



**Wi-Fi  
Events Guest  
Engin33ring!**



# **WMCA's Meet the Buyer Roundtable**



## Agenda

**10 am – Welcome and Networking**

**10.30 am - 11.30 am – ‘Meet the Buyer’ Presentations from large infrastructure projects in the West Midlands:**

- 1. Midland Metro (Rachael Morgan)**
- 2. Cycle Routeway for Coventry (John Seddon)**
- 3. Transport for West Midlands Station Rollout (Craig Wakeman)**
- 4. Very Light Rail – Neil Fulton (BCIMO developments) and Angus Brummitt-Brown (CCC Public Procurement process)**

**11.30 am – 12.10 pm: - WMCA and partner presentations:**

- 1. Business Growth West Midlands (Ian McLaughlin)**
- 2. Innovation Accelerator/Made Smarter (Alec Gilham (BCIMO) and Jamie Elliot (WMCA))**
- 3. Accreditation Support – Temple QMS (Jaz Tanwar/Mark Clewley)**
- 4. WMCA’s Employer Services (Fiona Latter)**

**12.10 pm : Business Spotlight: Forkers Ltd: How a Small Business can win large contracts.**

**12:30pm Final Questions, Lunch and Networking**

**1pm – Optional tour of the Innovation Centre (Tony Joy)**

**Date –24<sup>th</sup> October 2023, 10 am – 2 pm**



# Welcome Fiona Latter – WMCA's Employer Services





# Midland Metro Rachael Morgan - Procurement Manager







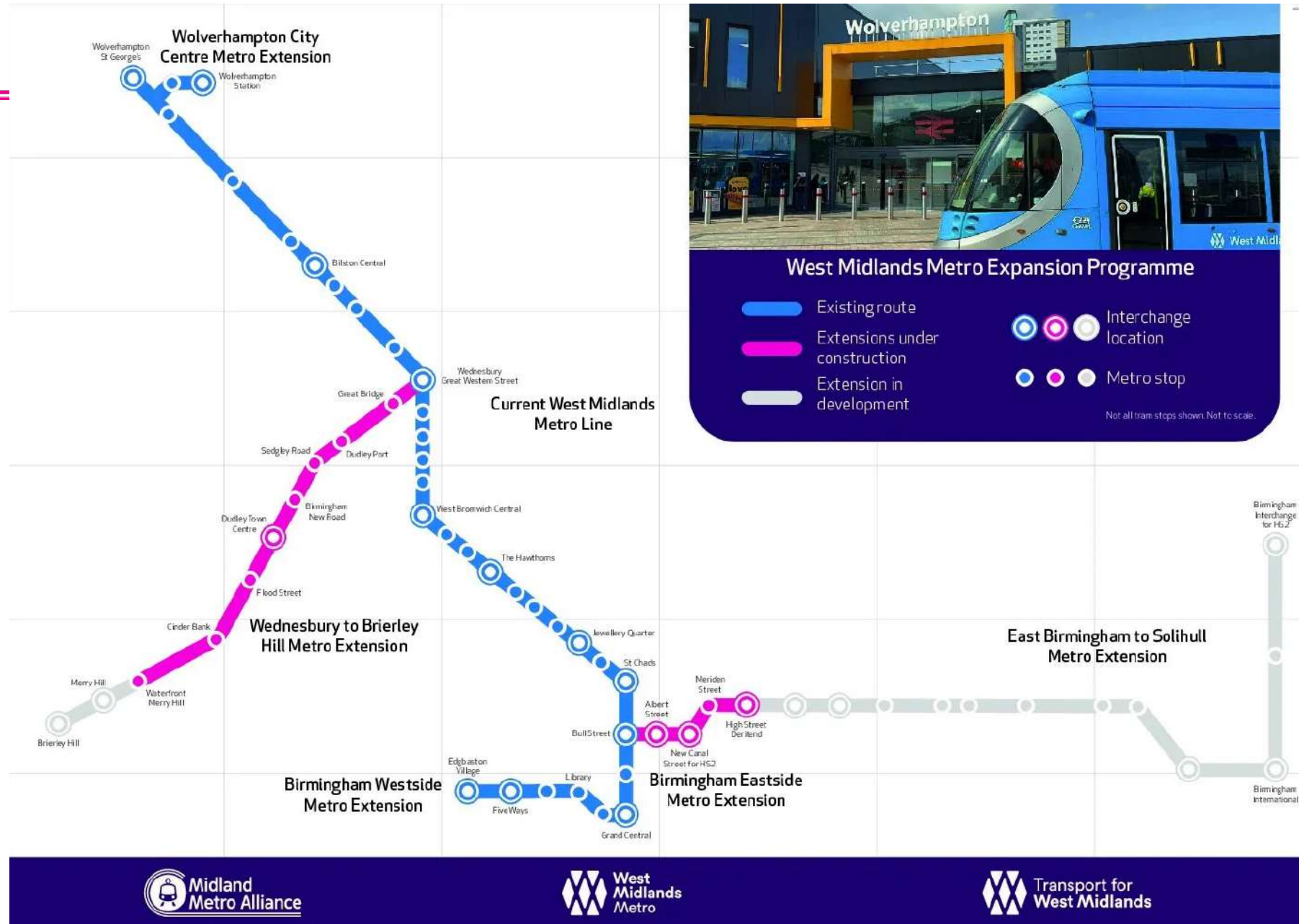
# Midland Metro Alliance

## Rachael Morgan, Procurement Manager

 <p>AUCTUS MANAGEMENT GROUP</p>	 <p>Barhale</p>	 <p>BOUYGUES UK</p>
 <p>COLAS RAIL</p> <p>ON TRACK FOR A SUSTAINABLE FUTURE</p>	 <p>COLAS</p> <p>UNITED KINGDOM</p>	 <p>egis</p>
 <p>Pell Frischmann Consulting Engineers</p>	 <p>Tony Gee</p>	 <p>West Midlands Combined Authority</p>



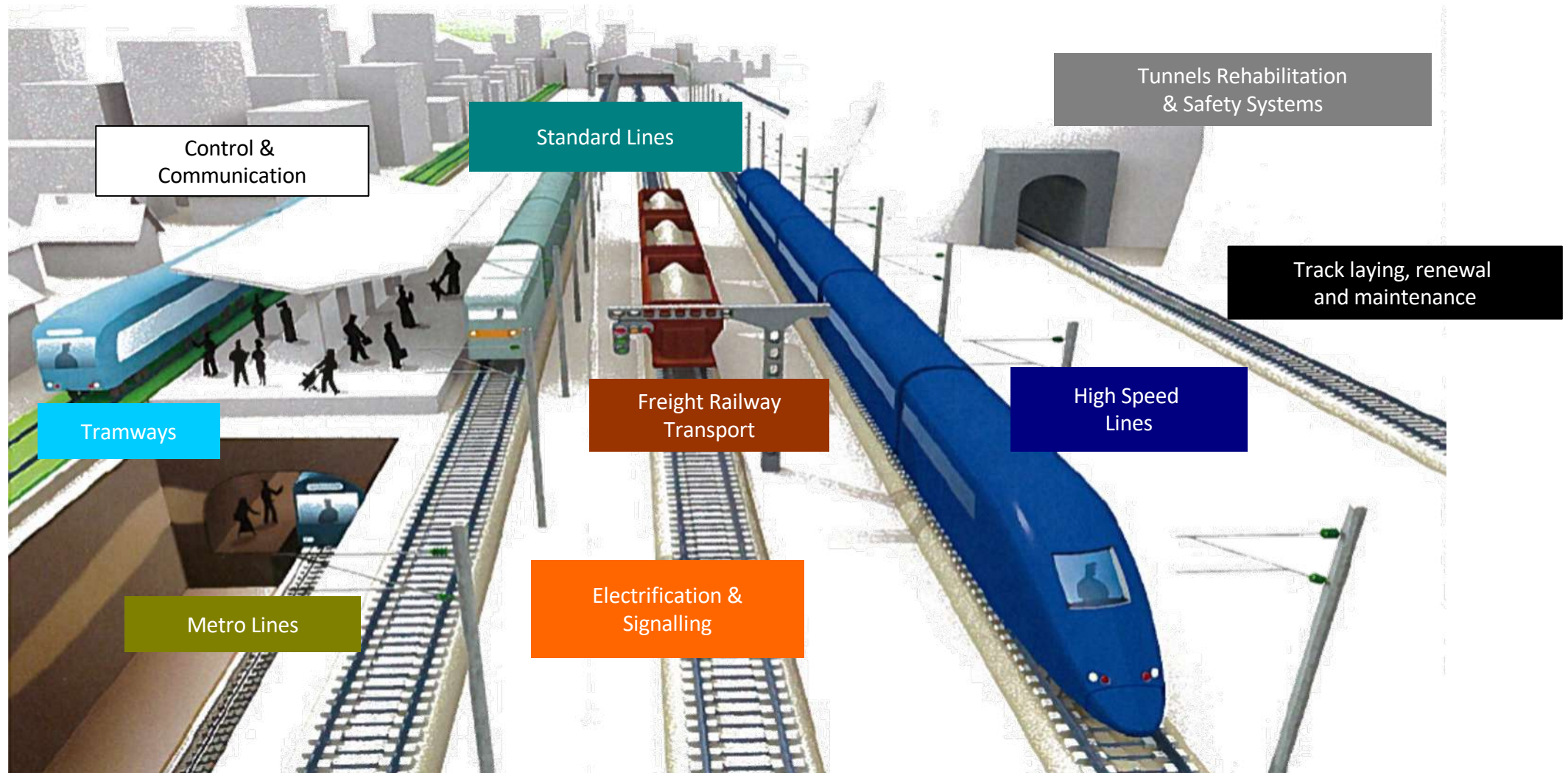
# Route Map



**West Midlands Metro Expansion Programme**

- Existing route
- Extensions under construction
- Extension in development
- Interchange location
- Metro stop

Not all tram stops shown. Not to scale.





