

Mayoral & HS2 Supply chain summit for SME's

in partnership with



Agenda

Time	Topic	Lead
11:45 – 11:50	Welcome and Introductions	Steve Hollis
11:50 – 12:05	West Midlands Overview	Andy Street
12:05 – 12:20	HS2 Overview	Mark Thurston
12:20 – 12:30	Strategic Q&A Session	Steve, Andy & Mark
12:30 – 12:40	Contractor Overview – BBV	Matthew Munn
12:40 – 12:50	Contractor Overview – EKFB	Michael Sedgwick
12:50 – 13:00	Contractor Overview – Concept Engineering	Natalie Bews
13:00 – 13:10	HS2 Supply Chain Opportunities	Robert Slater
13:10 – 13:20	WM Growth Hubs – Business Support	Phil Peak
13:20 – 13:30	Contractor / Supply Chain Q&A Session	Steve Hollis & Panellists



West Midlands
Combined Authority

HS2 Suppliers Summit

Andy Street

**Mayor of the
West Midlands**

Agenda



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Combined Authority

Recap: the story so far

Impact of Covid-19

HS2's role in our economic recovery

Cast your minds back to 'simpler times'...



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HS2 has a very long history here



insider
MEDIA LIMITED

🕒 22 Jul 2015 📍 Midlands 🏠

GBSLEP LAUNCHES HS2 GROWTH STRATEGY

🕒 22 Jul 2015 📍 Midlands 🏠

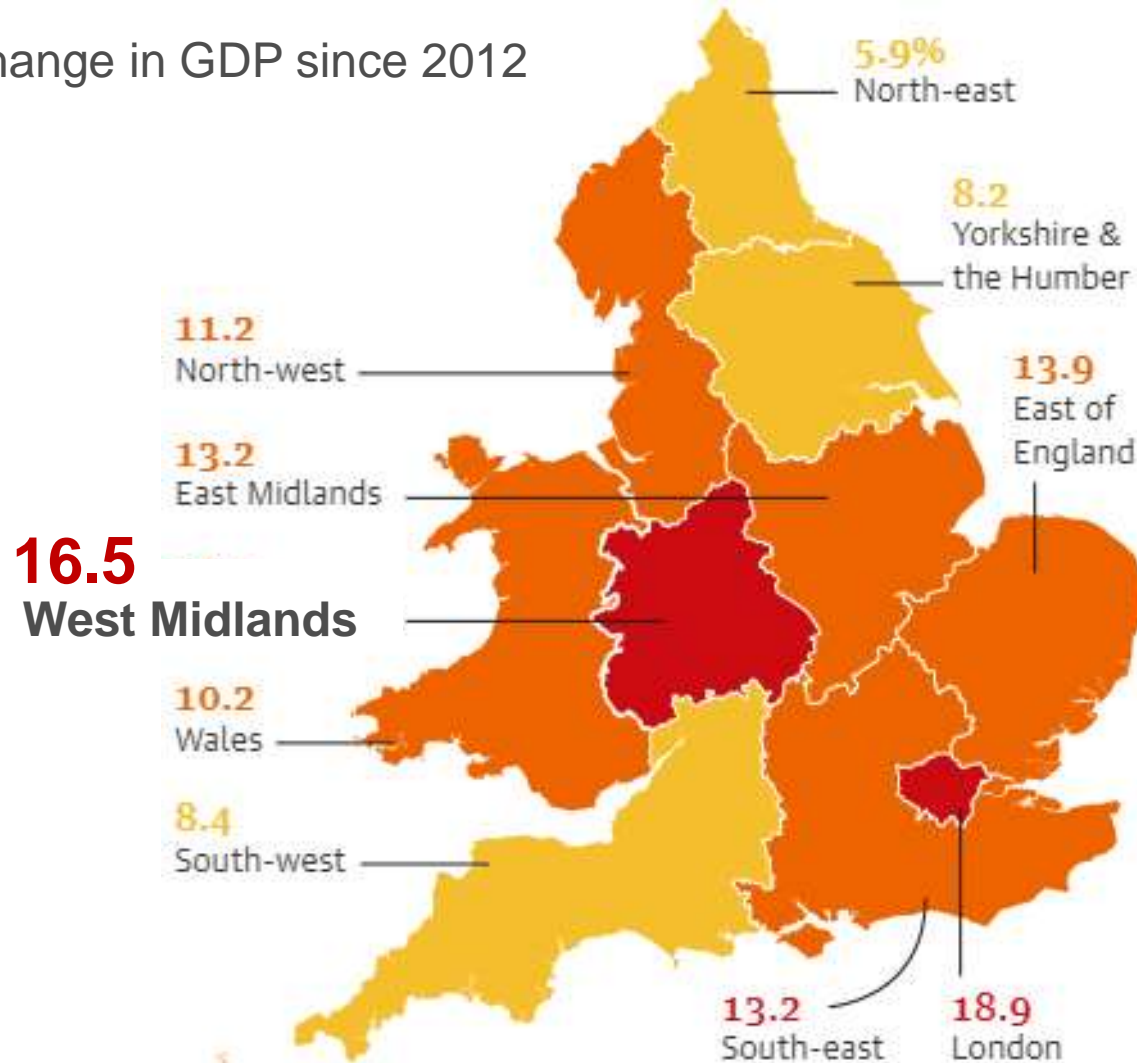


Much of our growth since has been predicated on the delivery of HS2



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Percent change in GDP since 2012



Guardian graphic. Source: ONS. Note: no data for Scotland and Northern Ireland

But costs rose and the opposition grew



And somebody still needed persuading...



We kept lobbying until we had the ‘all clear’

The Guardian The Observer

Revealed: the £12bn bill for scrapping high-speed rail link

As Boris Johnson assesses project, Tory mayor for West Midlands warns of political cost of scrapping it



▲ Work under way along the route of HS2 in Harefield, north-west of London, in January 2020. Photograph: Henry Nicholls/Reuters

THE TIMES



ANDY BURNHAM AND ANDY STREET

HS2: Mayors remind PM who put him in power

Andy Burnham and Andy Street | Sunday January 19 2020, 12:01am, The Sunday Times

People in parts of the Midlands and the north of England handed Boris Johnson the keys to Downing Street. Now he must unleash the potential of our regions. High-speed rail is the place to start.

December's election redrew the political map. Johnson's path to victory ran through constituencies such as Birmingham Northfield, Gedling, Wakefield and Bolton – through the cities and regions we represent. Johnson is in No 10 on the back of promises he made to the Midlands and the north. So his premiership must be about delivering for the people we represent.

February 2020 – HS2 given the go-ahead



Agenda



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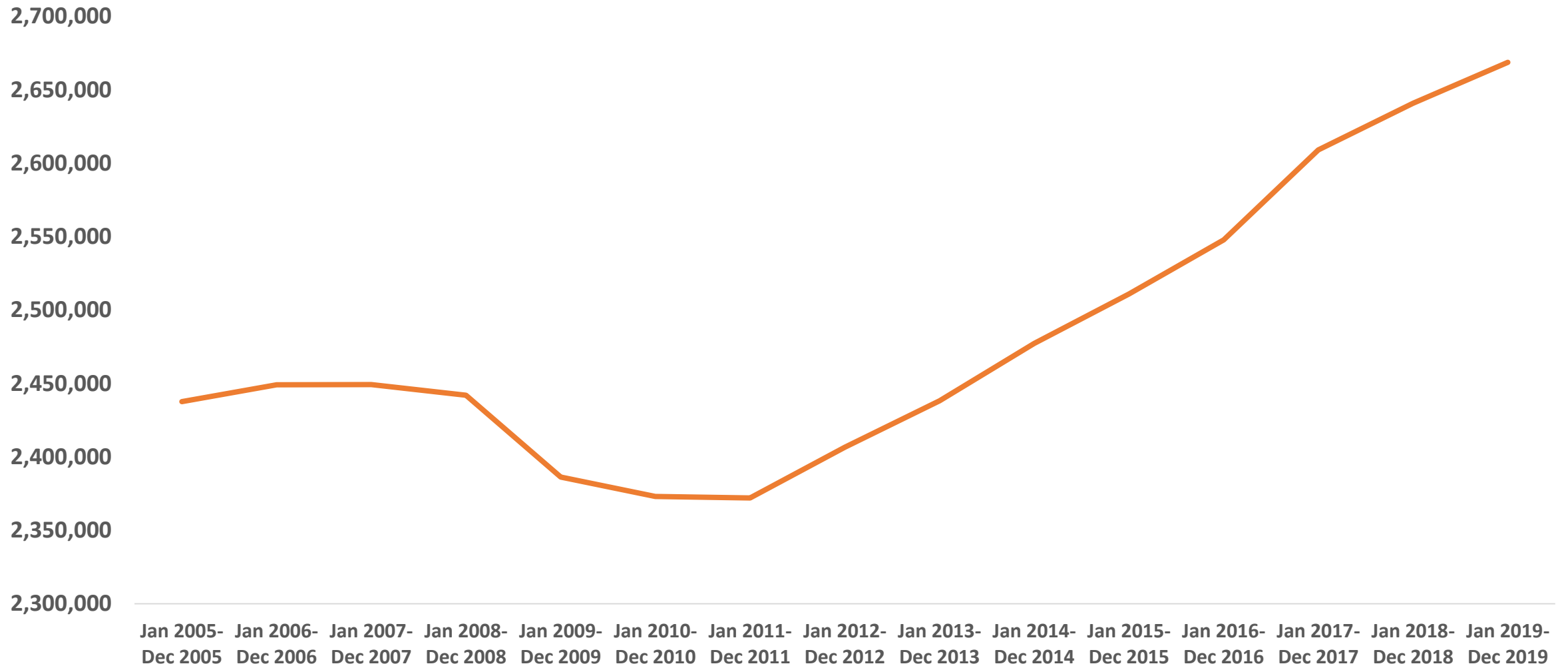
Recap: the story so far

