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Welcome to FinditInBirmingham's breakfast meeting:

Meet the Buyer with Willmott Dixon Construction
National College for High Speed Rail

Thursday 4 February 2016



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Meet the Buyer with Willmott Dixon Construction
National College for High Speed Rail

Welcome by Maureen Griffiths
Birmingham City Council

INTRODUCTION TO CWM & NCHSR BIRMINGHAM



CWM Framework Partner Organisations



AGENDA

- CWM - General overview
- Framework Management
- Regional Dimension
- Framework Structure
- Main Contractor Supply Chain
- Pricing Arrangements – Capital Projects
- Allocation Process
- Design & Contract Arrangements
- Benefits of Using the CWM Framework
- Brief Overview – NCHSR Birmingham



04/02/2016

Introduction to CWM & NCHSR Birmingham

CWM - GENERAL OVERVIEW

- Commenced 1st October 2011
- Replaces highly successful Birmingham Construction Partnership (BCP)
- 'Owned' by Birmingham City Council (BCC)
- For use by all public bodies within WM
- Covers repair & maintenance as well as capital works
- Potential to Run until 2019
- Fully OJEU compliant Procurement Process
- 36 Tenders returned
- 40% / 60% Price / Quality Evaluation (Capital Projects)
- 50% / 50% Price Quality Evaluation (Repair & Maintenance Works)
- Adoption of Birmingham Business Charter



FRAMEWORK MANAGEMENT

- Managed By Acivico
- 2 Full Time Framework Managers
 - Mark Raybone – Capital Projects
 - Sean McMulkin – Repairs & Maintenance
- Projects Audited by Acivico’s internal audit and by Birmingham Audit
- “CWM is one of the best of the new generation frameworks; in particular the commitment to performance measurement and continuous improvement for the benefit of particularly of citizens stands out, as does the focus on local employment.”

