

Find it

In Birmingham.com



The *business community* where members *Buy Birmingham First*



Welcome to Find it in Birmingham's breakfast meeting:

'Meet the Buyer with Bouygues UK'

Thursday 1 December 2016



Introduction by Maureen Griffiths,
Project Manager, FinditInBirmingham

WE ARE BOUYGUES

Joe Webb, Director



Bouygues – Our heritage

Bouygues was founded in 1952 by Francis Bouygues, specialising in building in the Paris region. It is now a leading international specialist construction and engineering groups



1960 - Housing in Gennevilliers, France



1972 - Olympic stadium in Tehran



1984 - Riyadh University, UAE



1988 - Ile de Ré Bridge , France

A diversified industrial group



127,470
EMPLOYEES



€33.1bn
SALES

CONSTRUCTION			MEDIA	TELECOMS
Building & Civil works	Property Development	Road Contracting		



53,474
EMPLOYEES



€11.7bn
SALES



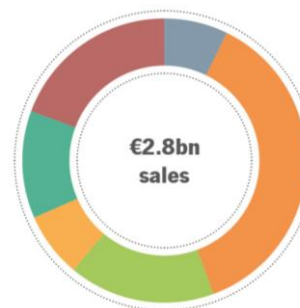
INTERNATIONAL



17,700
EMPLOYEES



€2.8bn
SALES



- Central Europe
- UK
- Central Asia & Middle East
- Africa
- Americas
- Asia

Global Strength – 100 countries

Construction businesses

Sales by region

€26.5bn SALES

€14,870m (56%)

France

€2,870m (11%)

North America

€215m (1%)

Central/South America

€4,871m (18%)

Europe (excl. France)

€2,161m (8%)