Impact of Covid-19

HS2's role in our economic recovery

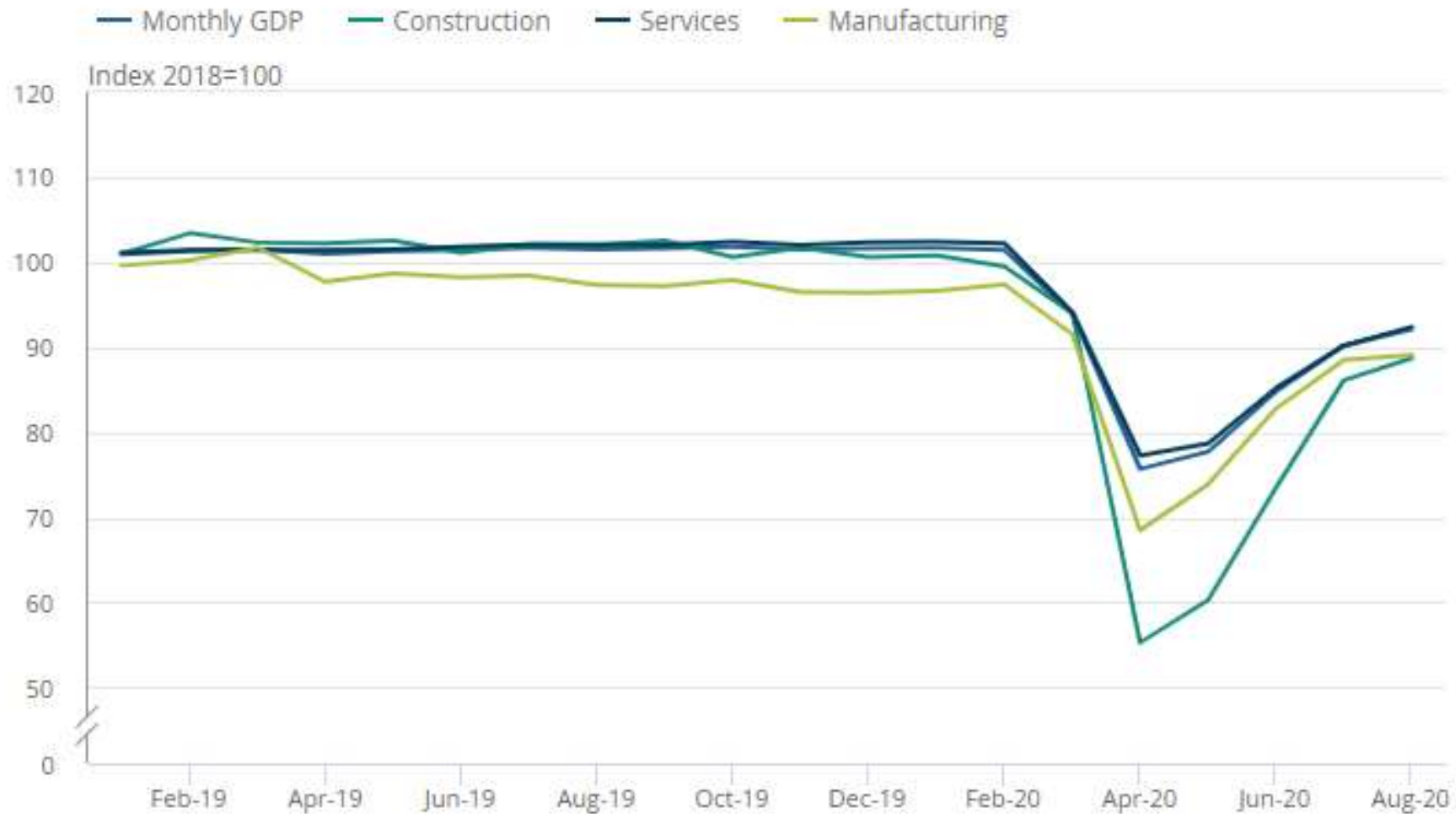
Context: We'd been doing well until Covid

Total Employment in the West Midlands Region



But nobody saw this coming

Monthly GDP and components index, seasonally adjusted, UK, January
2019 to August 2020



Our regional economy is particularly vulnerable – three main reasons:



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But we have been planning for our recovery

- ✓ Shovel ready and long-term projects
- ✓ Positioning for future growth
- ✓ Building on current plans
- ✓ Projects that are uniquely West Midlands
- ✓ Focus on jobs/training



In which HS2 is set to play a crucial role

Recovery Drivers



Create green manufacturing jobs



Maximising job creation for local people from HS2 and other unique West Midlands opportunities



Invest in healthcare innovation

Recovery Enablers



Build better digital and transport links



Regenerating brownfield land and building 35,000 new homes



Get people back into work

Agenda



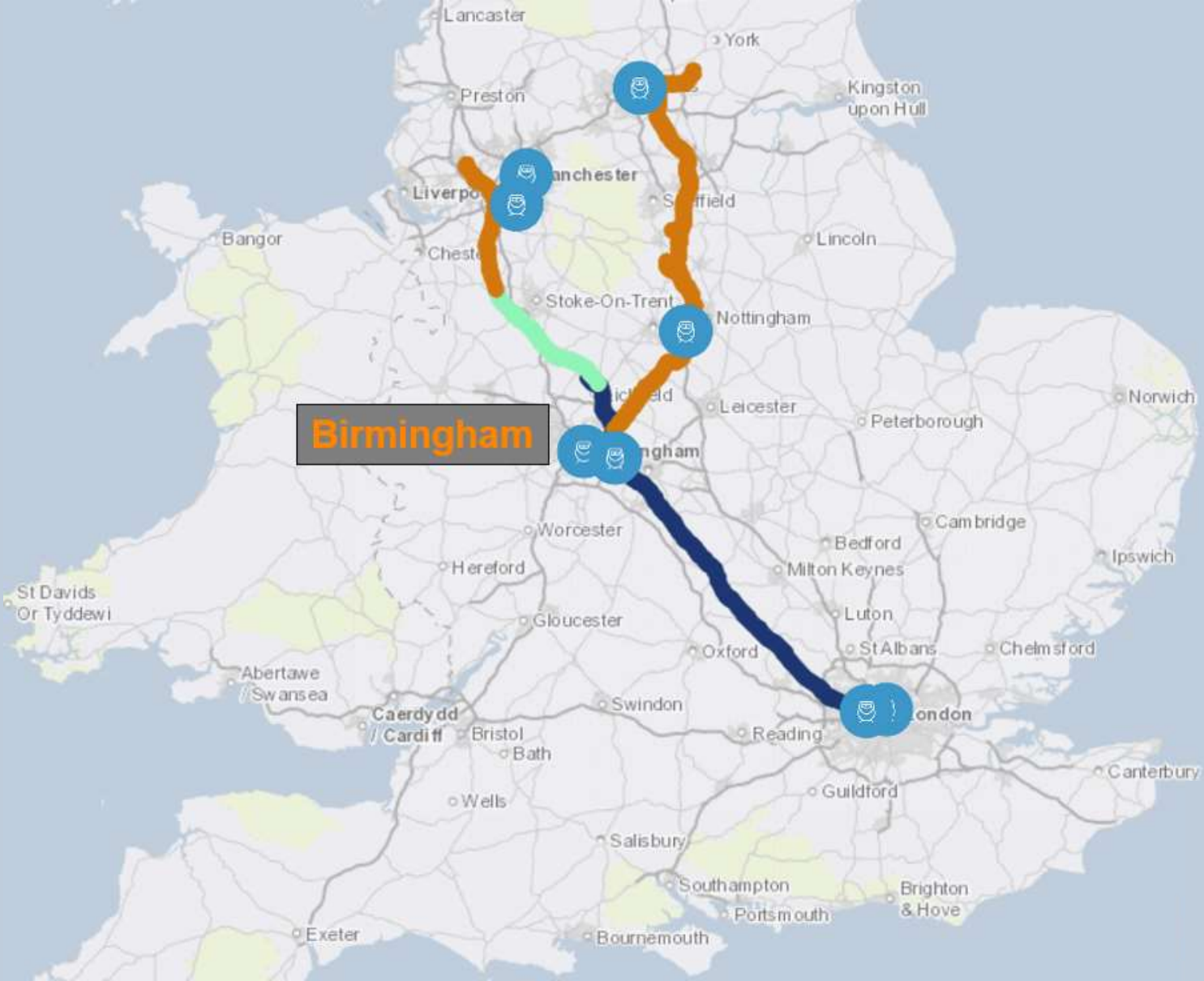
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Recap: the story so far