Access Aggregates	Asphalt	Bridgework	Builders Merchants	CCTV Security
Concrete Sawing	Cranes Demolition	Diamond Drilling	Drainage Contractors	Earthworks
Electrical Maintenance	Electrification and Stray Current	Encapsulation	Fastening and Fixing Systems	Fibre Optic Cabling
Fibre Reinforced Concrete	Floating Slab Mat	Ground Investigation	Ground Penetrating Radar	Grout
Haulage/Storage	Hiab	High Voltage Installations	Hydro Demolition	Insulated Work Joints
Kerbing Works	Labour Lighting	Masonry Services	Operated Plants	Overhead Line Systems
Paving Contractors	Pedestrian Railings	Permanent Way Materials	Piling	Plant Hire
Precast Concrete	Prestressed Beams	Rail Sleepers	Rail Track	Road Marking
Road Planning	Road Sweeper Supply	Security	Signage	Site Cabins and Welfare Units
Steel Structure Fabrication	Stone & Granite Suppliers	Street Furniture	Street Lighting	Surfacing
Switches and Crossings	Timber	Tools	Vegetation Clearance	Site Clearance
Waste Management	Waterproofing Systems	Welding		



# Key Procurement Objectives



STRATEGIC  
PROCUREMENT



STRENGTHEN SUPPLY  
CHAIN



EFFICIENT PROCUREMENT  
PROCESSES



CARBON FOOTPRINT  
REDUCTION



## Contact us:

Midland Metro Alliance,  
16 Summer Lane,  
Birmingham B19 3SD

Tel: 0121 643 8729

## Email:

[procurement@metroalliance.co.uk](mailto:procurement@metroalliance.co.uk)

Website: <https://metroalliance.co.uk/>





# Cycle Routeway for Coventry

## John Seddon - Head of Transport & Innovation



# **CECA Event**

## **Coventry City Council**

# Procuring £1m+ construction contract

<b>Secure Funding</b>	- Internal or external capital funding
<b>Procurement Route</b>	- existing framework (e.g. CCS, Pagabo, SCAPE) or own contract
<b>Procurement Procedure</b>	- further competition/direct award - open/restricted/competitive procedure with negotiation
<b>Public Contract Regulations</b>	- Works threshold £5,336,937
<b>Form of Contract</b>	- NEC or JCT for example
<b>Governance Process</b>	- Contract Procedure Rules - Cabinet/Procurement Board approval
<b>Tendering Portal</b>	- <a href="http://www.csw-jets.co.uk">www.csw-jets.co.uk</a>
<b>Tender documentation</b>	- spec/award criteria/quality questions/return date and time - amendments/additional clauses
<b>Contract Formation</b>	- Executed as a Deed
<b>Adverts</b>	- Contracts Finder (>£25k)/Find-a-Tender over PCR threshold



# A45 Eastern Green SUE – Road Infrastructure £27M



£27M Construction Cost

2-year build programme

Multi Party Delivery  
Contract, including Homes  
England, Coventry City  
Council and Hallam Land  
Management



Breheny Civil Engineering delivering the initial infrastructure works for the 3100-dwelling development at Eastern Green.

New over bridge on the A45 with three large roundabouts, four large river culverts, structural embankments and significant utility works.

Expected completion date March 2024

ABC

ceca



# Cycling Infrastructure Schemes (Total £3.5M)



## Lynchgate Cycle Scheme £1.5M

1KM of LTN 1/20 Cycle Infrastructure, two toucan crossings, junction improvements

Working alongside Sustrans, Warwick University and Cannon Park Shopping Centre

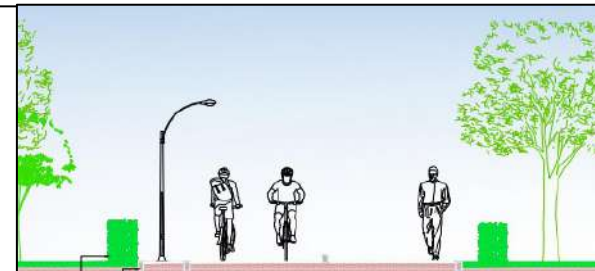
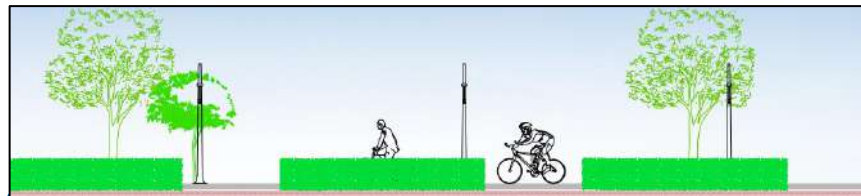
Start on site November 2023

## Coundon Park Active Travel £2.2M

3KM of LTN 1/20 Cycle Infrastructure both in the park and on public highway, three toucan crossings, junction improvements, ecological and landscaping works

Working alongside Active Travel England, Local Focus Groups

Start on site January 2024



ABC

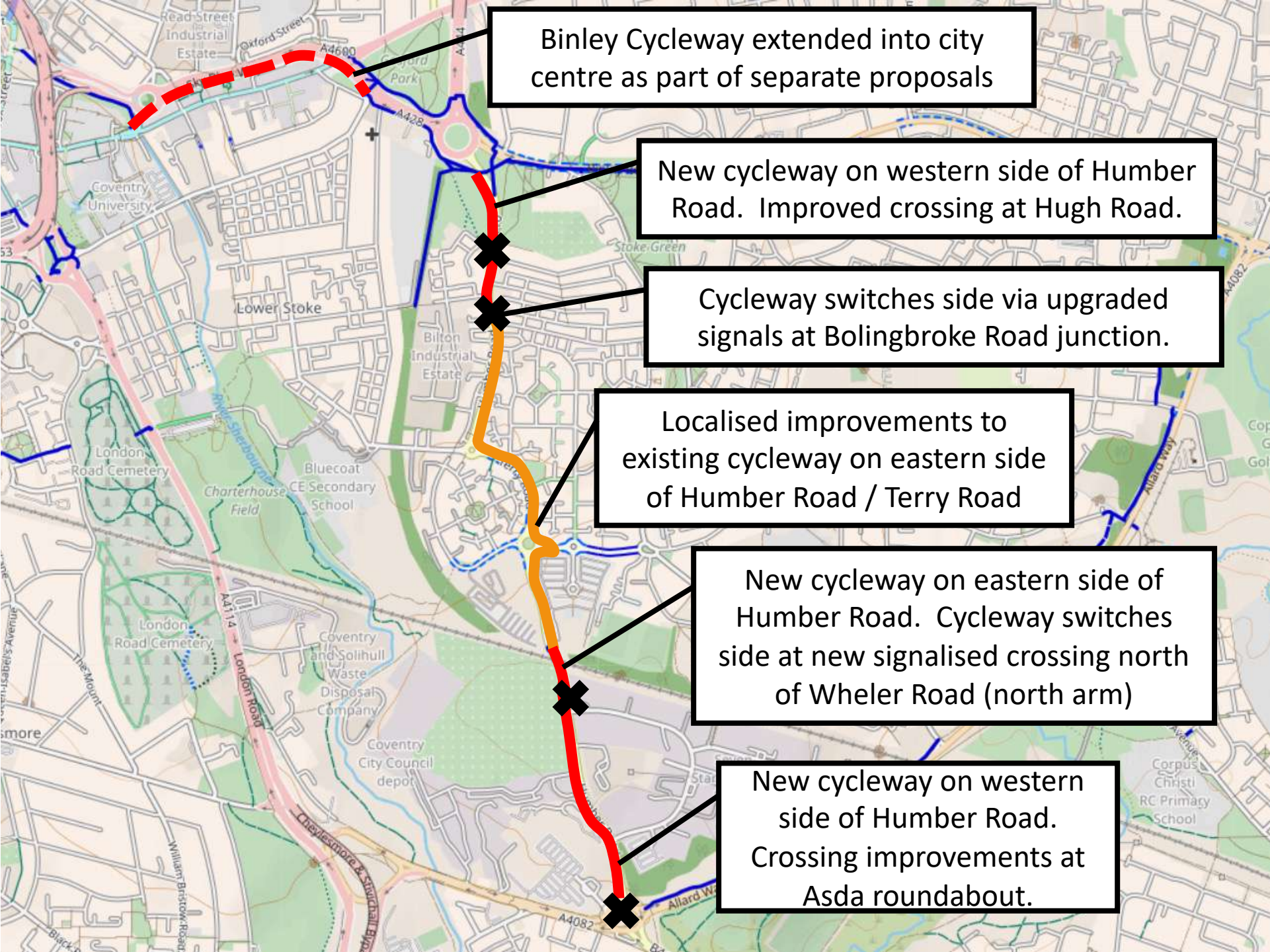
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**BREHENY**  
CIVIL ENGINEERING

# Foreshill Transport Package







Binley Cycleway extended into city centre as part of separate proposals

New cycleway on western side of Humber Road. Improved crossing at Hugh Road.