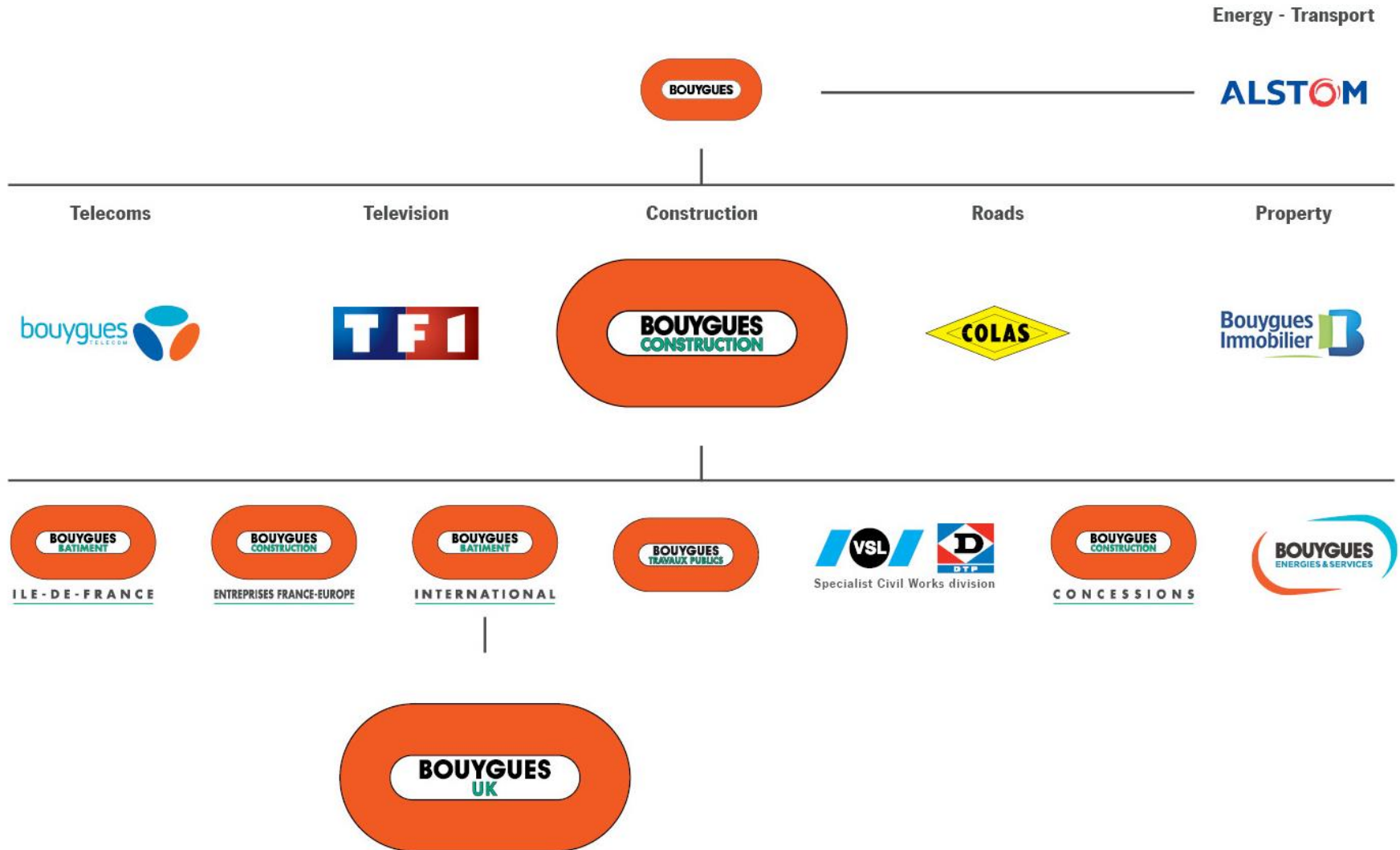
Asia-Pacific

€1,528m (6%)

Africa & Middle East



Bouygues – global strength





A UK player



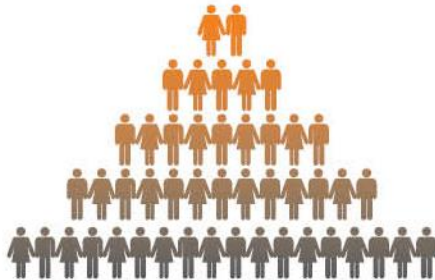
Bouygues brands operating in the UK



UK Branch



COLAS RAIL

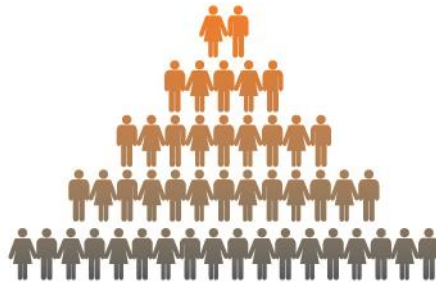


7,000
EMPLOYEES



£1.6bn
SALES

Bouygues UK: Key figures



1,800
EMPLOYEES



£860m
SALES



30 developments across the
UK - £1.3 billion orders

International development brand of
Bouygues Construction

Formerly known as Bouygues
Development

Experienced property developer operating
across all sectors

Creating inspiring places that improve the
quality of life of the people who live,
work and spend time in them.

Forging strong links with landowners,
investors, local authorities and other
stakeholders

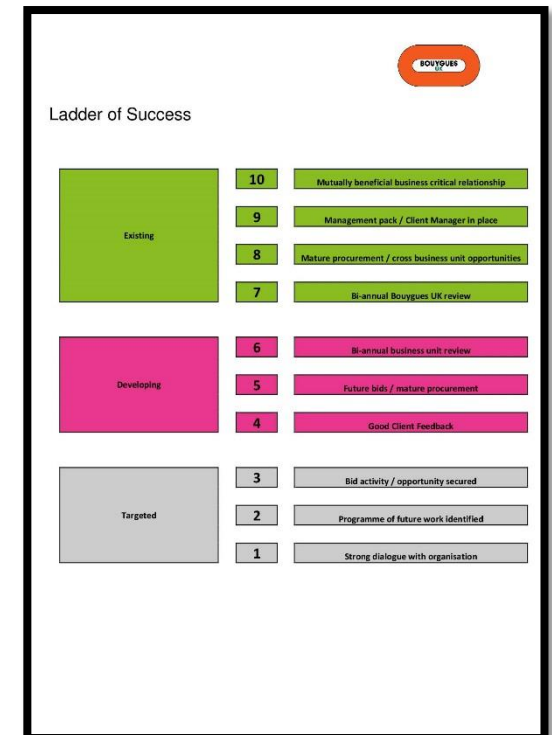
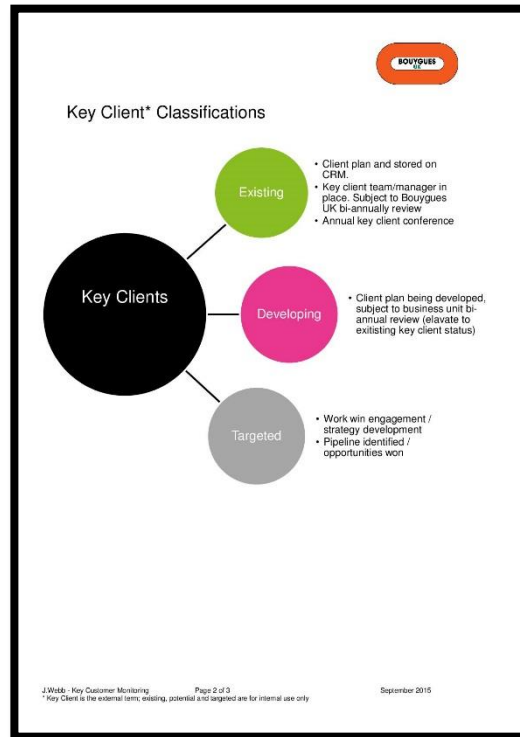
Board Strategy