Impact of Covid-19

HS2's role in our economic recovery

Remember – the long-term case still stands



Key areas where HS2 will drive our recovery

**Regeneration &
Development**

**Regional
connectivity**

**Jobs & Skills
opportunities**

Key areas where HS2 will drive our recovery

**Regeneration &
Development**

**Regional
connectivity**

**Jobs & Skills
opportunities**

Accelerating development around HS2 Interchange Station



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Putting our airport into a league of its own



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Regenerating Birmingham 'Eastside'



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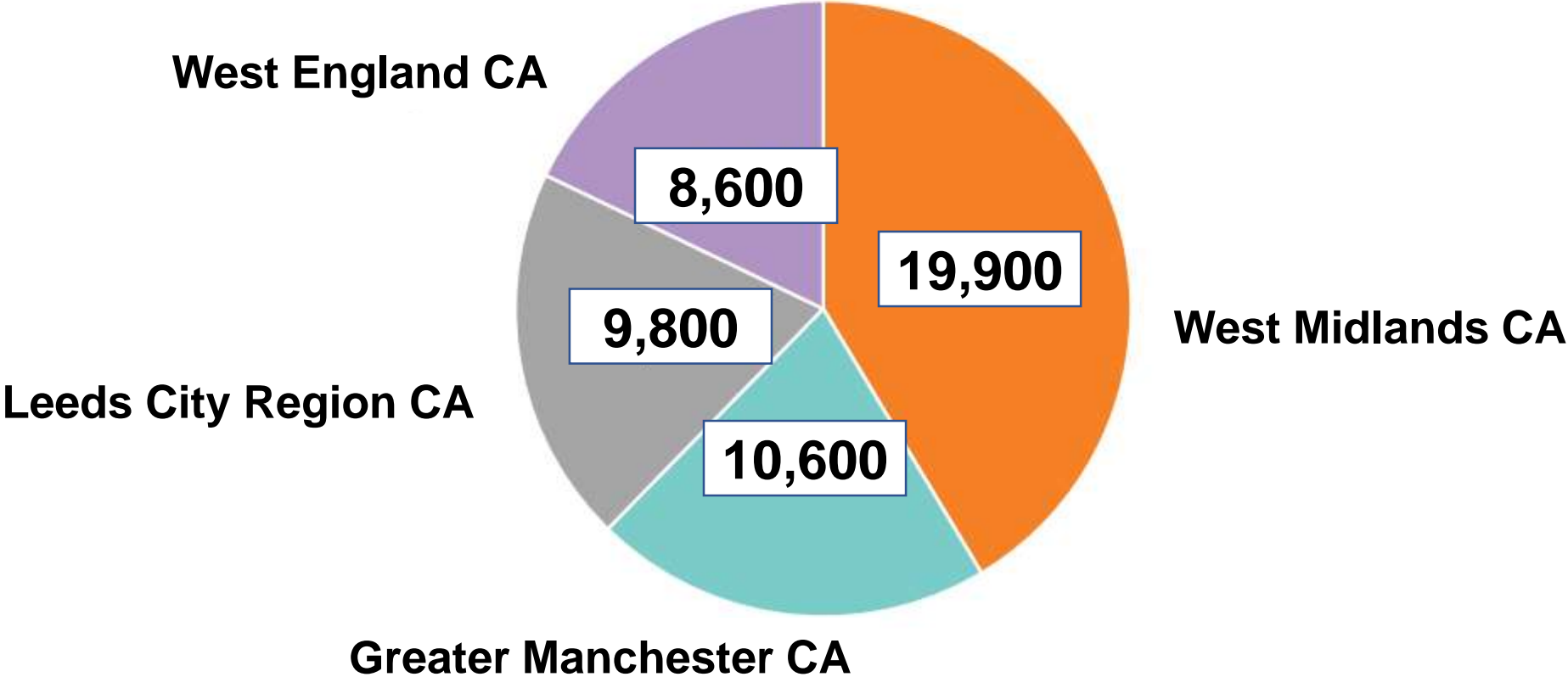


Encouraging wider investment in our region



Londoners are voting with their feet

Internal Migration from Greater London (year ending June 2019)



Key areas where HS2 will drive our recovery

**Regeneration &
Development**

**Regional
connectivity**

**Jobs & Skills
opportunities**

Making the case for new investments in regional transport



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2m+ people
within 45 mins
of HS2
terminus



Freeing up capacity - enabling growth of the wider transport network



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- Local Passenger Route
- Route without local passenger service
- HS2
- Disused former freight route
- Former freight route being used for Metro
- People mover link
- Station
- New station under active development and in funding programme
- Principal Freight terminal

Acting as a focus for transport innovation



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The People Mover will provide a high-quality transport connection between Interchange Station, the NEC, Birmingham International Railway Station and Birmingham Airport.

Which will all drive usage of public transport and help us reach net zero by 2041



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#WM2041

Actions to meet the climate crisis with inclusivity, prosperity and fairness

An illustration of a sustainable city. It features a blue bus, solar panels, a green tree, a modern building, and a traditional church spire. In the foreground, there is an orange and black electric car being charged by a green charging station, and a person riding a green bicycle. The background shows a city skyline under a blue sky with white clouds.

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Key areas where HS2 will drive our recovery

**Regeneration &
Development**

**Regional
connectivity**

**Jobs & Skills
opportunities**

HS2 has already had a huge impact here



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**12,000
jobs already
attributed to
HS2**



Jobs in Construction – Construction Gateway



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Jobs boost from sectors that indirectly benefit, e.g. visitor economy



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Creating skills opportunities across the region

Black Country *Skills Factory*



Women  into
Construction

 Walsall College
T-LEVELS



Final reflections...



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Britain's new high speed railway

HS2



Bringing Britain closer together

Key facts

- 345 miles of brand new high speed track will connect Birmingham, Manchester, Leeds and London.
- HS2 trains will also run on the existing network, serving towns and cities in the North West, North East and Scotland.
- HS2 will connect 30 million people and 8 of our largest cities, with 25 stops from Scotland to the South East.

HS2 is now being built, it will form the spine of our rail system.

■ HS2 Phase One
■ HS2 Phase 2a
■ HS2 Phase 2b
■ Existing network

Why Britain needs HS2

More
capacity



Cutting
carbon



Better connectivity



Bringing Britain closer

Better transport links will spark **more investment** in the Midlands and the North as areas regenerate and businesses expand.

HS2 will **open up opportunities** for millions of people.



● Currently within an hour

● Within an hour with HS2

Growth and regeneration in action

Birmingham



Martineau Galleries with Curzon Street Station in the background



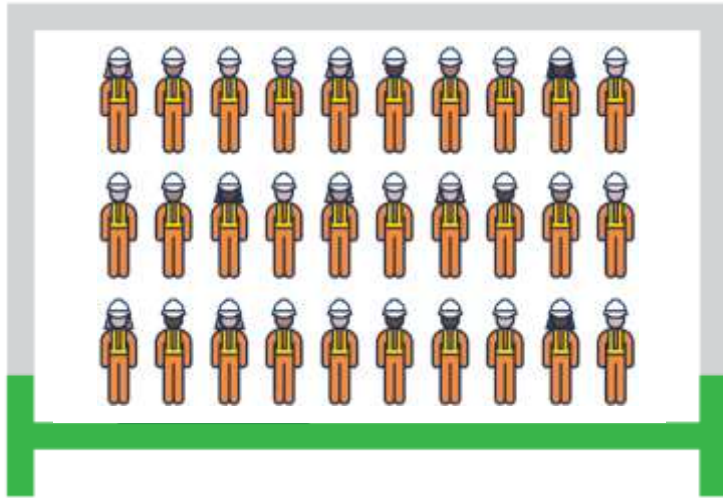
Commercial, cultural and leisure uses under the Bordesley Viaduct



Proposed redevelopment of Upper Trinity Street, Digbeth



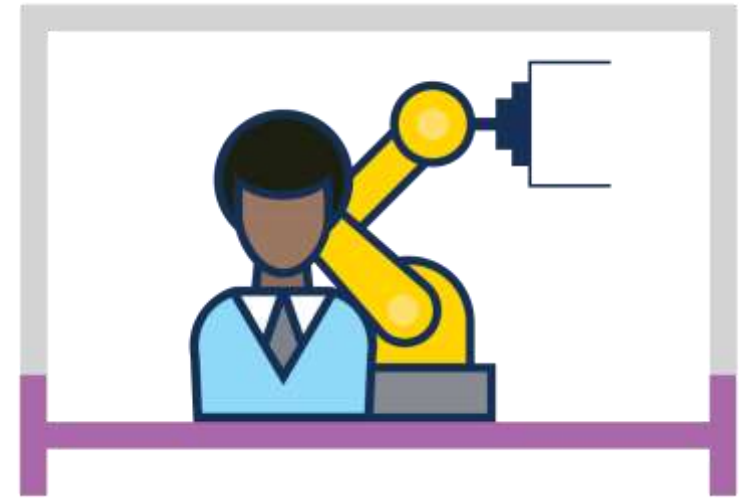
Upskilling Britain



At peak construction, we will need **30,000 people** to design and build HS2.