Cycleway switches side via upgraded signals at Bolingbroke Road junction.

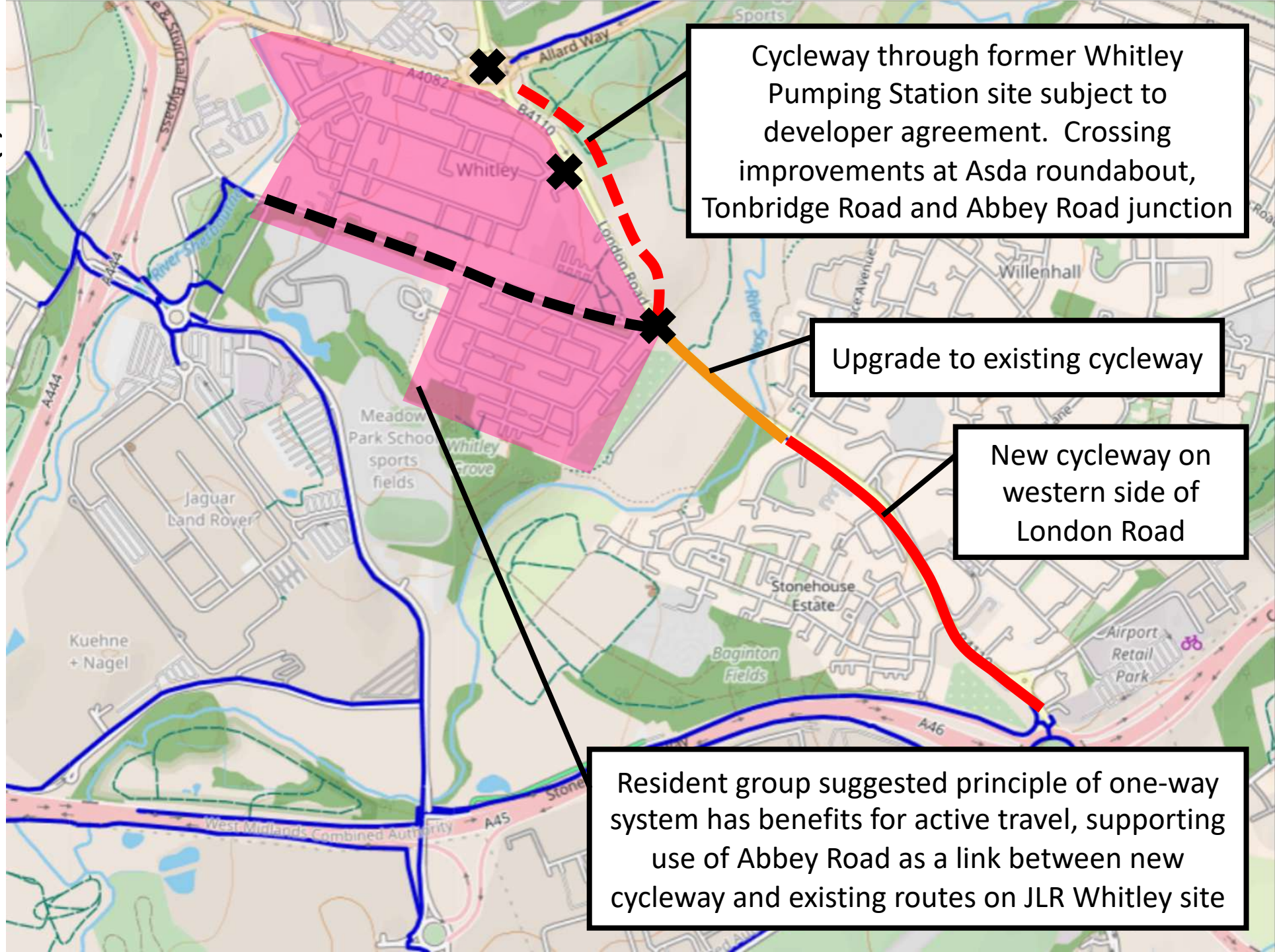
Localised improvements to existing cycleway on eastern side of Humber Road / Terry Road

New cycleway on eastern side of Humber Road. Cycleway switches side at new signalled crossing north of Wheler Road (north arm)

New cycleway on western side of Humber Road. Crossing improvements at Asda roundabout.



Cyc



Cycleway through former Whitley Pumping Station site subject to developer agreement. Crossing improvements at Asda roundabout, Tonbridge Road and Abbey Road junction

Upgrade to existing cycleway

New cycleway on western side of London Road

Resident group suggested principle of one-way system has benefits for active travel, supporting use of Abbey Road as a link between new cycleway and existing routes on JLR Whitley site

# Asda Roundabout





**TfWM**

**Craig Wakeman – Head of HS2 Transport Implementation**





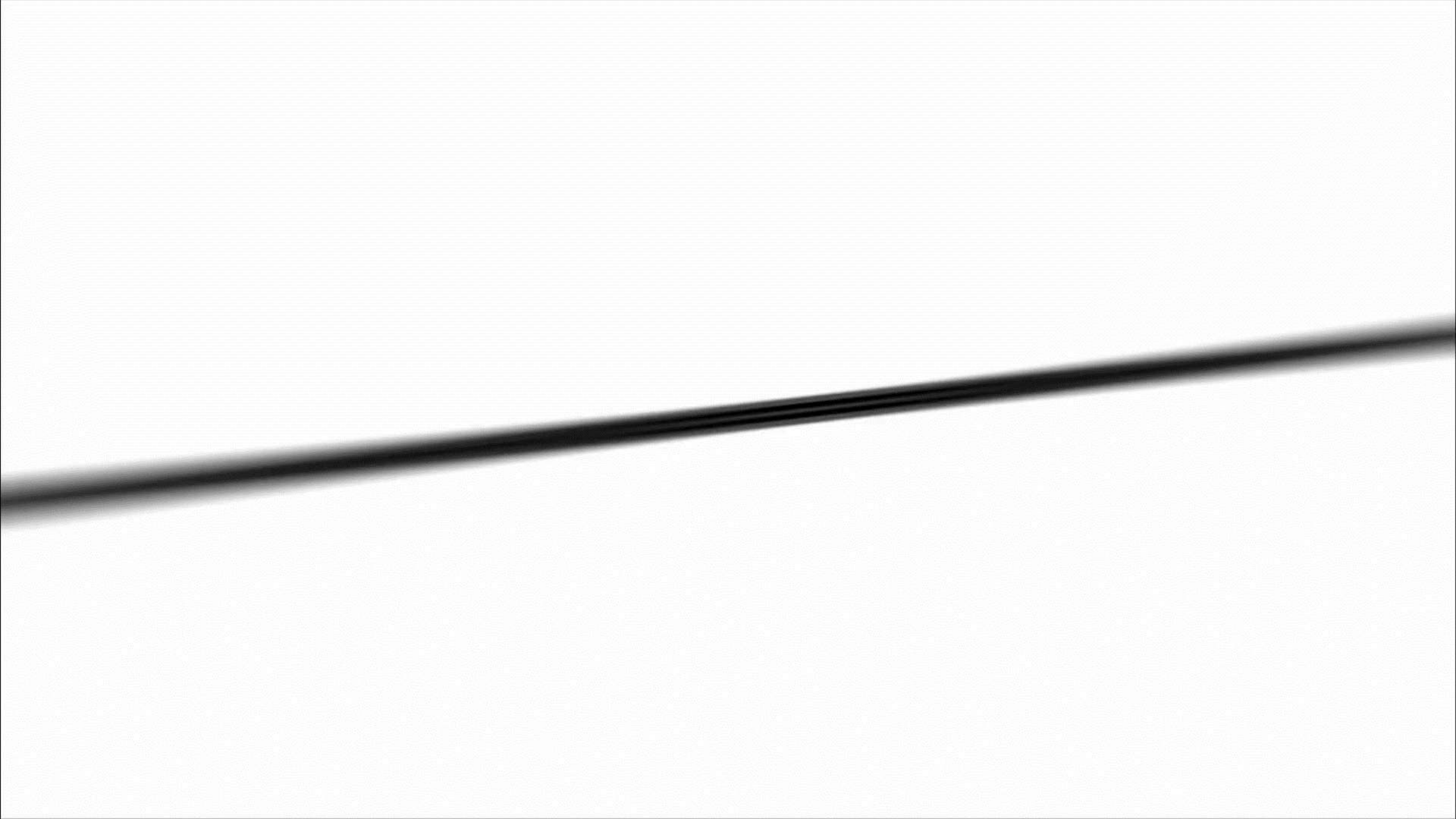


# Very Light Rail Neil Fulton and Angus Brummitt-Brown (BCIMO)



A silver futuristic bus with a large windshield and a prominent wiper is parked in front of the Coventry Transport Museum. The museum's name is visible on the building's facade. A person in a high-visibility vest stands near the entrance, and a bicycle is parked nearby. A sign on a pole reads "No stopping except buses".