Don Ward

Chief Executive of Constructing Excellence



04/02/2016

Introduction to CWM & NCHSR Birmingham

REGIONAL DIMENSION

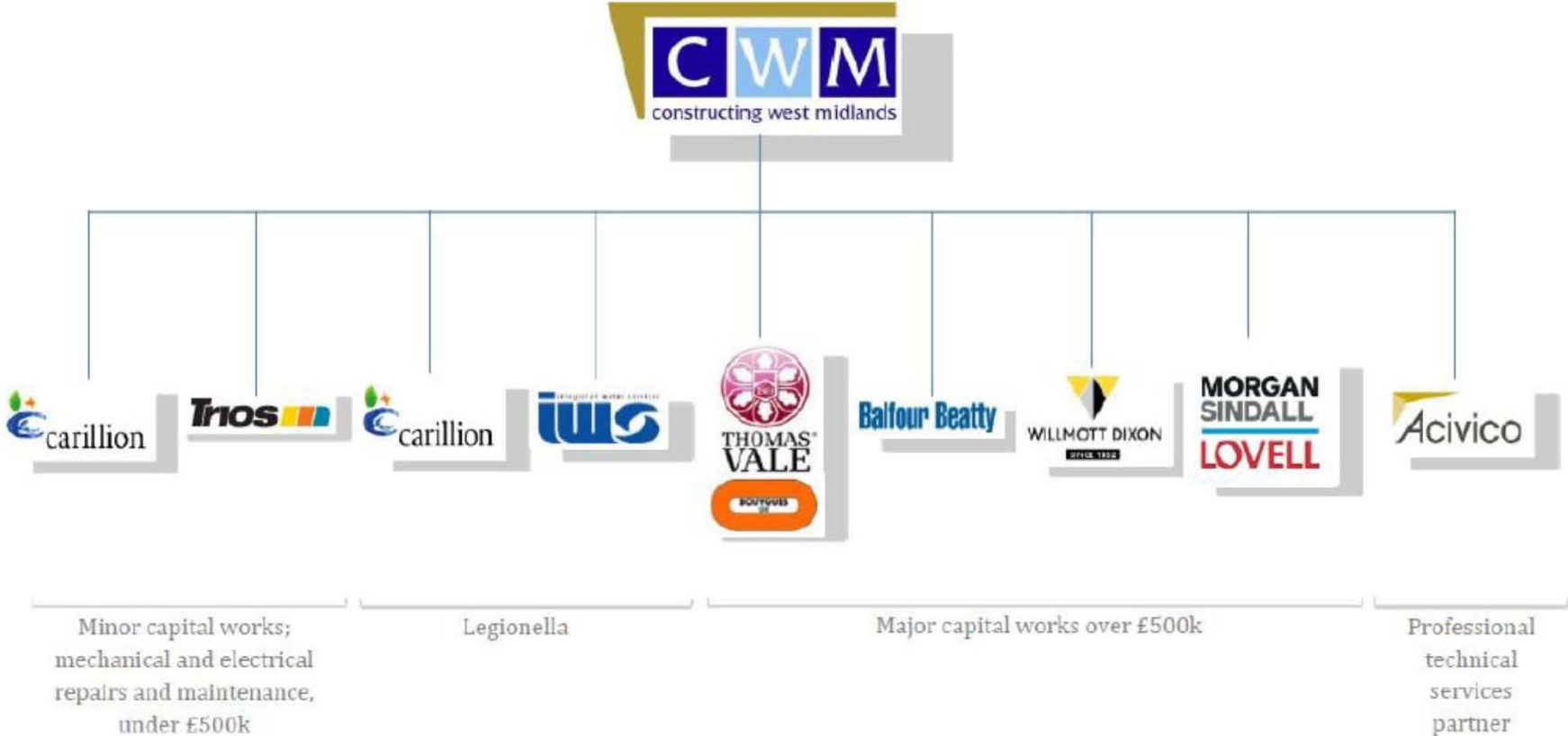


■ CWMF available to all **public sector** bodies in the WM Region

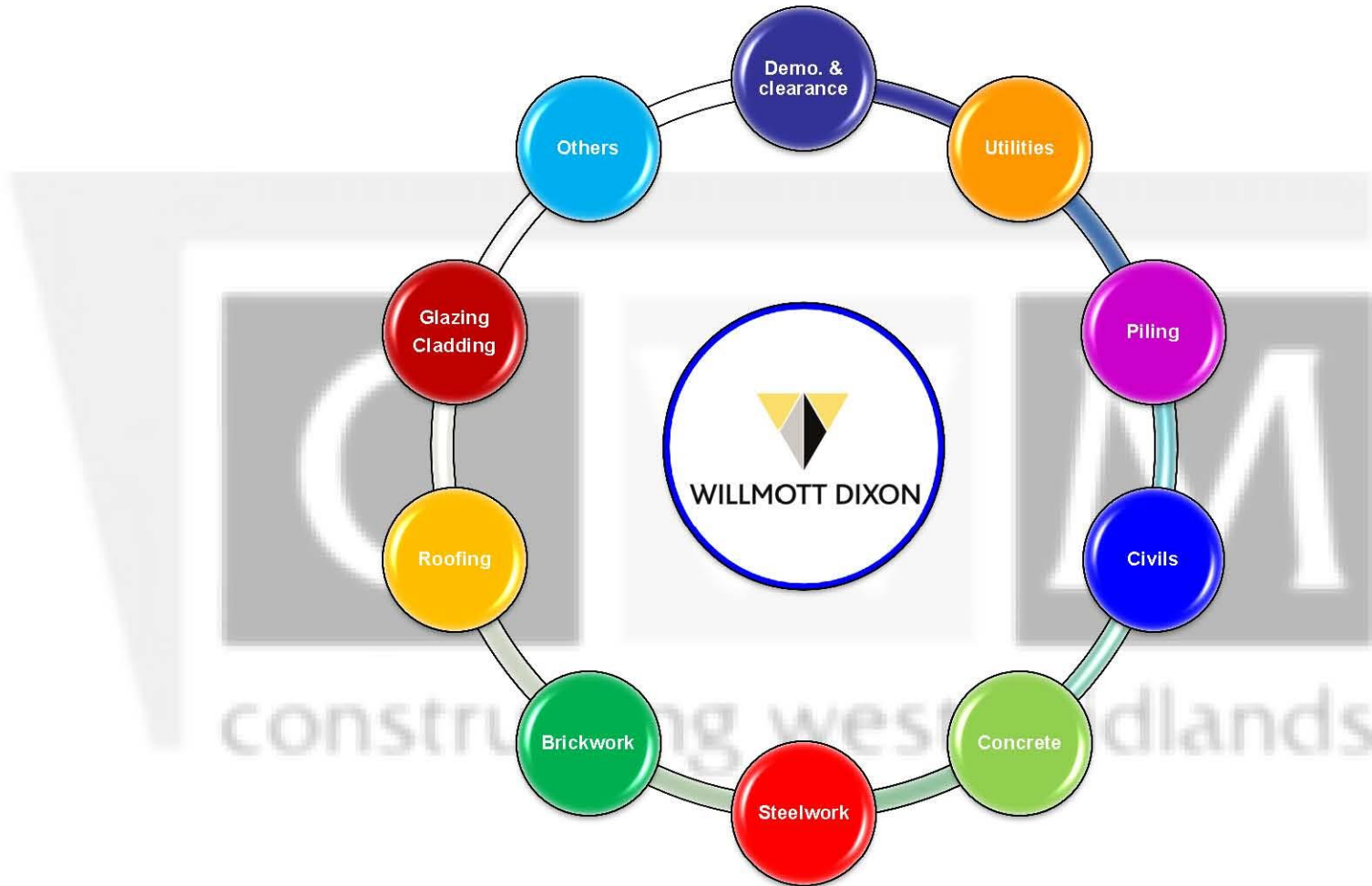
SOME CWM CLIENTS



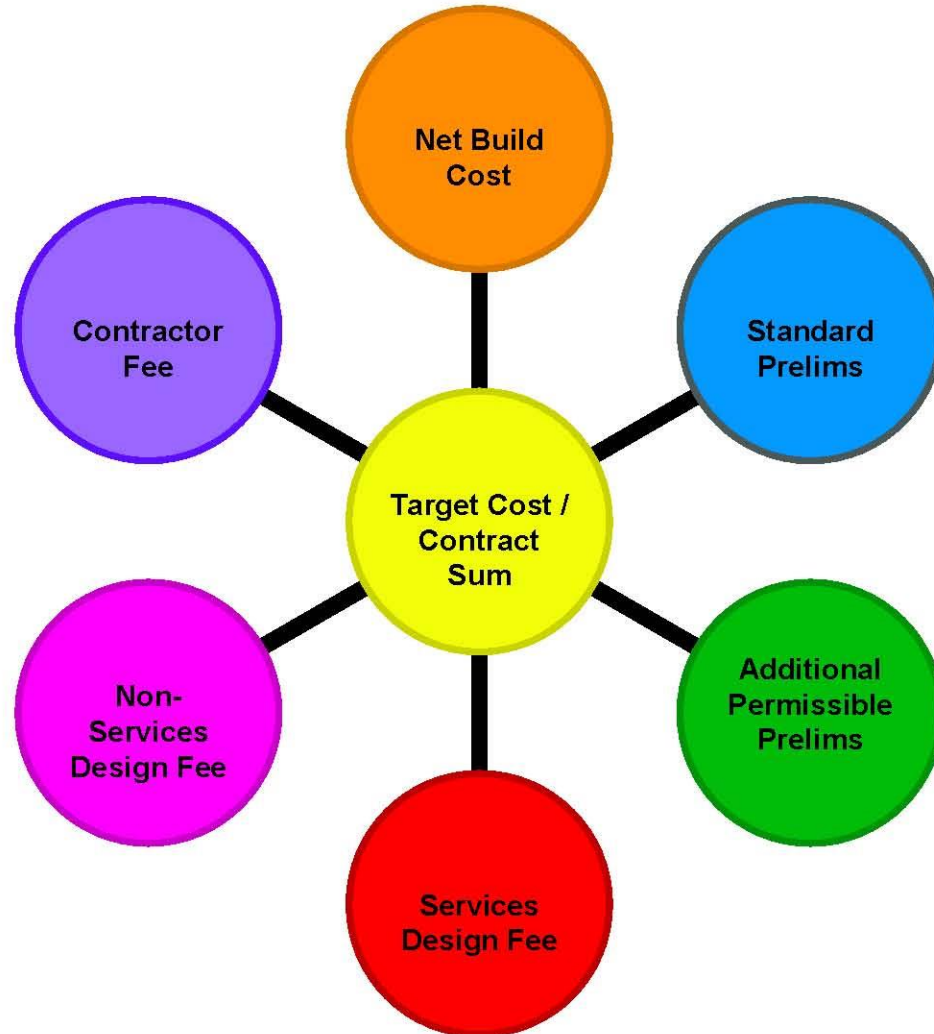
FRAMEWORK STRUCTURE



MAIN CONTRACTOR SUPPLY CHAIN



PRICING ARRANGEMENTS – CAPITAL PROJECTS



ALLOCATION PROCESS

WORKS VALUE	ROUTE
< £100k	Through the appropriate Minor Works Contractor for Lots 1 - 4
£100k to £500k	<i>Default</i> – through the appropriate Minor Works Contractor for Lots 1 - 4 <i>or -</i> through a Lot 7 Contractor if best value business case.
> £500k to c. £4.3 m	Through a selected Lot 7 Contractor – usually a direct allocation based on Price, KPIs, Project specific criteria
> c. £4.3 m	Through a selected Lot 7 Contractor – requirement for mini-competition offered to all Lot 7 Contractors