Over **2,000 apprentices** will help to build HS2, with hundreds already doing so.



More than 2,000 businesses have already delivered work on HS2 and **70% are SME's**.



We will plant
7 million trees and
shrubs, creating a
new **green corridor**
along the route.



Progress report

Phase One

Underway and being built, 9,000 jobs supported nationwide. 240 sites currently active between the West Midlands and London.



Phase 2a

Bill making its way through Parliament. Lords Committee stage resumed last week following the closure of Parliament in March.



Phase 2b

Bill being prepared for route into Manchester, securing the full western leg from Birmingham. The route into Leeds is part of the Integrated Rail Plan.

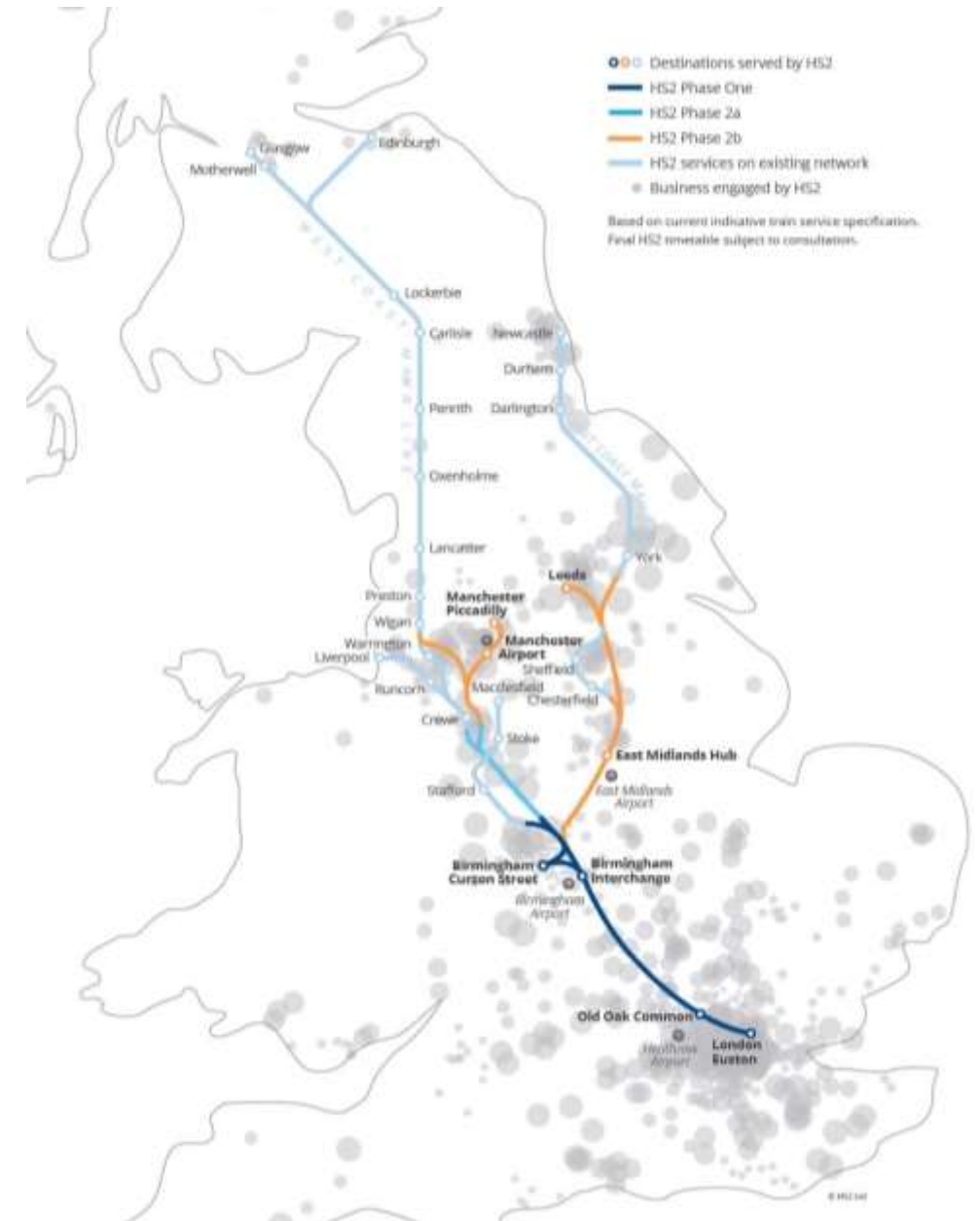


Supply chain

HS2 has been engaging with the supply chain for several years now

2,000 companies already working on HS2 in every part of the country

We expect 60% of contracts by number to be awarded to SMEs and are currently exceeding that target, with 70% of the supply chain made up of SME's



Bidders and Buyers

HS2 requires our Tier One contractors to open up competition as widely as possible.



HS2

Thank you.

Discussion / Q&A



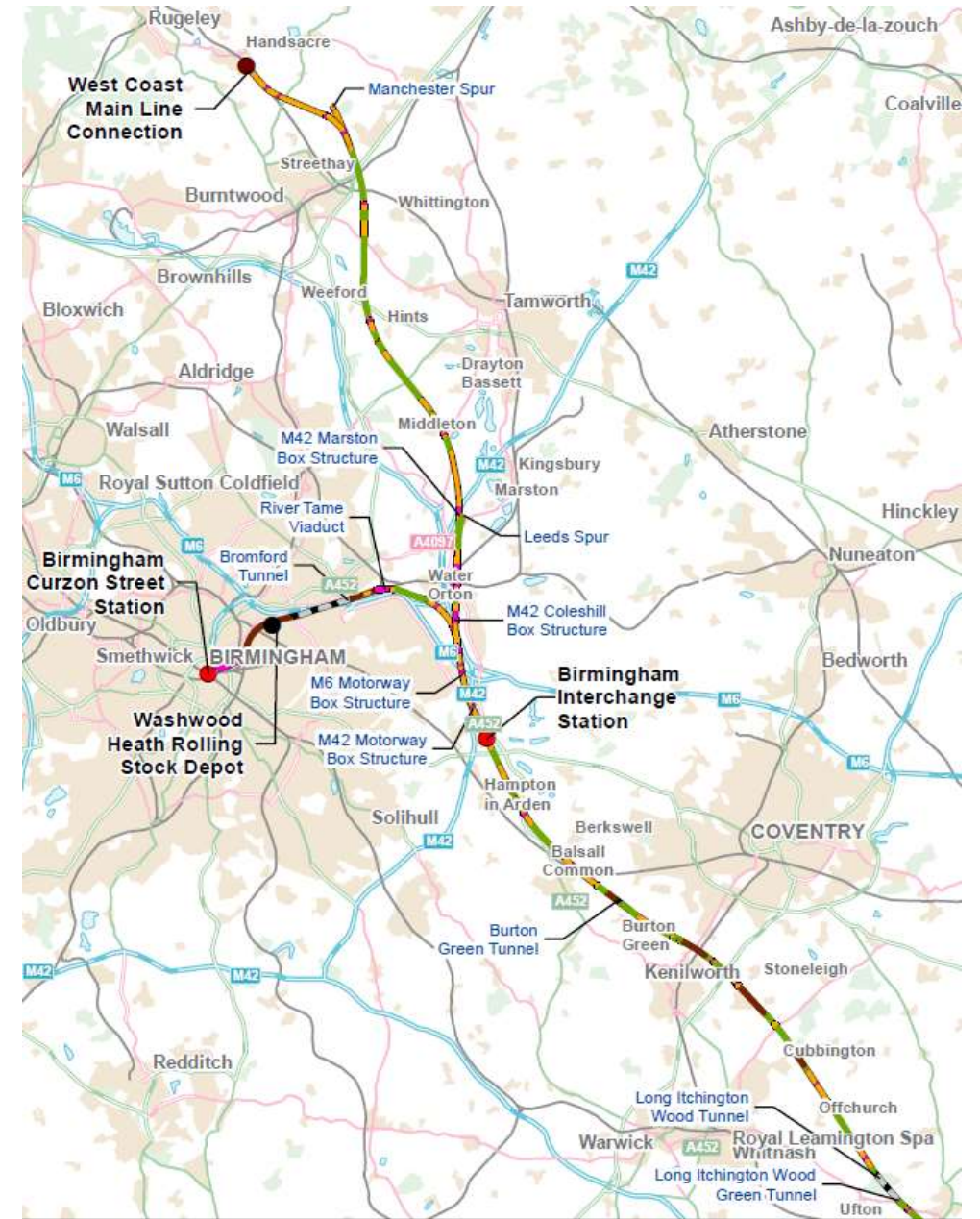
Working with BBV

Mayoral & HS2 Local SME Event

Matt Munn – Head of Supply Chain Management

Who is Balfour Beatty Vinci?