**West Midlands Combined Authority  
CECA Presentation**  
Angus Brummitt-Brown







- Coventry East (Line 1)
- Coventry South West
- Coventry North
- Coventry South-East
- - - South West extension
- - - South East extension



# Procurement Method

- Public Contract Regulations Compliant (PCR15)
- DLO
- Frameworks
- Thresholds:
  - Up to £10k – Ideally 3 quotes
  - £10k – 50K – must have 3 quotes (formal) or approved exception
  - £50k - £100k – must be published on CSW Jets 3 quotes (formal) or approved exception.
  - Greater than £100k Open market tender, internal governance of Proc panel approval.
  - Greater than £1m same as £100k but has internal governance of Proc board approval.

# Summary of Opportunities

- R&D framework Partners
  - Arup
  - Egis
  - Rendel Limited
  - Mott Macdonald
  - Warwick Manufacturing Group
  - MTC and partners
- City Centre First Installation
  - Constructor procurement

**THANK YOU FOR LISTENING!**

[Angus.Brummitt-Brown@coventry.gov.uk](mailto:Angus.Brummitt-Brown@coventry.gov.uk)







# Business Growth West Midlands Ian McLaughlan – BGWM Lead





Funded by  
UK Government



Business Growth  
West Midlands

# Introduction for CECA



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— UP —**





# Empowering West Midlands businesses to thrive and grow

Funded by Government, and delivered by our local authority partners, the service is here to support businesses of all sizes and industries.



## Our partners



West Midlands  
Combined Authority



Birmingham  
City Council



Coventry City Council



Dudley  
Metropolitan Borough Council



Sandwell  
Metropolitan Borough Council



Solihull  
METROPOLITAN  
BOROUGH COUNCIL



Walsall Council



CITY OF  
WOLVERHAMPTON  
COUNCIL

The service is delivered by expert local Business Advisers who give tailored, one to one support, guidance and signposting.

In addition, the regional team – based at the WMCA – works on programme delivery, events and outreach.



# Key support areas

T:

 Core Service – advisory,  
outreach, brand, events




 Programmes

 Connecting wider  
ecosystem



# Principles

T:

-  No cost to access; connector and gateway
-  Impartial and independent
-  Universal but tailored to growth





## Target

BGWM are looking to support over 6,000 businesses to March 2025





# Outreach

We want to reach as many business as possible that would benefit from our services, and are keen to discuss reciprocal marketing arrangements and advertising opportunities in the region.

For marketing and advertising enquiries please contact [ellie.crane@wmca.org.uk](mailto:ellie.crane@wmca.org.uk)

This is high impact and transformational £100m  
of support programmes

# Programmes

→ Innovation Accelerator  
£33m, 5 programmes

→ Decarbonisation/Net Zero  
£4.6m

→ Investor Readiness

→ High Growth/Supply Chain  
transition

→ SME productivity Grants

→ Made Smarter



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Business Growth  
West Midlands

# West Midlands Business Support Programmes



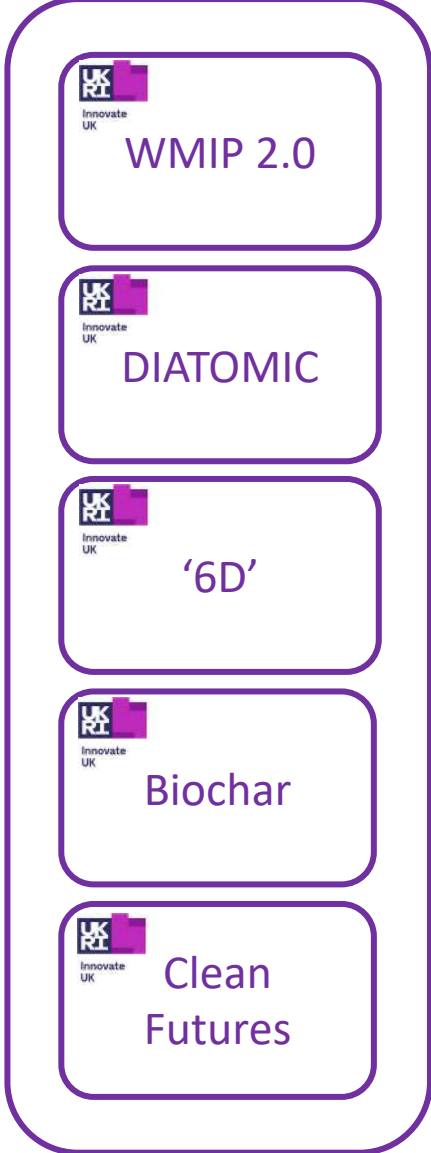
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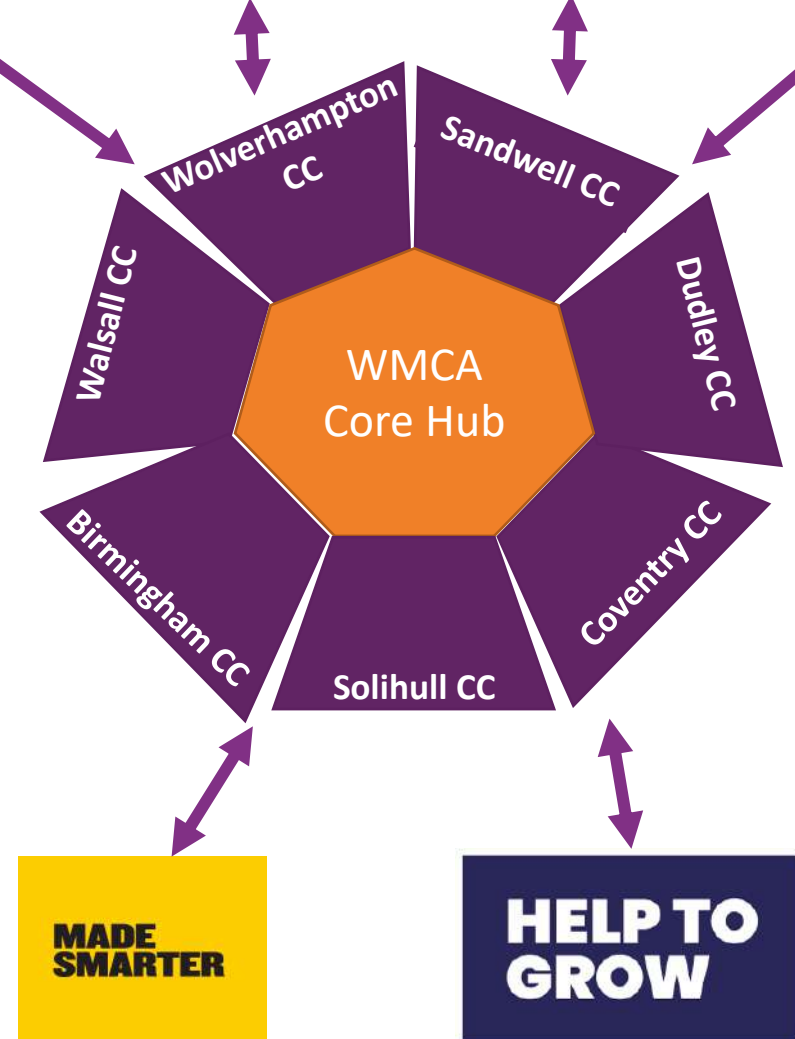


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### Innovation Accelerator Programmes