- Broaden our key client base – frameworks
- Develop our sector expertise – exposure
- Complex larger projects – technical differentiators
- Controlled and focused geographical growth
- Self generated work – group synergies

Broaden our key client base

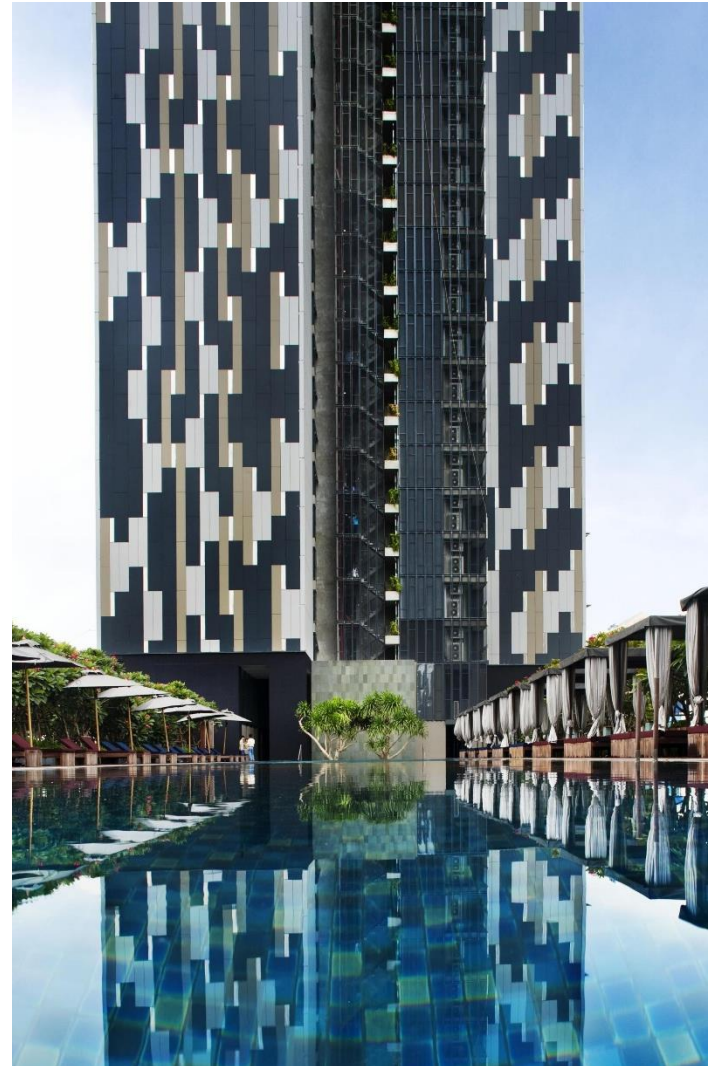
**Key Client /
Framework
Account Plan:
Innovation Birmingham**