- 50:50 JV between Balfour Beatty Group and VINCI, formed in 2011
- Working together on Crossrail and the Smart Motorways programme
- Tours-Bordeaux completed early and recently opened – a new 300km high speed line in France
- Supported by Mott MacDonald SYSTRA as 50:50 Design Joint Venture



The Project in Numbers

Assets in Area North

4.3km
Bored Tunnels

40km
Embankments

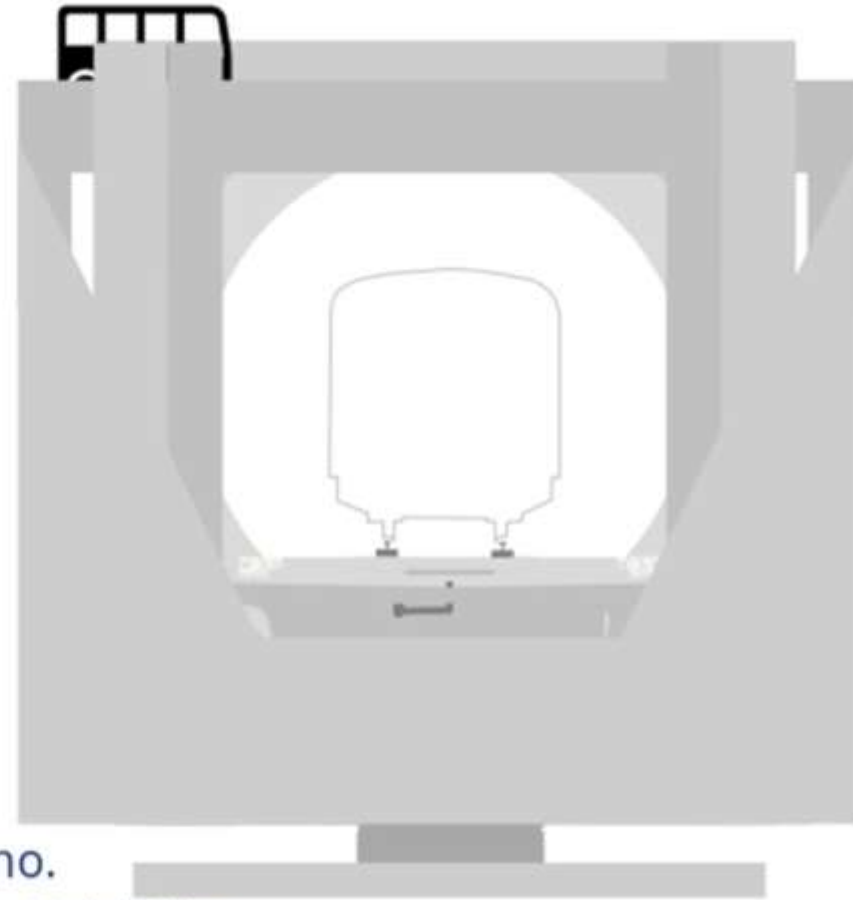
10km
Retaining Walls

13km
Viaducts

35km
Cuttings

132no.
Overbridges/Underbridges

310+ Assets



Supply Chain Strategy

Control Cost, Schedule & Quality

Align with Key Partners, integrating them into our design and delivery teams where the benefits of our joint expertise will drive innovation, higher standards and create efficiencies.

Our Supply Chain Strategy

Create Sustainable Value



Build Capability



Ensure High Performance, productivity and capacity

Work with our key partners to develop new, diverse, SME and local suppliers. Recognise the need for investment in developing a supply chain fit for future infrastructure challenges which also leave positive economic legacies for the communities we work in.

Balfour Beatty VINCI Working on behalf of HS2

Strategic Objectives, Goals & Values

Establish the Best Team

Build stronger, collaborative relationships with Partners, incentivising through established long-term relationship management plans, to invest where it is most needed, expanding capacity whilst aligning around a core set of values



Develop Relationships



Deliver Performance

Deliver Continuous Improvement

Recognise value-based procurement as a differentiator to encourage the right safety behaviours, consistent high performance and innovation to deliver value for money

Supporting Local Businesses



BBV will assist diverse businesses to enter our supply chain – its not just a priority, it's a core value of our business

Learn how to register your interest in real opportunities, prequalify and tender for work

Thematic workshops - environmental sustainability, diversity and inclusion and community engagement

Effective product/service positioning and marketing

Promoting leadership skills and confidence

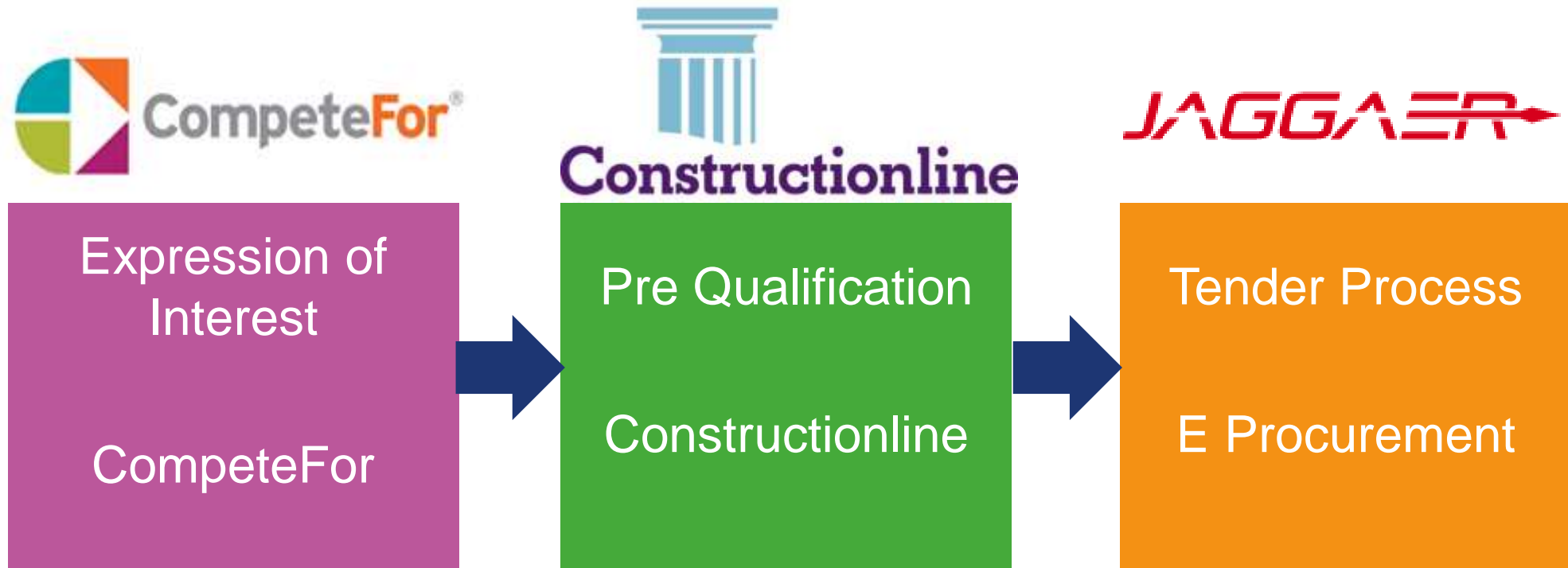
Coaching by university partners through surgery events.

Grants to assist businesses to adapt to the tendering /contractual needs

Real Opportunities

- Site Vegetation Clearance
 - Temporary Fencing
 - Security
 - Fuel Supply
 - PPE
 - Formwork
 - Waterproofing
 - Scaffolding & access equipment
 - Temporary Works Design
 - Landscaping
 - Road Marking
 - Instrumentation and Monitoring
 - Noise, Dust & Vibration Monitoring
 - Steel Fixing (Supply & Fix?)
 - Expansion Joints
 - Access Platforms
 - Material Processing
 - Planning / Milling
 - Waste Management
 - Structural Steel - Quality Inspections
 - IT hardware and software
 - Newts Translocation / Environmental Barriers
 - Survey Equipment
 - Permanent Fencing
 - Topographical Surveys
 - Medical Service and Products
 - Washroom hygiene service
 - Health and Safety Products
 - Fixings and sealants
 - Environmental Response/ Spillage
 - Emergency Rescue
 - Highways Joints
 - Hway Drainage CCTV survey and jetting
 - Hway Tack Coat.
 - Concrete Pump Hire
 - Bowers Water/Fuel/Waste - New/Hire
 - Non Operated Power Tool Purchase
 - Hand Tools Purchase
 - Drainage Valves
 - Drainage Pollution Controls
 - Drainage Hydra brakes
 - Drainage Penstock
 - Mailing and Printing
 - General Signage
 - Drainage and Comms ironware
 - Surface Water management
 - General Building & Civil materials
 - Geotextiles and Geogrid
 - Industrial Gases
 - Office Stationery & equipment
 - Electrical Products
 - Facilities Management cleaning , compliance
 - Temporary site fencing
 - Fire Protection Products
 - Waste Management Recycling/Disposal (General /Hazardous)
-

How to work with BBV



SUPPLY CHAIN SUSTAINABILITY

SCHOOL

HS2

Thank you





Getting your business onboard

Michael Sedgwick – Supply Chain Manager - EKFB



Who is EKFB?