### Regional Programmes

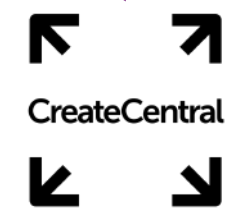
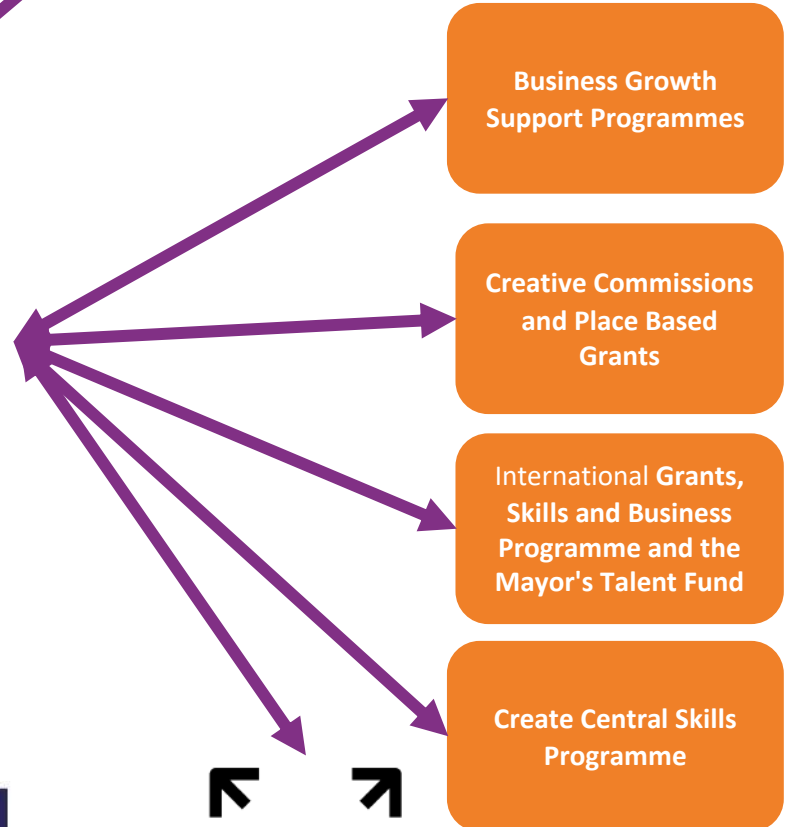


National Programmes Delivered Regionally



Business Growth West Midlands

### Regional Programmes (Heritage and Culture)



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# Delivery Approach

A simplified and co-ordinated local business support ecosystem, to provide clarity for local businesses and partners

→ Local “generic” support through hub-and-spoke

→ WM-wide added value programmes

→ National programmes delivered regionally

→

- Access to advice and support via a free, impartial, single point of contact
- A triage, diagnostic and signposting service open to all WM businesses

→

- Investment Readiness
- Decarbonization Net Zero

→

- Made Smarter
- Help to Grow

## → SME Grants

The WM Business Grants Programme will seek to increase productivity by improving business confidence, stimulating business activity, attracting investment, safeguarding existing and creating new jobs within local communities.

- Administered by Local Authorities
- **£9 million**
- £2,500 - £100,000 up to 50% match funded



## Net Zero Grants

The Net Zero Energy Efficiency Grants will support businesses to purchase assets that will support them to become more energy efficient. These grants are aligned to the Decarbonisation Net Zero Project.

- Administered by Local Authorities
- **£4.5 million**
- £2,500 - £100,000 up to 50% match funded

## → Investment Readiness Programme

Addresses demand-side weaknesses in Small to Medium Enterprises (SME) accessing external finance in the West Midlands.

➤ **£2.2 million**

- Expert Information and Advice for 2890 businesses
- 1-2-1 mentoring for ~1000 businesses

## → Decarbonization Net Zero

Providing immediate support to businesses so that they can deliver on net zero and in so doing enhance their competitiveness and sustainability

<https://www.businessgrowthwestmidlands.org.uk/business-support/decarbonisation-net-zero-programme/>

### ➤ **£4.5 million**

- Expert Information and Advice to over 2000 businesses
- 1437 Energy Efficiency Assessments



## → Business Energy Advice Service (BEAS) Pilot

Building on SPF funded programmes across the West Midlands to provide more support and grants for energy demand reduction and data to inform future policy

### ➤ **£9 million**

- ~2600 Energy Efficiency Assessments
  - Including 400 Energy Intensive Assessments
- Linked to the DNZ Programme in the WMCA area and other programmes across the west Midlands

## → Business Energy Advice Service (BEAS) Pilot

### ➤ £5 million in Grants

- across Worcestershire, Stoke and Staffordshire and Warwickshire

### ➤ £10.5 million in Grants

- for the WMCA Area
- cannot be used for renewables

## → Made Smarter

£2.3 million p.a. (until 2025) support for manufacturing SMEs in the West Midlands to use industrial digital technologies to overcome challenges or access opportunities to:

- Increase productivity.
  - Develop resilience.
  - Increase competitiveness
  - Business growth.
- Development of a strategic action plan towards IDT adoption including investment recommendations and a delivery roadmap
  - **£20,000** grants up to 50% matched
  - Leadership and Development Programme

## Innovation and Growth

### ➤ **£1.7 million - High Growth Programme**

- 50 businesses supported in their growth journey

### ➤ **£1 million - Supply Chain Transition**

- Supporting 160 SMEs to diversify their customer base by winning new orders in growing areas of the economy



## → £33m - Innovation Accelerator

- Use our engineering heritage and knowledge of commercial opportunities and societal needs to develop R&D strengths with strong commercial potential.
- Focus on specific clusters of comparative advantage identified in the West Midlands Plan for Growth.
- Needs to support cross-sector R&D and innovation, helping to stimulate applied and translational R&D in diversified fields and grow private R&D investment.
- Positions the region on the global scale as a beacon for FDI.
- Provides a sustainable framework for building innovation capability and capacity.
- Driven by market demand with strong private sector business leadership
  - **Cleantech**
  - **Healthtech and Med Tech**
  - **Cross cluster innovation**



Funded by  
UK Government



## Business Growth West Midlands

Empowering West Midlands  
businesses to grow and succeed

[www.businessgrowthwestmidlands.org.uk](http://www.businessgrowthwestmidlands.org.uk)

Twitter: @BizGrowthWM

LinkedIn: bizgrowthwm



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# Innovation Accelerator/Made Smarter Alec Gilham/Ian McLaughlan (UoB)





# Accreditation Support Jaz Tanwar/Mark Clewley – Director, Temple QMS







**DNV**

In association with Temple  
Quality Management Systems

**temple**

Mark Clewley – DNV Account Manager  
Jaz Tanwar – Temple QMS

# Mis-conceptions of Certification:

Standards have evolved over the years and so have the approaches to certification.  
But do the terminologies give the impression of what the process is about?

**Audit**

What do you think when you hear that word?

**Auditor**

Someone who tries to catch you out. Find fault in what you're doing.

**Non-conformity**

Failure, something wrong with the business.

The certification process is about more than this.

# What is about?

Certification is more than a piece of paper on the wall and logos on your website.

**Making the management system work for your business.**

Embedded into your business so you work to it without realising it.

**Mitigating Risk to the business.**

Embedded into your business so you work to it without realising it.

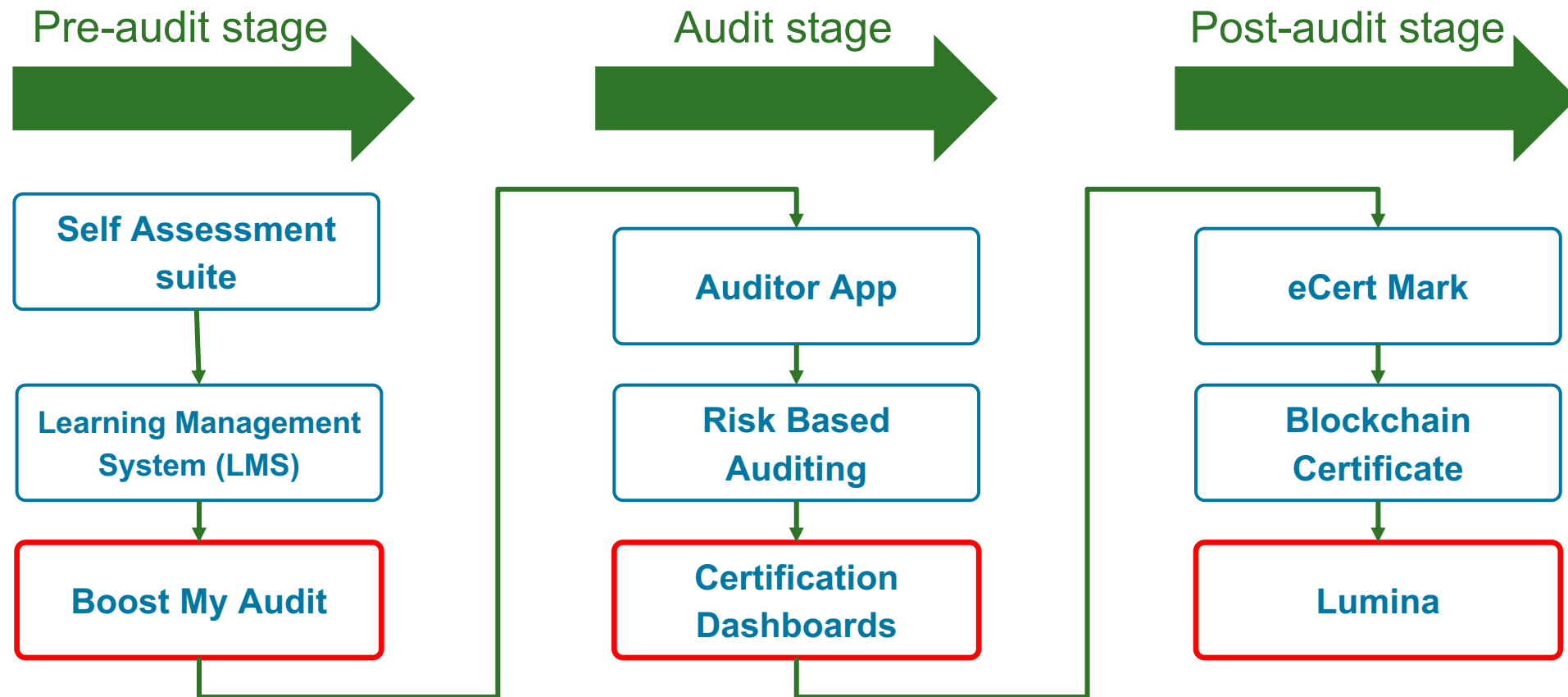
**Continual improvement**

Improving the all-round experience of both your staff and your customer journey

A certification body should partner with businesses on this journey to see these benefits.