BOUYGUES Shaping a Better Life

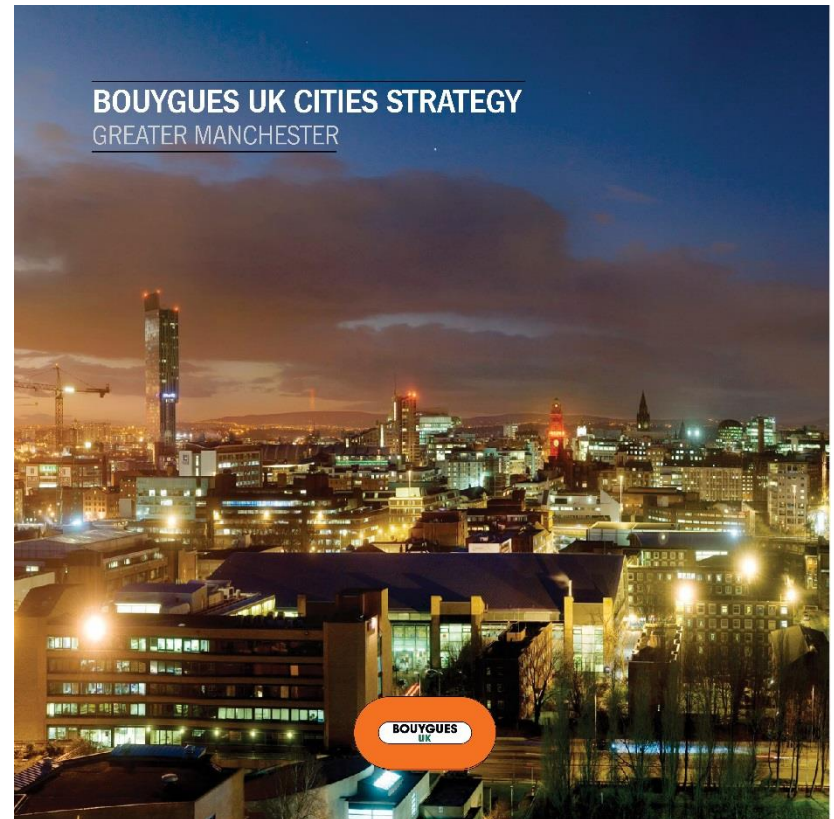
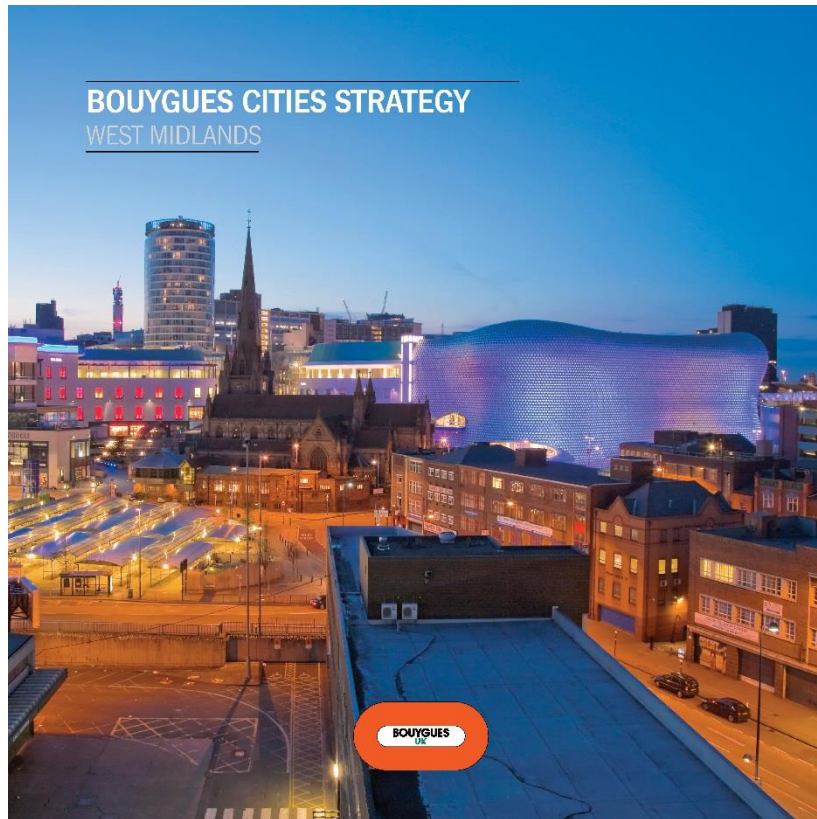


Develop our sector expertise

- Understand sector dynamics in order to develop our service / offering
- Create a centre of excellence for sector knowledge
- Agree external market positioning
- Drive consistency and greater group leverage



Controlled and focused geographical growth



Our Sectors

EDUCATION | PRIMARY AND SECONDARY



Wales | Penarth | Penarth Learning Community
| EDUCATION (PRIMARY, SECONDARY, FURTHER, HIGHER) | HEALTHCARE | HOTELS
| LEISURE | MIXED-USE | OFFICES AND COMMERCIAL |