£ Works value > EU threshold

DIRECT ALLOCATIONS

Price factors including:-

- Contractor's Fee (overheads & profit)
- Volume (turnover) discounts
- Contractors design fee
- Project preliminaries
- Schedule of Rates (if applicable)

Tendered Rates

Project Specific factors including:-

- Confidence level of the project
- Contractor specialism
- Geographic location of the works
- Maintaining a successful team
- Overall allocations

Performance factors including:-

- Strategic KPI's
- Environmental KPI's
- Project level KPI's
- Sector specific KPI's

From Year 2

DESIGN & CONTRACT ARRANGEMENTS

Contractor Design

- Design and Construct ('Full Design')
- Develop and Construct ('Part Design')
- Construct only ('No Design')

Contractual Arrangements

- NEC3 Family of Contracts
- Generally ECC Option C
- Target Cost with Activity Schedule
- Flexibility to use other ECC options / other Contract forms
- Pain / Gain Mechanism (NEC Option C&D);

Actual Cost	Contractors Share Percentage (subject to notes (i) and (ii) below)
Less than 90% of target cost	0%
From 90% to 95% of target cost	25%
From 95% to 100%	50%
From 100% to 105% of target cost	50%
Greater than 105% of target cost	100%
Note (i) the Contractor's net share of any "gain" shall be the lower of (a) or (b) where (a) = the amount calculated from the above percentages and (b) = £100,000	
Note (ii) the Employer's net share of any "pain" shall be the lower of (a) or (b) where (a) = the amount calculated from the above percentages and (b) =£100,000	



BENEFITS OF USING THE FRAMEWORK

- One-stop shop for all construction, building repair and maintenance requirements – West Midlands wide
- Early engagement of some of the most experienced contractors in the UK & their supply chains
- Increased scope for adding value / driving out waste
- Competitively tendered pricing & cumulative volume discounts
- Integrated team working & open book approach
- Collaboration between partners and the aggregated spend / supply chain efficiencies
- Ongoing performance measurement
- Commitment to, and measurement of, local spend
- Reduce procurement time by average 100-200 days
- Achieve significant saving on design & technical services costs
- Deliver a 5-10% saving on maintenance & construction cost
- BCC c. £40 M annual spend through CWM plus Others
- Continue to invest in our communities and boost skills, training & employment...



BRIEF OVERVIEW - NCHSR BIRMINGHAM

- Elite world class training facility to meet the future needs of the high speed rail industry for the UK national economy
- Higher apprenticeships & industry specific qualifications for students age 18 & over
- One college - two hubs: Birmingham & Doncaster
- Fantastic investment for local employment, training and economical development
- Modern 'memorable' building: circa. £21.8 M | gross floor area 5,703 sq. m | three storeys
- Demolition & enabling works currently onsite
- RIBA Stage 4 design underway: Planning decision this week...
- On target for College opening September 2017



THANK YOU FOR LISTENING...



To join the Willmott Dixon supply chain, contact:
Willmott Dixon Construction



For general CWM enquiries, contact:
Peter Yates Peter.Yates@acivico.co.uk



National College For High Speed Rail Meet The Buyer Day - Local Supply Chain Opportunities Event