# 1.2 DNV Next Generation Certification: Driving digital innovations

DNV is **constantly investing** in providing **smart digital solutions** to our clients, and have been at the **forefront of developing transformational concepts & integrated systems**. We have designed a unique set of tools to provide our clients with access to 360 degree information related to their **certification programme, performance and internal/external benchmarking data**.





# Benefits & Output of the Risk Based approach

- Audit team focus on what is most important to your business
- Top management feel more engaged in the audit input and output
- Current business initiatives or issues are included in the process
- Audit report gives feedback on business's **Focus Areas**
- Audit findings are related to **Focus Areas** where possible
- The audit output becomes an effective tool for management
- The heat map used within the report gives a visual representation of the current level of control you have over your key focus areas.



Rating	Colour	Rating Description (for customer)	Auditor Criteria
High 5	Green	Well controlled and noteworthy achievement – Substantial performance improvements achieved over time. Best practices applied for processes within the focus area.	Evidence that substantial performance improvements in the focus area is achieved and/or evidence that best practices are applied for processes within the focus area. When used this rating should be accompanied by comments in the "Positive Indications" section
4	Light Green	Well Controlled – Objectives are consistently being achieved and/or exceeded. Process controls allow for the regular identification of improvement areas.	Typically, no nonconformities identified in the focus area. Improvement efforts are in place as appropriate.
3	Yellow	Control Established – Processes appear to be controlled. For the most part Objectives are being met or action plans are in place, however some opportunities for improvement exist	Opportunities for improvement may have been identified during the audit. 1 related minor non-conformance
2	Orange	Control Questionable – objectives not being met consistently and no action plan in place or action plan in place is considered inadequate.	2 or more related minor non-conformances exist in the focus area
1 Low	Red	Control Seriously Lacking – A break down in control of one or more processes with in the focus area	A major non-conformance has been issued.
<b>Degree of Control</b>			

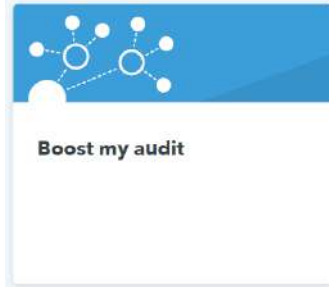
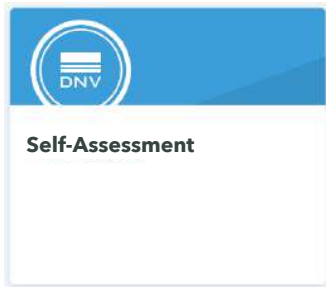
# 7 differentiators and ONE value proposition

## Value proposition

Before

During

After



### VALUE PROPOSITION

Determine your readiness/baseline and monitor improvements over time.

### MAIN FEATURES

- Determine their readiness and baseline on specific topics
- Internal benchmark of different sites or organisational units/division perform
- Identify areas of improvement and monitor them over time

### VALUE PROPOSITION

Enhance the value you get from your internal and certification audits.

### MAIN FEATURES

- Identify FAs for the coming 3<sup>rd</sup> party audit
- Identify key topics and leverage on the mini check-lists for their Internal Audits
- Can propose to DNV their FAs and see them into the App

### VALUE PROPOSITION

Focus the certification audit on what really matters.

### MAIN FEATURES

- Focus and drive the audits towards relevant areas of the MS
- Get feedback on how a specific area/process/practice is kept under control
- Extend the perimeter of the audit beyond the pure compliance

### VALUE PROPOSITION

Keep your certification process under full control.

### MAIN FEATURES

- Look at their findings
- Respond to findings with RCA and CA
- Check scheduling of the coming audits
- See their certificates

### VALUE PROPOSITION

Allow anyone to obtain instant confirmation that a certificate is valid and up to date.

### MAIN FEATURES

- All certificates are tagged and traceable and the original is safely stored in the blockchain.
- This creates an immutable transaction making it easy to uncover fraud.

### VALUE PROPOSITION

Provide customers access to the certification marks they are certified against, in their preferred language, in addition to guidelines for use.

### MAIN FEATURES

- The eCerMark application can be easily accessed via Veracity.

### VALUE PROPOSITION

Benchmark with others and improve your performance.

### MAIN FEATURES

- Measure & benchmark externally their MS performance
- Benchmark internally among sites
- Prioritise improvements
- Prepare for certification to other Standards

# SUMMARY - Why Work with DNV?

A world-leading, accredited certification body, we work with companies to assure the performance of their products, process and organisations through Certification, Verification, Assessment and Training.

**Global** – DNV is one of the top 3 certification bodies in the world for management system. We have over 100 offices worldwide and have issued over 80,000 management systems certificates.

**Account Management** – You will have myself as a central point of contact for any challenges you are having or questions you may have.

**Partnership:** We have a unique way of auditing and want you involved in focusing on key areas for improvement. This process is a partnership and us working with you on it. We want to make sure you get the full value from the standard being in place. It is not a tick boxing exercise and not about us telling you how to run your business.

**Continuity of Auditors:** Our client managers are sector specific to what your organisation does. We want to find a good fit for your organisation. Many of our assessors can do other standards so we keep continuity where we can so you build that relationship with the assessor.

**Self-Assessment Suite:** Do an internal Gap Analysis to benchmark your management system against the standard/s.

[Online self-assessment DNV – DNV](#)

**Free Software:** We have a free of charge software that will help you maintain the systems in place. It helps track actions and centralises everything for you.

Demo Video - [E-advantage Demo Video](#)

**Benchmark Tool (Lumina):** This tool allows you to benchmark yourself against companies of a similar size, same sector, or whatever profile of company you want.

[Lumina Information](#)

**Boost My Audit:** DNV's digital Boost My Audit

Certification | Verification | Assessment | Training

# Thank You

Any Questions

[Mark.Clewley@dnv.com](mailto:Mark.Clewley@dnv.com)

[www.dnv.com](http://www.dnv.com)





**WMCA**

**Fiona Latter – Strategic Partnerships Manager**



# Employer Services

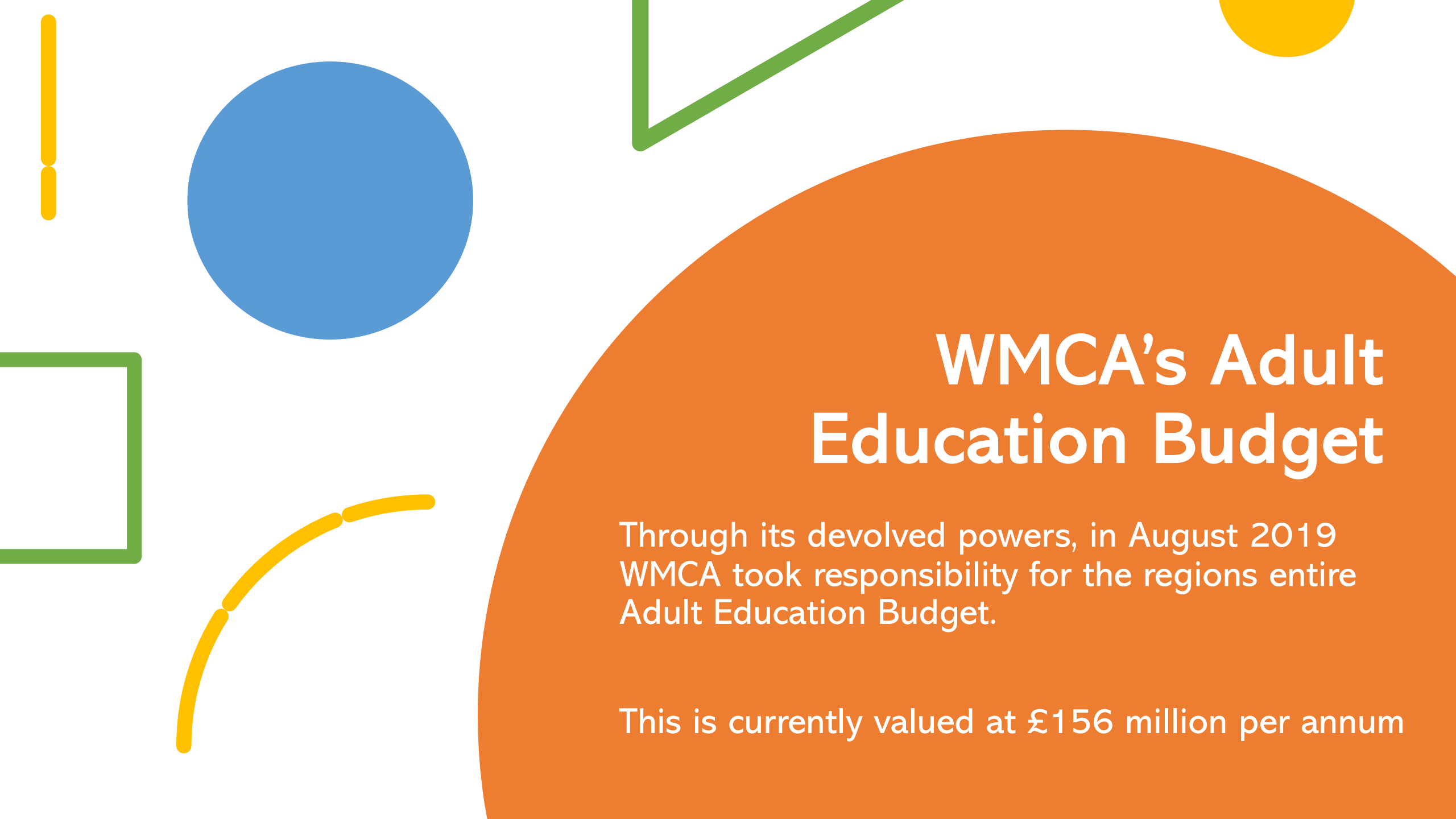
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Fiona Latter