A joint venture that brings together international, market leading expertise.

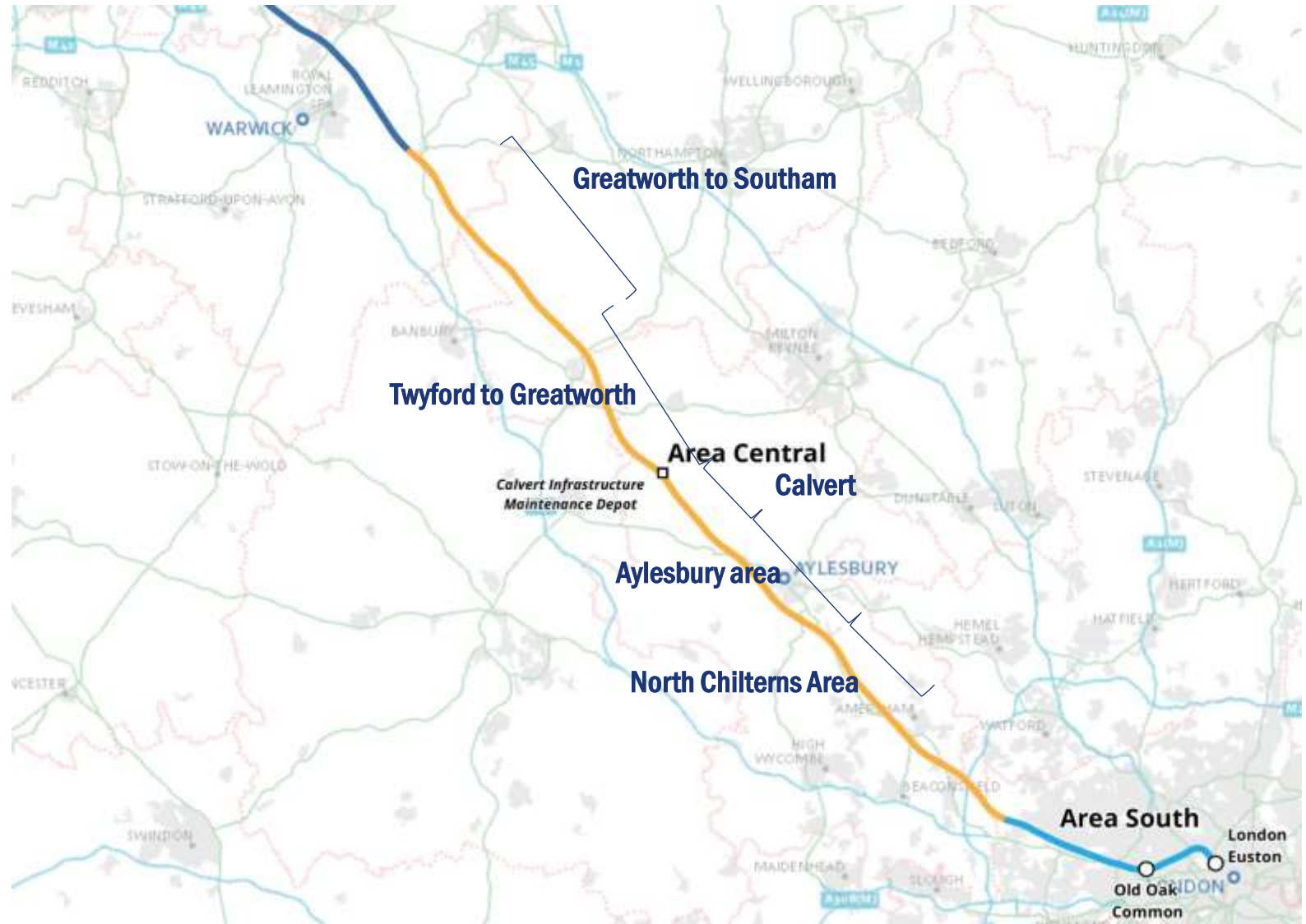
We are committed to:

- Improving lives, communities and our industry
- Providing sustained employment opportunities
- Being a good neighbour
- Protecting the environment and the places we work
- Providing exceptional value for money



Our Scope

- C23 Section - Long Itchington Wood to Chiltern Tunnels
- Approximately £2bn of spend over 5 years
- 80km of trace through rural locations
- Buckinghamshire, Oxfordshire, Warwickshire and Northampton
- 5 sub projects



EKFB scope in numbers



**330 hectares of
landscape
planting**

**80 km of high
speed line**

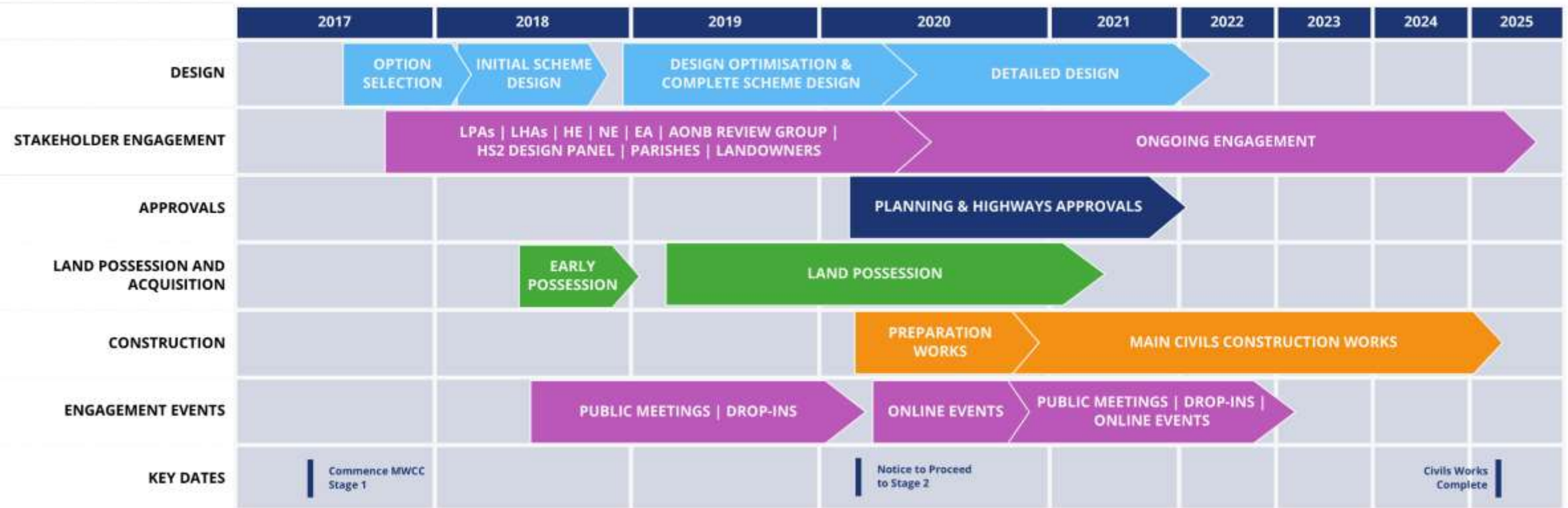
**5km of Green
Tunnels**

17 Viaducts

75 overbridges



Our Programme



EKFB C23 Opportunities

174 major packages being procured over the next 18 months!

Supply Chain Opportunities		
July	2020	7
August	2020	13
September	2020	12
October	2020	9
November	2020	12
December	2020	18
January	2021	13
February	2021	6
March	2021	11
April	2021	4
May	2021	7
June	2021	9
July	2021	11
August	2021	8
September	2021	7
October	2021	11
November	2021	9
December	2021	7



Package progress – Oct 2020

Below details some of the main packages of work EKFB are currently procuring;

< £30m Packages

- Earthworks sub contract
- Earthworks Plant
- Piling operations
- Operated and non-operated operated Plant
- Supply of Aggregates
- Supply of Concrete

£30m - £10m

- Sleeping accommodation
- Vegetation clearance
- Material Testing
- Cranes
- Structural Steel
- Reinforcement
- Lime Supply

£10m - £5m

- PPE
 - LGV and Fleet
 - Temp Works Design
 - Modular Buildings
 - Catering
 - Survey equipment
 - Signage
-

Our Shopping List

Creative Services

- Video & photography
- Graphic designers
- Stationary and printing
- Courier service
- Hoardings
- Road and site signage

Food & Catering

- On site catering service
- On site catering vans
- Meeting catering
- Drinking water
- Vending machines
- Local café/restaurants

Accommodation

- Renting/Apartments
- B&B/Hotel
- Site offices
- Temporary accommodation
- Modular buildings

Employee Services

- Entertainment & Leisure
- Local restaurants/café
- Health & wellbeing
- Hairdressers
- Recruitment
- Child care

Transport & Logistics

- Transport (individual and workforce)
- Traffic Marshalls
- Vehicle management planning system