Today is about getting to know each other

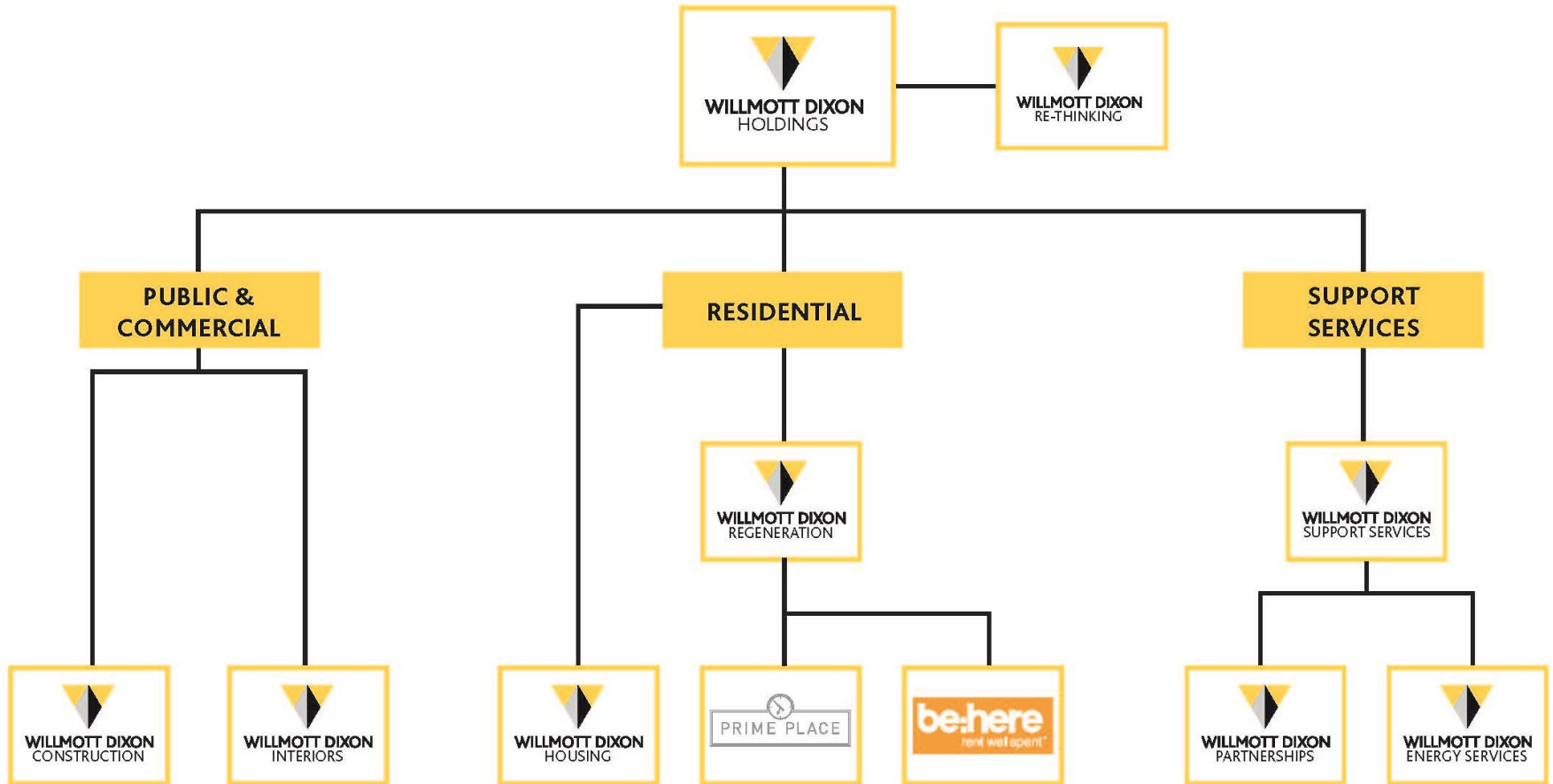
- Who **Willmott Dixon** are – Nationally & Regionally
- **Community & local Engagement**
- Identifying key aspects, requirements & opportunities in regard to the new **National College for High Speed Rail (NCFHSR)**
- Network with the **key stakeholders and Willmott Dixon personnel** involved in NCFHSR
- Our **approach to Supply Chain Management**
- **Expressing your interest**

Who are Willmott Dixon?