Strategic Partnerships Manager



West Midlands  
Combined Authority



# WMCA's Adult Education Budget

Through its devolved powers, in August 2019 WMCA took responsibility for the regions entire Adult Education Budget.

This is currently valued at £156 million per annum

# How is this currently structured?

## 80% of all AEB is funded through Grant Funded Provision

### i). Local Authorities

7 Local Authority Members of the CA, 5 Members have Adult Education Provision (Walsall MBC and Solihull MBC do not.)

### ii). Colleges

22 Colleges have grant funded training provision through ourselves.

- Based on our devolution inheritance.
- All of these organisations had existing budgets via the SFA.
- The amount of grant funding given to each organisation varies on capacity and capability.

And these are:

LA's

Wolverhampton City Council

Birmingham City Council

Coventry City Council

Dudley MBC Council

Sandwell MBC Council

Colleges

University College Birmingham

Solihull College  
College

Shrewsbury College

Sandwell College

South Staffs College

Warwickshire College

Kidderminster College

City of Wolverhampton College

Heart of Worcs College

Hereford College of FE

Joseph Chamberlain College

Coventry College

South and City

Dudley College

Walsall College

Telford College

Halesowen College

Fircroft College

BMET

North Warks College

South Leicestershire  
College





# Dynamic Procurement System

- The other 20% of this funding (approx. c.30 million) is provided through a Dynamic Procurement System.
- 211 Providers currently on DPS system.
- No limit to number of providers who can be on this system.
- Through DPS System must be able to provide 3 years of accounts, etc...





## Current Skills Offers within ESC Team

**Workforce Development**

**Workforce Apprenticeships**

**Workforce Support**

**Workforce Transition**

**Workforce Recruitment**



**Examples  
include:**

**Workforce Support:**

- Thrive at Work/Thrive into Work

**Workforce Recruitment:**

- Sector Gateways, SWAPs, Bootcamps

**Workforce Apprenticeships:**

- Apprenticeships (for all ages)

**Workforce Transition**

- Leadership and Management Training

**Workforce Development**

- Free Courses for Jobs (Vocational Qualifications.)

# Plan for Growth Clusters



Manufacturing of  
Electric Light Vehicles  
and Associated Battery  
Storage Devices



HealthTech  
and MedTech



Aerospace (inc.  
Manufacturing  
Alternative Fuel)



Logistics and  
Distribution



Professional and  
Financial  
Services and  
Supply Chain



Creative content  
production and  
gaming



Manufacture  
of Future  
Housing



Modern and  
Low Carbon  
Utilities

## Case Study Sustainability Bootcamps

Devised by BEC in conjunction with Coventry College  
For individuals wanting to become a sustainability/net zero champion  
but without skills and relevant qualifications  
Enabling businesses to transition to a more sustainable future  
8 week course  
Project Management based rather than academic based  
Obtaining of qualification along with access to a community of  
practitioners, 1-2-1 mentoring and business development support.

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West Midlands  
Combined Authority

**What are the  
Skills Gaps and  
what can we do  
to fill them?**



# Case Study – How an SME can win large contracts

## Forkers – Helena Boyle/Ian Haywood - Director





How an SME can win large contracts

**Forkers Ltd**  
Civil & Ground Engineering Contractors





# Meet the ~~FOCKERS~~ Forkers



Ian Haywood, Joint Managing Director

Helena Boyle, Director

Roisin Robotham, HR Manager

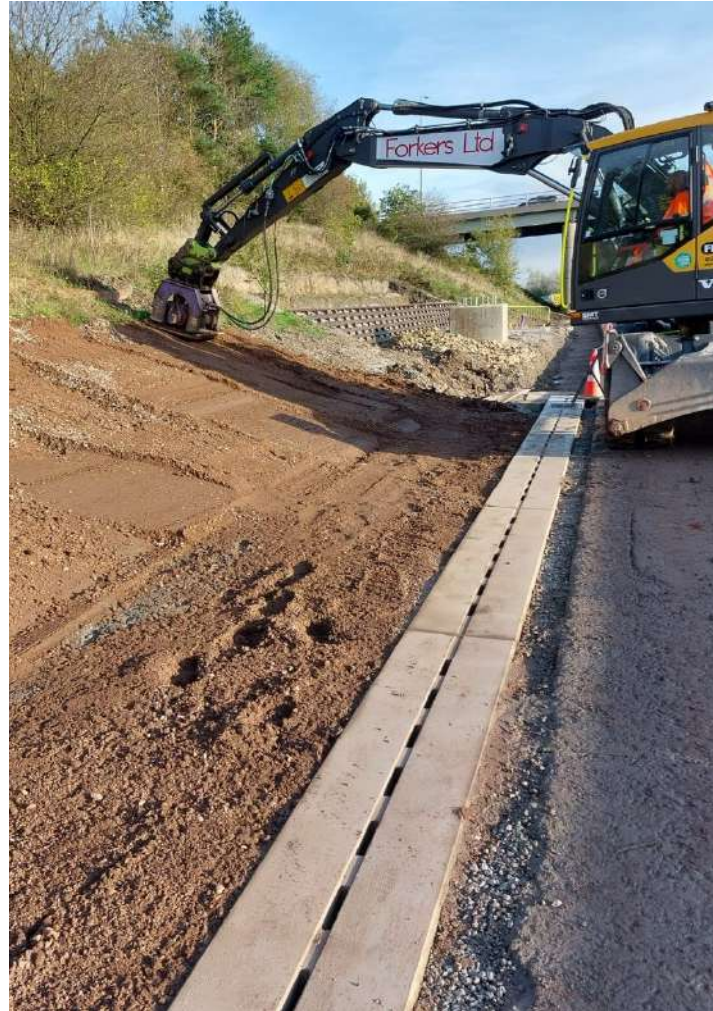
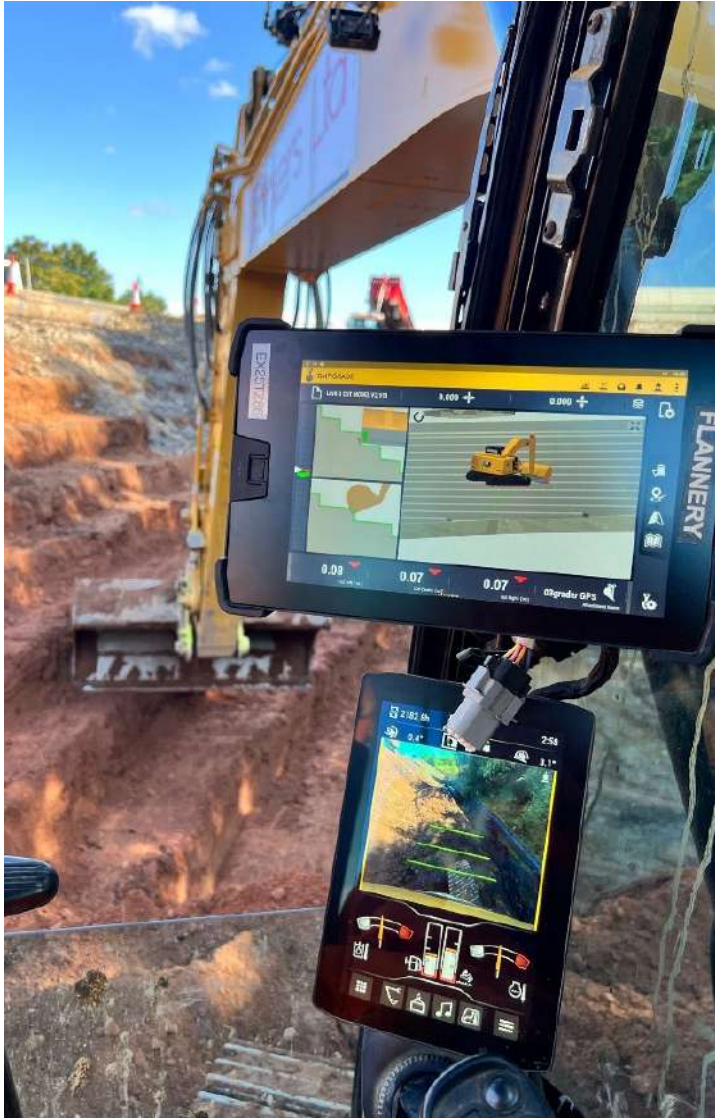