RESIDENTIAL | LUXURY



Stratford | Manhattan Loft Gardens

RESIDENTIAL | AFFORDABLE



Bedford | Riverside North

SUPPORTED LIVING



Wales | Barry | Golau Caredig

| RESIDENTIAL (AFFORDABLE, LUXURY, PRIVATE) | STUDENT ACCOMMODATION |
| SUPPORTED LIVING |

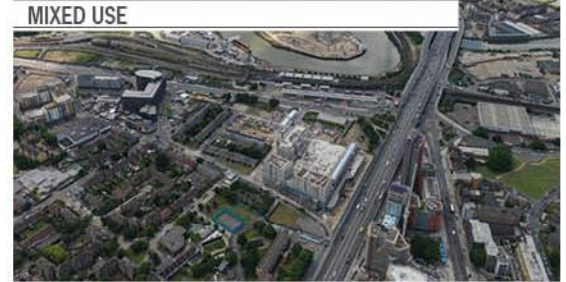
RESIDENTIAL | PRIVATE



London | Paddington | Paddington Exchange

RESIDENTIAL |
STUDENT | MIXED USE | OFFICES |

MIXED USE



London | Canning Town | Hallsville Quarter

STUDENT ACCOMMODATION



Colchester | The Meadows | University of Essex

OFFICES AND COMMERCIAL



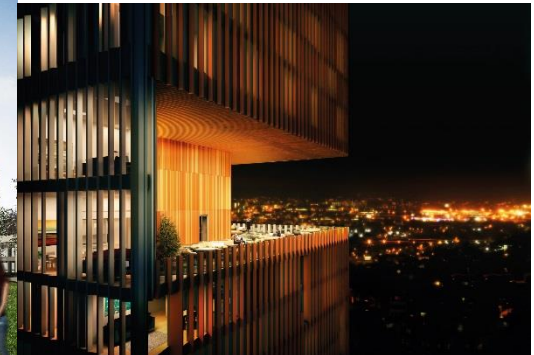
Kidderminster | Amada Technical Centre

Our Sectors - Residential

Paddington Gardens, London



Manhattan Loft Garden, London



The Forum, Birmingham



Richmond Care Village,
Aston on Trent

High Rise | Affordable | Land Deals | Standardisation | Volumetric | Care | Mixed Tenure

Our Sectors - Education

Haywood Engineering College, Stoke on Trent



Sidney Stringer Primary School, Coventry



Starbank All-through School, Birmingham

Pimlico Primary School, London

EFA Framework | Regional & National

Our Sectors – Higher Education

Staffordshire University



University of Hertfordshire



University of Versailles, France

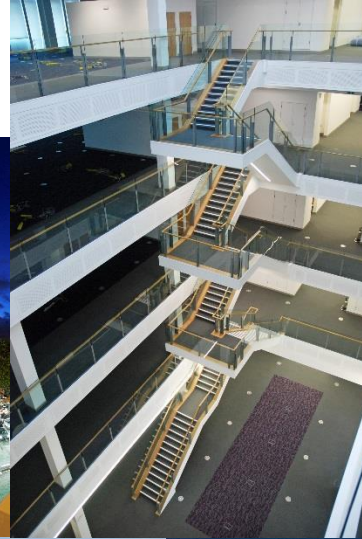


University of Plymouth

Student Accommodation | UK Research | Life Sciences | Hi-tech | u-living

Our Sectors - Offices

The West Brom, Birmingham



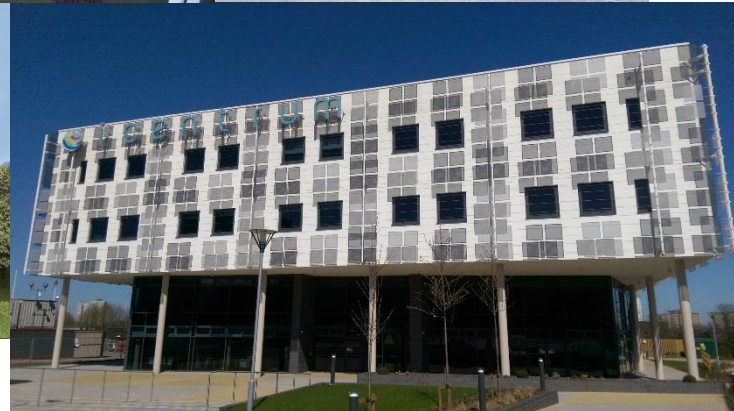
Queen Victoria Street,
London



QP District, Doha



European Space Agency,
Didcot



iCentrum, Birmingham

Regional market | Rationalisation of space | British Council for Offices

Our Sectors – Healthcare

Ridge Hospital, Ghana



Barnet Hospital, London



West Middlesex University Hospital



Jim Pattison Hospital, Canada



University of Plymouth Dental Academy

National Frameworks | Asset Backed Vehicles | Strategic Partnerships | Technology