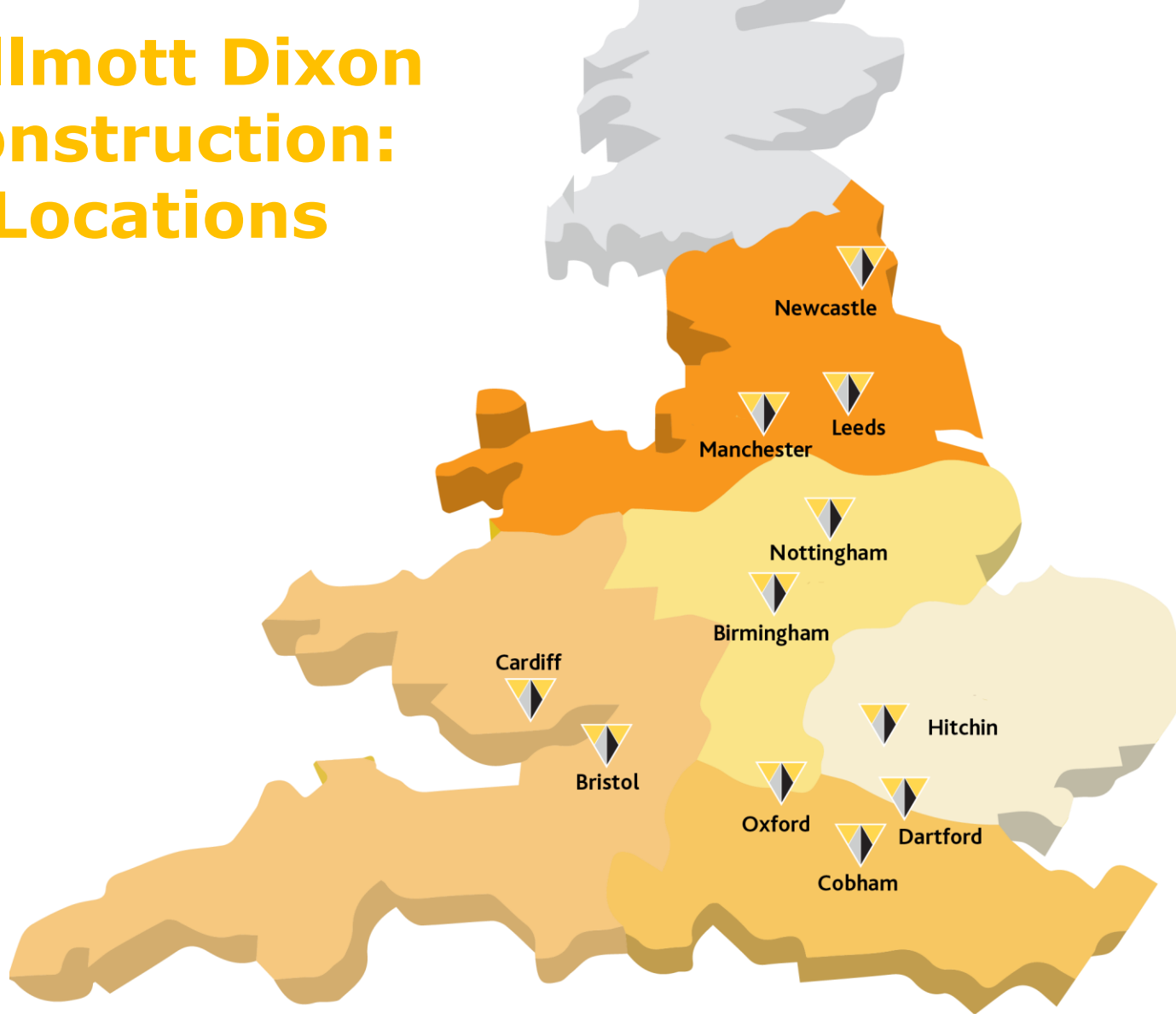


- One of the UK's largest **family owned** Construction, Regeneration and Support Services Company
- Over 3000 employees
- Turnover in 2015 in the region of **£1.2 billion**
- 2015 Construction Midlands **Turnover £175 million**
- **National** Contractor with an **established Midlands presence**

Willmott Dixon Group



Willmott Dixon Construction: Locations



In the room today from Willmott Dixon...

Michelle Cotterill

Framework Manager Constructing West Midlands

Keith Merritt, Gez McDaid

Preconstruction estimating team for the NCHSR

David Moran & James Green, Barry Fitzpatrick & Frank Becker

Supply Chain Team

EMPLOYMENT SKILLS & LOCAL SPEND

We are a business who is passionate and committed to making a difference in our communities.

In 2015, we provided:

- Work Experience to **1293** young people
- Mentored **2199** young people
- In total we put over **£2m** back into the communities we work in & transformed the lives of **3390** young people in the last 3 years



PROJECT KPI TARGETS

As part of our commitments under the Birmingham Business Charter for Social Responsibility, this project will deliver:

- Local Spend
- Local Labour
- Apprentice opportunities
- Work placement opportunities
- Working with BCC and FIIB to advertise employment and training opportunities



Everyone working on the NCHSR project will be part of delivering these targets. We will work with local partners to provide the placements, the team on site are key to making construction an attractive career option to all we work with.