Trade & Construction

- Builders merchants
- Machinery hire
- Painters/decorators
- Surveys
- Electricians & plumbers

Site Services

- Cleaners & facilities Waste management & disposal
- Clothing (PPE)
- Generators
- Vegetation clearance



Our Balanced Scorecard

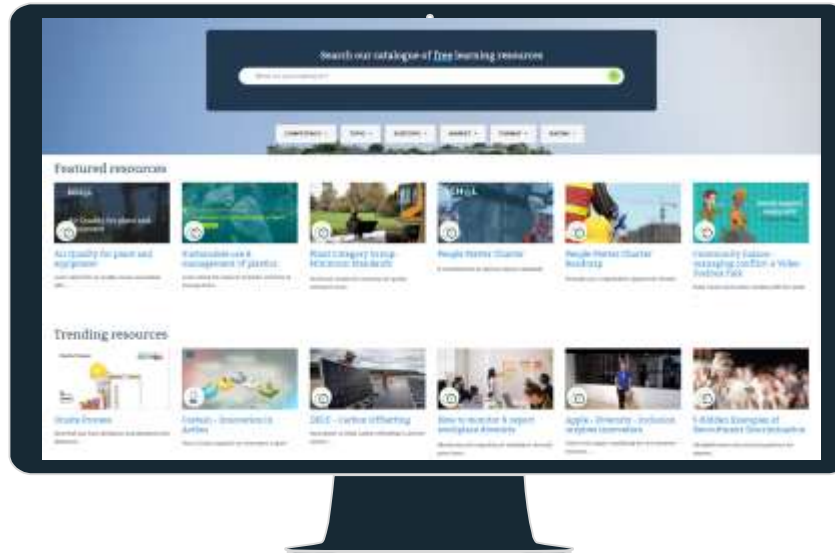
- Value focused procurement – How to add value
- Objective approach to tender adjudication
- Common assessment standard
- Drives best practice within the supply chain
- Constructive Feedback
- Delivers benefits and legacy



Upskilling our Supply Chain



Working in partnership with



Sustainability		Offsite
Air quality	Introduction to Water	CFMA
BES 6001 for Responsible Sourcing	Labour Practices in FM	Offsite Manufacturing
Carbon in Infrastructure	Leading Change	Design: Product & Process
Carbon Reporting	Life Cycle Analysis	Logistics
Circular Economy	Local and SME Spend in FM	Onsite Assembly
Climate Change & Carbon	Modern Slavery (x2)	Best in Class Maintenance
Economy & Community	Overheating in Homes	Management
Energy & Carbon Efficient Buildings	Performance Gap	Collaboration
Engaging a Diverse Supply Chain	Plastic waste	Leading Change
Environmental Management	Social Value (x2)	Innovation
Ethical Business (x2)	Sustainability for Building Managers	Project Management
Fairness, Inclusion & Respect (x3)	Sustainability in FM	Quality
Getting Value out of your EMS	Sustainability in Food & Drink	Supply Chain Management
Green Infrastructure	Sustainable Construction	Marketing & Business Development
Heat Mapping	Sustainable Drainage Systems	Lean
Introduction to Biodiversity	Sustainable Homes	Introduction to Lean
Introduction to CEEQUAL	Sustainable Procurement	Collaborative Planning
Introduction to Waste		5s
	BIM	7 Wastes
	Introduction to BIM	Value Stream Mapping
		Visual Management

Engage With Us

Ensure you are registered on CompeteFor and visit the EKFB JV CompeteFor partnership site to find out details on all forthcoming tender opportunities.

The screenshot shows the top section of the EKFB website. At the top left, it says "Official partner of" followed by the CompeteFor logo. To the right, there are links for "The UK supply chain portal", "Login", and "Register". Below this is a large banner with a green and yellow background. On the left of the banner is the EKFB logo. On the right is a quote: "Together, we can transform the civil engineering and construction industry, influence future generations, support the growth of the UK economy and leave a legacy that improves people's lives" attributed to David Lowery, Director, EKFB. To the right of the quote are four colored squares (red, teal, yellow, green). Below the banner is a dark navigation bar with a home icon, links for "Opportunities", "About Us", "About You", and "Helpful Information". On the right side of the navigation bar, there is a link for "Latest 10 opportunities" and a "View all >" link.

<https://www.competefor.com/ekfb/>

Alternatively email supplychainenquiries@EKFB.com

Concept Engineering Consultants

CONCEPT

Our Journey with HS2 Limited

HS2

Natalie Bews
Senior Engineering Geologist

Our journey with HS2

- Introduction
- Our Journey with HS2
- Growth and the Future

Natalie Bews
Senior Engineering Geologist



Introduction

- ▶ Site Investigation Contractor
- ▶ Established 1997
- ▶ London based
 - Offices, Laboratory, Yard and Depot – Acton
- ▶ Currently employ 91
- ▶ Turnover 7.1 m
- ▶ Still owned founding members
- ▶ We are an SME



CONCEPT

Introduction

▶ Ground Investigation:

- Establish geotechnical parameters
 - Soil and Rock
 - Groundwater
 - Contamination
- Obtain Samples
 - Geotechnical logging
 - Laboratory testing
- Provide Data
 - Qualitative data for foundation & construction design



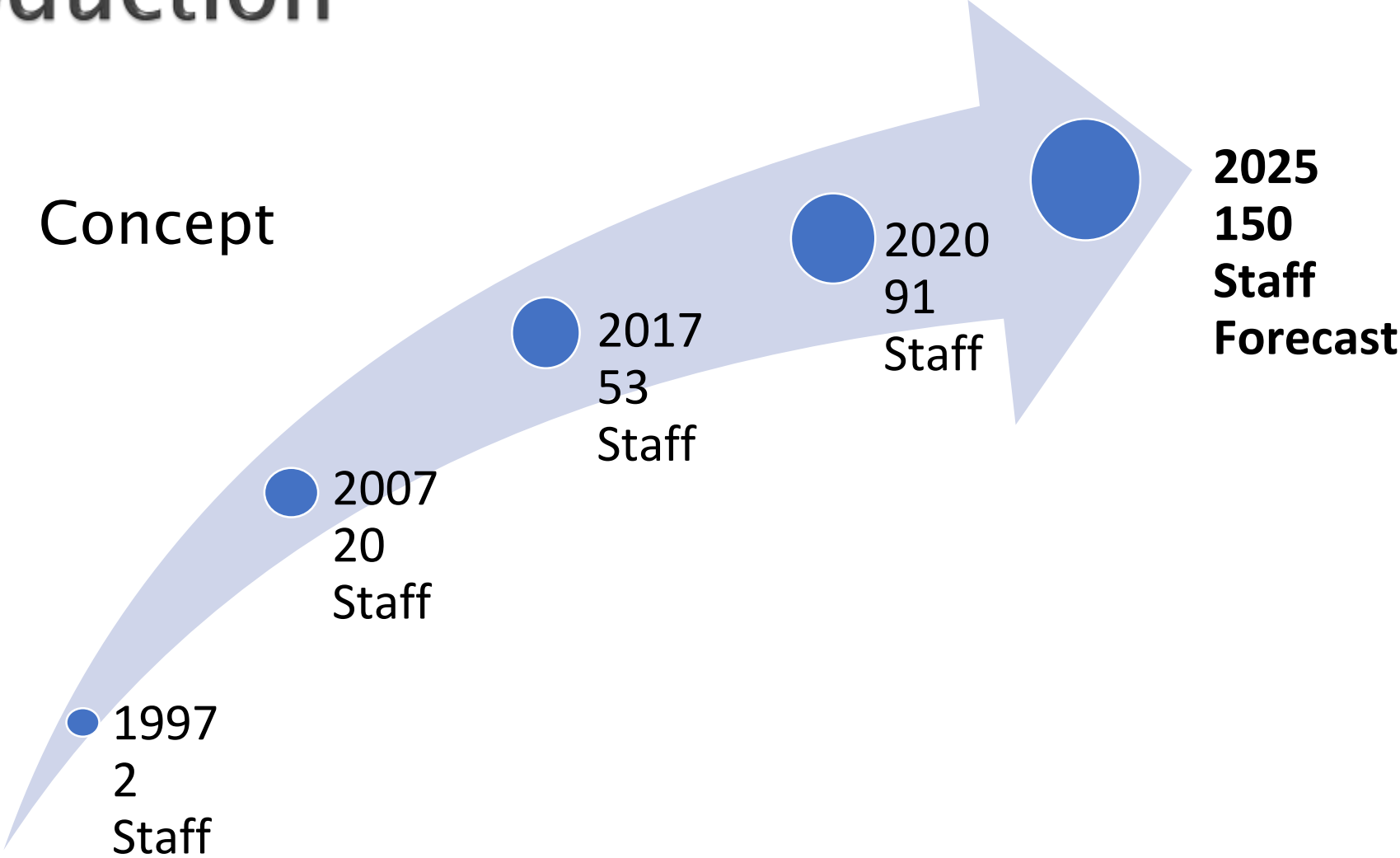
Introduction

- ▶ Intrusive Investigations
 - Drilling and boring
 - Trial Pits and trenches
 - ▶ Non Intrusive Surveys
 - Geophysics
 - Insitu Testing
 - ▶ Laboratory Testing
 - Soil and Rock
- Prior to any construction**



Introduction

Concept



Our Journey with HS2

2017 – Our HS2 journey began ...