Our Commitment – Social Responsibility



Our Commitment

Supply Chain

- Global category management
- Local subcontract partners/SME's

Health & Safety

- Highest priority
- Behavioural change



Our Commitment

Research and Development & Business Improvement

- £20 million R & D investment
- Customer Feedback
- Driving improvement
- Knowledge Management



What makes us different

- Long term approach
- Financial strength
- Self delivery method
- Engineering expertise
- Project finance capability
- In house property development
- Challenging mind-sets
- Worldwide talent pool
- Local presence
- Local and international mobility



WE ARE BOUYGUES

Carole Flavell, Procurement Manager



How to engage

Constructionline Registration & Valid SSIP accreditation

- BYUK benefits – Reduce Risk, Compliance, Integration with ScMS BYUK database.
- Supplier benefits – Access to multiple Contractors, One system to update information, Compliance with BYUK requirements
- BYUK have a dedicated account manager to help with registration.



Supply Chain selection

Common Supply Chain Management Solution

- Integrated with Constructionline
- Who; What; Where
- Workload & project performance



Performance Objective scoring

- Regular feedback
- Reward good performance

Find it in Birmingham portal

- Post opportunities
- Search for local businesses



Procurement Strategy 2017

Supply Chain & Procurement Objectives Bouygues UK North & Midlands 2017

- Supply Chain Management is being re-energised within the business
 - Focus on building relationships with Key Sub-contractors
 - Improved communication and feedback
 - Increased focus on key strategic trades 80/20 spend
 - M & E, sub & super structure, facades, partitioning & dry lining works and lifts.
- All tender opportunities will have a Procurement Strategy determined and agreed by the bid team at Pre-construction stage
 - Consider Single Source - based on complexity, risk and design involvement or Multi Source (max 4 bidders)
- Additional focus on support at pre-construction to improve our success winning work
 - Greater rewards for sub-contractors engaging with BYUK
 - One supply chain from Pre-construction through to completion of the project
 - We win – you win.

Procurement Strategy 2017

- We are now completely integrated with the Bouygues UK purchasing & accounting systems.
 - HA+
 - Pablo
 - Edifice
- Bouygues UK Sub-contract documents and Terms and conditions are standardised across the business
 - All new Sub-contract orders will be in line with BYUK T's and C's.

Upcoming schemes



Midland Metro Extension – 10 year contract



Centenary Square Redevelopment



Education schemes



£30 million affordable, mixed tenure and support living homes



**Carole Flavell,
Procurement
Manager**



**Bob Heywood,
Senior Buyer**



**Keith
Bromyard,
Senior Buyer**



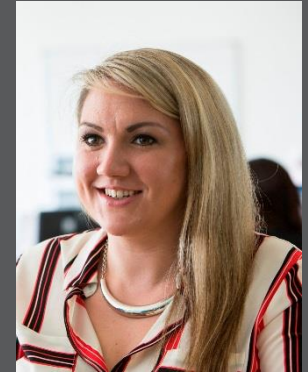
**Pat Daly,
Operations
Manager**



**Simon Wingate,
Operation
Director**



**Shazad Ahmad,
Employment &
Skills Manager**



**Sasha Saville,
Communications
Manager**





Event Feedback

1. Survey now online
2. Expect an email
3. Click on the link to take part

Your answers will help to shape future meetings and events.

Make FinditinBirmingham work for you!

A screenshot of the "Find it In Birmingham Event Feedback Survey" form. The form is titled "Find it In Birmingham.com" and "FinditinBirmingham Event Feedback Survey". It includes a thank you message and a list of questions with input fields:

- 1. Your name: [input field]
- 2. Email address: [input field]
- 3. Organisation: [input field]
- 4. Telephone number: [input field]
- 5. Number of employees (approx.): [input field]
- 6. Main business activity: [input field]
- 7. What type of FinditinBirmingham membership do you have?
 - Corporate Membership
 - Premium Membership
 - Registered User
 - Not registered



Thank you for attending today

Please stay for further refreshments, networking and
exhibition

One to one appointments are fully booked