Professional Services;
- Performance and Operational Improvement; and,
- Virtual and Extended Enterprises.

I also consult in these areas. My research and work involves a mixture of:

- Asset Management;
- Change Management;
- Collaboration, Supply Networks and Alliances;
- Cost Management and Modelling;
- Estimating and Procurement;
- Innovation and Risk;
- Project and Programme Management;
- Small business development;
- Risk Management and decision analysis;
- Strategy Exploration and Implementation; and,
- Value Engineering/Management.

Small Business Development. I led the research, 2013 authorship and 2016 updates to the *Joint Bidding Handbook* for the Welsh Government. This gives practical guidance, to procurement leaders and smaller businesses working in consortia, on how to plan and negotiate larger tenders. The Sponsors' goal was to enable equitable access to public sector contracts thus saving money, building capacity and growing successful networks of smaller and micro businesses in Wales.

Programme Implementation. From 2014 to 16 I led an implementation programme supporting public sector procurement leaders on 12 demonstration projects for the Joint Bidding Guide, worth over £500m. Half of the projects were awarded to consortia. Lessons learned from the programme are publically available on www.wales.gov.uk/jointbidding. The implementation programme has won UK national commendations and awards for the National Procurement Service of the Welsh Government.

Institutional Support. In 2014 I was appointed onto the Professional Examinations Committee of the Institute of Asset Management (IAM) to help design, validate and assess professional competence via examination. In December 2016 I was appointed as the Chief Examiner of the Institute.

Specialist Handbooks. I am a specialist in collaborative working. Since 2003 I have researched and written major manuals and handbooks on costing, estimating, bidding and process management for virtual business networks and extended enterprises. These were key outputs from significant research and implementation commissions for UK government agencies, many co-funded by the EU.

Consulting. I am an advisor to the public sector in Wales on procurement and I hold directorships at consulting and project implementation firms. I work with EU and US based subject matter experts on partnering, cost management and estimating including the US Government Accountability Office (GAO).

Collaboration. As an experienced collaborator, I am keen to increase the body of knowledge in the areas listed above, especially for networks of Small and Medium sized businesses - the '*backbone of our economy*'.

Memberships

Organisations

[Department of Civil Engineering](#)

Other sites

- [Engineering](#)

Recent publications

- Crossley, A, 2018, '[The Challenges of Designing and Successfully Delivering a new Masters Level Unit in Infrastructure Asset Management](#)'.
- Crossley, A, Lynch, J & Edwards, R, 2018, '[Joint Bidding Guide 2018](#)'. Social Business Wales
- Crossley, A, 2018, '[Collaborative Networks and the 'Five Regions of the Future'](#)'. in: *Collaborative Networks of Cognitive Systems: 19th IFIP WG 5.5 Working Conference on Virtual Enterprises, PRO-VE 2018, Cardiff, UK, September 17-19, 2018, Proceedings*. Springer, pp. 43
- Pashley, D, Tryfonas, T, Crossley, A & Setchell, C, 2017, '[Scoring Methods to Enable Bespoke Portfolio Management](#)'. in: *Twelfth International Conference on Systems (ICONS 2017): Proceedings of a meeting held 23-27 April 2017, Venice, Italy. Held at NexComm 2017*. International Academy, Research, and Industry Association (IARIA), pp. 54-61
- Pashley, D, Tryfonas, T, Crossley, A & Setchell, C, 2017, '[An SME Decision Support System Utilising Defined Scoring Methods](#)'. *International Journal on Advances in Intelligent Systems*, vol 10., pp. 327-344
- Crossley, A, Lynch, J, Hurrell, S & Edwards, R, 2016, '[Joint Bidding Guide Demonstration Projects: Lessons Learned Report and Case Studies](#)'. Welsh Assembly Government
- Crossley, A, Lynch, J, Hurrell, S & Edwards, R, 2016, '[Assessing the Suitability of Supplier Consortia for Public Procurement Contracts](#)'. in: Hamideh Afsarmanesh, Luis M Camarinha-Matos, António Lucas Soares (eds) *Collaboration in a Hyperconnected World: 17th IFIP WG 5.5 Working Conference on Virtual Enterprises, PRO-VE 2016, Porto, Portugal, October 3-5, 2016, Proceedings*. Springer, pp. 189
- Crossley, A, Coles, G, Edwards, R, Hurrell, S & Ruddle, N, 2015, '[The Development and Adoption of a New Joint Bidding System for Public Contracts in Wales](#)'. in: Luis Camarinha-Matos, Frederick Benaben, Willy Picard (eds) *Risks and Resilience of Collaborative Networks: 16th IFIP WG5.5 Working Conference on Virtual Enterprises*. Springer, Germany, pp. 622
- Crossley, A & Male, S, 2015, '[Delivering a new undergraduate module in Asset Management](#)'. in: *Proceedings of the Asset Management Conference 2015*. Institution of Engineering and Technology (IET), pp. 6
- Crossley, A & Male, S, 2014, '[Designing an Undergraduate Module in Asset Management](#)'.

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