# History

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- Civil and Ground Engineering company based in West Bromwich
- Established in 1972 by Paddy Forker who is still clocking in for work every day
- Paddy left his native Donegal, Ireland at the age of 14 to work on farms in Scotland, before moving to the coal pits in South Wales to work as a miner
- He went on to work as a specialist tunnelling contractor before forming his own company





# Present Day

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Today, we are:

- In our 51<sup>st</sup> year of business
- Working nationwide
- On Frameworks and working as a Tier 1 contractor
- Continuing to grow steadily and organically



# Present Day

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- We employ 200 + people
- Our turnover last year was £75m which is our highest to date
- We have a strong balance sheet and order book going forward



# How has this been achieved?

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- Can do attitude
- Hard work on everyone's part – team working philosophy
- Having right people with right ambition, behaviours & respectful attitude
- Strong client focus
- Working safely
- Working professionally
- Delivering quality work



# Winning Work

## Early Years

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- Worked for STW, public and private sector clients, local authorities & major developers
- Process was simple
- Submit your tender
- Provided price was right you generally won the work





# Winning Work

Now

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- More difficult
- Not just about the price
- Pre-quals, often a multi-staged process over lengthy time-frame – no denying these can be difficult & time-consuming
- Bid writing
- Accreditations





# What you need to work at Tier 1 level

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- Vision and a plan
- Confidence you can deliver quality projects
- Good team around you
- Reliable supply chain of your own
- Join a trade body like CECA
- Know your client and the ultimate client
- Understand your client's culture and know their standards



# Frameworks

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## Current:

- Severn Trent Water AMP 7 – leading into AMP 8 2027
- Canal and River Trust
- Smart Motorways Partnership Alliance (SMP Alliance)
- South West Wales Civil Engineering

## Future:

- Environment Agency
- United Utilities AMP 8



# Prequals and Quality Submissions

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## Challenges

Require a lot of preparation and requires important people in the business who are carrying out other day to day roles

Knowledge of how to use different submission portals

Timing can clash with other tender deadlines and holiday periods

## How we overcome these challenges

Nominate someone to co-ordinate our bids and allocate a number of individuals across different sectors of the business to assist with responses – teamwork approach

# Clients

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## Challenges

Clients expect high standards – regular meetings, KPI's, league tables and have their own systems

Your business needs to develop sustainable and social strategies that align with theirs

## How we overcome these challenges

Appoint a framework manager for each sector – devote time to the client and ensure you meet their needs

Introduce reporting processes

Stay on top of your game, especially with H&S

Learn to adapt to their systems quickly and educate staff

We have employed a Sustainability Lead and have achieved Silver Ecovadis Sustainability Rating and have set a Science Based Target for Carbon

# Accreditations

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## Challenges

Obtain new accreditations & standards of training

Requires investment – some can be costly and time consuming

They can be hard to achieve but very easy to lose

## How we overcome these challenges

Invest – it will pay dividends

Don't view as a tick box exercise

With the help of CECA and other industry bodies, we can stay ahead of the game and are kept informed



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# How have accreditations helped us?

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## Church Village By-Pass, South Wales (2007)

- £1m+ project required this new industry led accreditation – Building Confidence
- Having this has allowed us to continue a successful ongoing relationship with Costain
- Last year, we completed a £67m (over 2 financial years) project for them on M6 in conjunction with Smart Motorways Alliance





## Trigger warning

This story contains content  
about suicide

# How have accreditations helped us?

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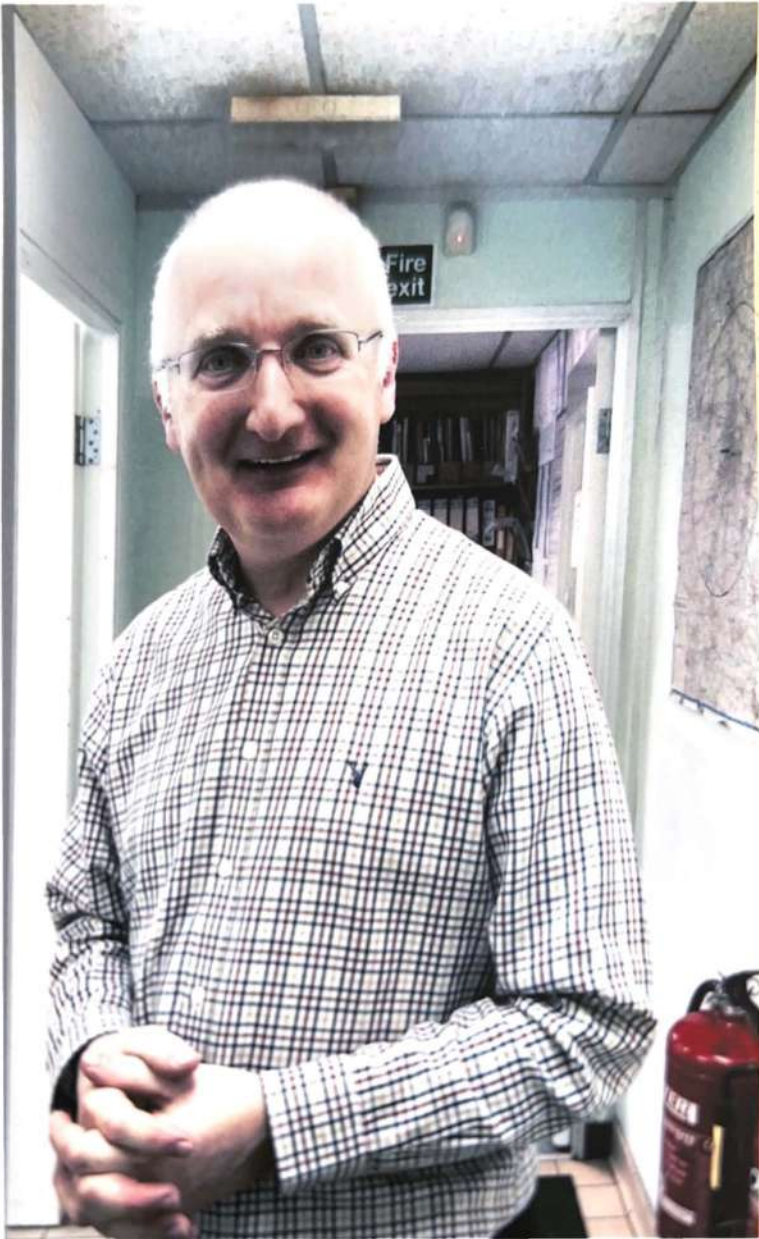
- Thanks to the WMCA who fund this, we have achieved our Bronze Award through Thrive at Work in October 2022
- Currently working towards Silver Award
- It has given us a structure to continue the work that we had been doing around mental health and wellbeing at work
- Having a strong focus on the mental health and wellbeing of our colleagues has changed our working culture and removed the stigma surrounding mental health



# Why is it so important to us?

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This is Pauraic and he is our reason why.



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- Pauraic was our Commercial Director and was with the company for 29 years
  - He was everyone's friend and he was the "go to" person if you had a worry or problem at home or work and he always had a solution
  - Little did we know, he was struggling with his own mental health, he hid it all behind his warm smile
  - Pauraic died by suicide in July 2015 at the age of 51
  - If it could happen to him, it could happen to anyone





MHFA England

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Here are some changes we have made over the last 8 years since Pauraic died:

- We now have 51 employees (25% of our workforce) Mental Health First Aid trained on the full 2 day course
- We have a Mental Health and Wellbeing committee who meet quarterly
- One of our Project Managers is our Wellbeing Co-Ordinator and regularly checks in with employees



# How have we changed the culture?

One way we have changed the culture is instead of asking “how are you”, we now ask “how’s your bucket” – the response you get starts a conversation. We work in a very open environment and people are not afraid to talk about their mental health.





# How has this all worked out for Forkers?

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- Has provided many fantastic new opportunities
- Increased turnover
- Guaranteed workload on frameworks (provided we perform) – which gives security for our workforce and subcontract supply chains
- Formed great new relationships
- Has raised standards in our organisation
- Helps you to stand out from the crowd





# Final Questions Fiona Latter/Shaun Hall (WMCA)