The Site



Located at the Junction with Lister Street and Dartmouth Middleway

Canal to the Southern side and Dartmouth Middleway to the North

Previous site uses - Glass Works and High Speed Brass Turning Works



Delivery Team



Bond Bryan
Architects

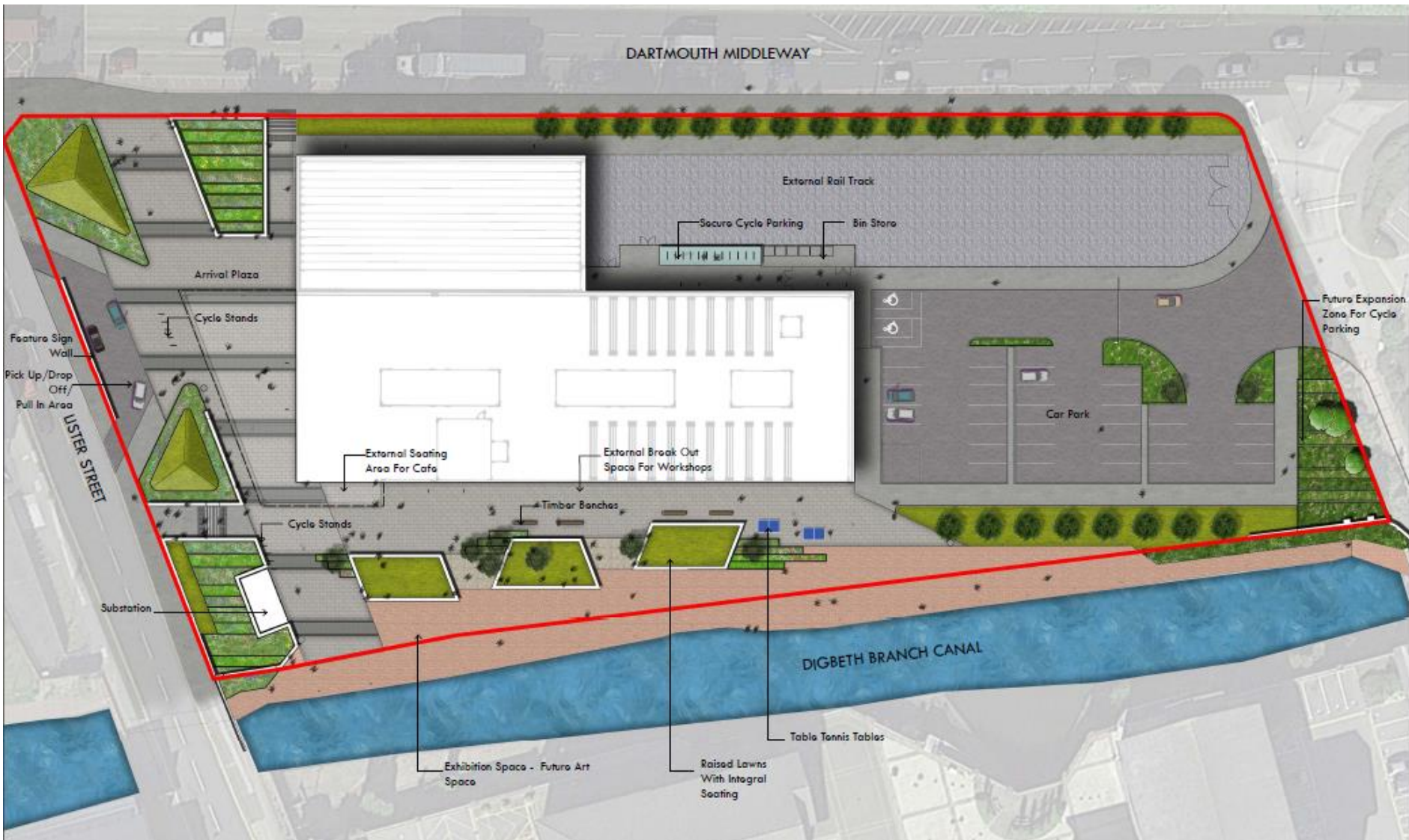


WILLMOTT DIXON

SINCE 1852



Site Layout



Front Elevation from Dartmouth Middleway



Canal Elevation from Lister Street





Car Park Elevation from Heneage Street

NCHSR - Birmingham

Project Specifics:

- 5703m² National College
- Adjacent Canal side
- Featuring Full Teaching Facility
- Lecture Rooms and IT Spaces
- 500m² workshop area including Train
- Sympathetic Landscaping
- BREEAM Excellent
- Sustainable Drainage



Enquiries:

- Issued Feb 16 return mid March 16

Start on site :

- April 16

Completion:

- July 17
- Open for September 17 term



Key Works Packages

Top packages by value (approx):

Mechanical & Electrical	£3,400,000
Groundwork's	£2,300,000
Aluminium Windows & Doors	£900,000
Structural Steel	£800,000
Cladding	£700,000
PCC Floors & Stairs	£600,000
Metal Stud	£500,000
Glazed Screens	£400,000
Roofing	£350,000
Brise Soleil	£300,000
Raised Floors	£250,000
Carpentry/Joinery/Doors	£250,000
Soft Flooring	£250,000
TOTAL	£11,000,000

Additional £2m in Remaining smaller value packages

Additional packages and values are available on request

Flythrough.....

NCHSR Birmingham



What are we looking for?

Core Values

Financial Stability

Reputable

Safety

Innovation & Sustainability

Performance

Technology

Capability

Performance

Apprentices

Local Engagement



Local engagement as a continuous focus across all levels of our business. Promoting and supporting opportunities for local manufacturers, **Goods** and **Works partners** it provides:-

- On-going **employment** to local people
- Potential to create new jobs along with **apprentice and training opportunities**
- Keeping the **local £ within the community** we are all stakeholders
- **Reducing the environment impact** through local sourcing
- Developing networking opportunities down through **all tiers of the Supply Chain**

The Approval Process



The WD approval process can be split into 3 main parts:-

- **Health, Safety & Environmental approval via Builder's Profile**
- **Financial approval**
- **Pre approval reference checks and visits**

BUILDER'S PROFILE



Our Supply Chain Vision

Existing Account Sign In

Register With Builder's Profile

Expectations

A sustainable and integrated Supply Chain that reflects our culture, values and standards

- Work closely with a strong Supply Chain that supports the requirements and growth of our business
- Engage with a Supply Chain that provides best value to Willmott Dixon and their stakeholders
- Commitment to our All Safe initiative and Sustainable Procurement Policy
- A culture of continuous improvement

Builder's Profile will help us achieve our vision and below are some of the benefits you can expect

- Removal of paper based forms saves you time and reduces carbon footprints
- Willmott Dixon has the confidence that your details are up to date
- All your company information is stored in one secure place
- Updates are only required when your information changes
- Optional Premium membership enables your Profile to be shared with your commercial network

News & Events

Balfour Beatty win at Builders Profile sponsored BCLive 2015 ([More...](#)) ▶

A Major Survey On Building Services 'BIM READINESS' - The Survey Findings ([More...](#)) ▶

Britannia Construction Ltd Join Builder's Profile ([More...](#)) ▶

Industry Partners

Find out more about the industry bodies that we work closely with. ([More...](#)) ▶

PAS91

PAS91 reduces the need for suppliers to complete multiple PQQs by standardizing the question set. ([More...](#)) ▶



Contact Us

For any further information, please do not hesitate to contact us. ([More...](#)) ▶

Not already a Builder's Profile member? Sign up to our Newsletter for feature information, news and offers.

Email
First Name
Last Name



Works Partner Account Dashboard



**BUILDER'S
PROFILE**

Tel: 01305 831 765

[HOME](#) | [DASHBOARD](#) | [CONTACT](#)

Account Actions

[Change Contact Details](#)

[Change Password](#)

[Logoff](#)

Account Information (21702) - Basic Account

Welcome to Builder's Profile.

To get started with your first profile, please follow these steps:

- Select the client(s) you're interested in from the list below.
- Click the 'Edit' button to create a profile for a client.

Premium Actions

[Upgrade to Premium](#)

[Request Profile Link](#)

[Profile Summary PDFs](#)

Selected Clients ?

Client Name	Completeness	Last Submitted	Unsubmitted Changes	Edit Profile	Deselect Client
Willmott Dixon	36%	Never	Yes	Edit	Deselect

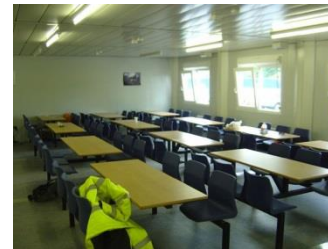
+ Non-Selected Clients ?

What do we offer in return?

Supply Chain Recognition



Excellent, Healthy & Safe Working Environments



What do we offer in return?

Favourable Payment Terms

Training & Development

Opportunities



WILLMOTT DIXON
*4*LIFE ACADEMY


WILLMOTT DIXON
HOUSING


WILLMOTT DIXON
PARTNERSHIPS


WILLMOTT DIXON
REGENERATION



What do we offer in return?

If you are interested in working with Willmott Dixon, please email details of your company, including the details below, to birmingham.supplychain@willmottdixon.co.uk

What do we want to know?

- Full Company Name, address and website (if applicable)
- Company Registration number
- Main contact name, title, phone number and email address
- Services / trades offered
- Geographical areas covered
- Annual turnover 2014 /2015 projection/ plans for 2016 & beyond
- Number of direct employees and/or subcontracted employees
- Examples of previous projects completed
- Major clients worked for

Lets Talk

WE WANT



YOU



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 a web-based survey form titled "Find it In Birmingham Event Feedback Survey". The form includes a header with the Find it logo and a sub-header "1. Your details". Below this, there is a thank-you message and a list of seven questions, each followed by a text input field. The questions are: 1. Your name, 2. Email address, 3. Organisation, 4. Telephone number, 5. Number of employees (approx.), 6. Main business activity, and 7. What type of FinditinBirmingham membership do you have? (with radio button options for Corporate Membership, Premium Membership, Registered User, and Not registered).



Thank you for attending today

Please stay for further refreshments, networking and if you have booked a one-to-one please be in the designated area 5 mins before your advised timeslot