HS2

Our principles and values

Our guiding principles show we care for the public, their money and each other.

- ▶ Ensuring value for money
- ▶ Respecting communities
- ▶ Championing teamwork and collaboration
- ▶ Creating a positive legacy for Britain



Integrity



Leadership



Respect



Safety

CONCEPT

Our Journey with HS2



Equality

- Staff policies and procedures for all equality issues
- All company processes ensure no discrimination occurs with regard to sex, race or religion

Diversity

- 45% of Directors are female
- 55% of Management staff are female
- 18 Nationalities
- 23 Countries if Origin

Inclusion

- All individuals are valued regardless of talents or skills. Equal value is placed on individuals regardless of their roles, job titles or standing in the organization.

Our Journey with HS2



BSI ISO 14001: Environment

BSI ISO 9001 : Quality



Sentinel PTS – Personal Track Safety

Our Journey with HS2



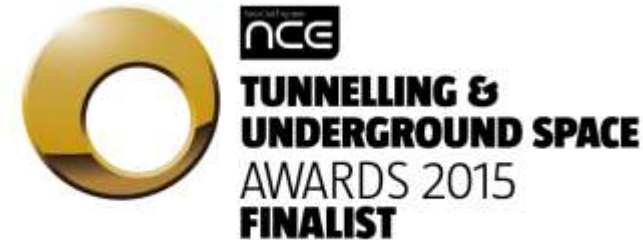
Concept are proud to have been awarded
Ground Investigation Specialist of the Year.



Concept are proud to have been shortlisted for

- Ground Investigation Specialist of the Year.
- Ground Investigation Project of the Year.
- Sustainability Award.

FINALIST



Concept are proud to have been awarded
Ground Investigation Specialist of the Year.

Our Journey with HS2

2017 – so we asked HS2 ...

www.hs2.org.uk/building-hs2/supply-chain/

Supply Chain opportunities

Find out how you can join the HS2 family and help deliver our new low-carbon, high-speed railway.



HS2
Official partner of **CompeteFor**

Opportunities in our supply chain
Register on CompeteFor to see contract opportunities at tier 2 and below.
[Find out more >](#)

Our Journey with HS2

www.competefor.com

The screenshot shows the CompeteFor website homepage. At the top left is the CompeteFor logo with the tagline "Giving businesses access to supply chain contract opportunities". On the top right, there is contact information: "Tel: 0800 923 9235" and "Email: help@competefor.com", along with "REGISTER" and "LOGIN" buttons. A left-hand navigation menu includes links for "About", "News", "Partners", "Help", "Video Guides", "Useful Links", "BiP Services", "Events", and "Notice to Users". Below the navigation is a large blue banner with the text "Welcome to CompeteFor" and a sub-headline: "CompeteFor is a free supplier platform that enables businesses to compete for contract opportunities linked to large-scale public and private sector buying organisations." A "LOGIN" button is present in the banner. Below the banner is a "View Our Partners" section featuring logos for SHANKS, COSTAIN STRABAG, COSTAIN, Balfour Beatty, HS2, and Tideway. The bottom section is divided into three columns: "Delivering to business" (listing statistics like "Over 200,000 businesses registered on the website"), "Benefits for buyers" (listing "Access a wide range of diverse suppliers" and "Shortlist suppliers to meet their specific needs"), and "Benefits for Suppliers" (listing "FREE access to Supply Chain Opportunities" and "Daily email alert"). At the bottom left of the page, there are "REGISTER" and "LOGIN" buttons.

Our Journey with HS2

- ▶ **HS2 Lot S1 and S2 – GROUND INVESTIGATION**
- ▶ Logistic arrangement, Compound and Site Office



Travel times:

Concept Yard/Lab – Euston 35minutes

Concept Yard/Lab – Ruislip 35minutes

Our Journey with HS2

Appointed Ground Investigation contractor with SCS JV for delivery of additional Ground Investigation Works for HS2 S1 and S2



SKANSKA



STRABAG

CONCEPT

Our Journey with HS2

One Team: One Goal

- Common Data Environment
- Efficient project data sharing
- Step Change in our financial processes and systems
- Mitigate project dispute
- Maximize co-operation and coordination of all project community



SKANSKA

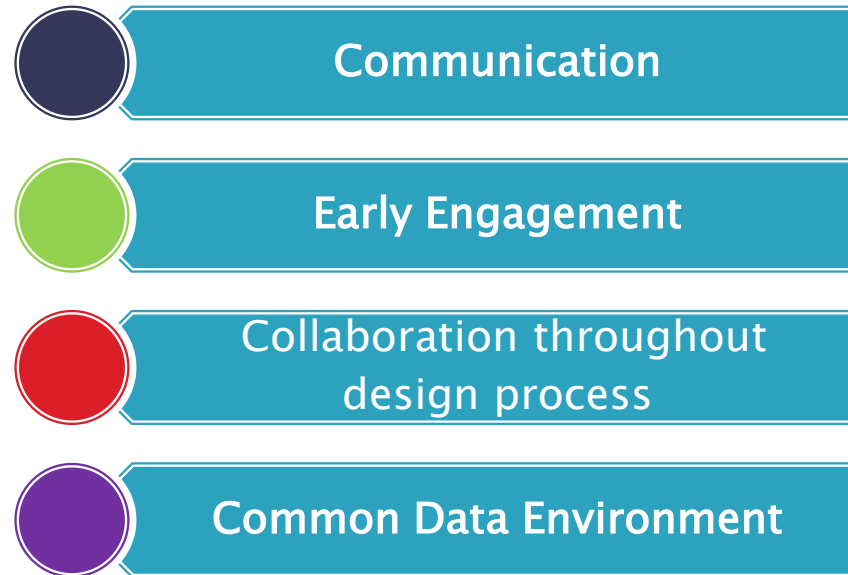


STRABAG

HS2
CONCEPT

Our Journey with HS2

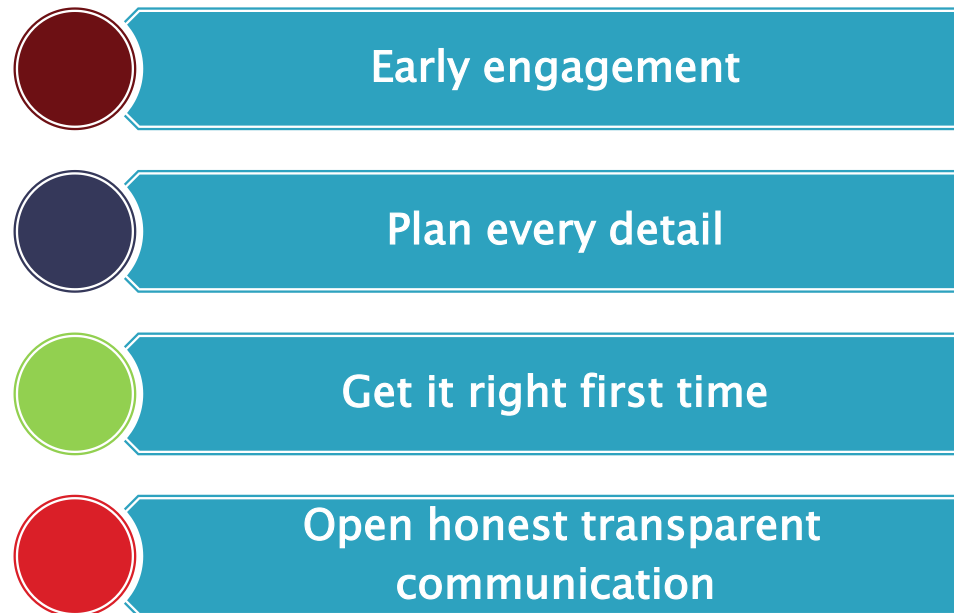
- ▶ Sustainable innovation and efficiencies throughout the project



- ▶ Right first time

Our Journey with HS2

▶ Efficiencies in Site Investigation



The biggest cost of any SI is mobilisation
Communication, co-operation and collaboration is
key to achieving common project goals

Our Journey with HS2

- ▶ Encouragement to grow and build on all aspects of our business
- ▶ Greater understanding and appreciation of the importance of sustainability
- ▶ Development of Strategies

SUPPLY CHAIN SUSTAINABILITY
SCHOOL

CONCEPT

Our Journey with SCS JV

- ▶ Since working with SCS JV ...
- ▶ Sustainable Strategy
 - 33% reduced costs
 - 50% faster delivery
 - 50% lower emissions



- ▶ Right first time



Growth and the future

- ▶ Sustainable organic growth outside London



Coventry

CONCEPT

CONCEPT : HS2 Ready



HS2

CONCEPT : HS2 Ready



HS2

CONCEPT : HS2 Ready



HS2

CONCEPT : HS2 Ready



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CONCEPT : HS2 Ready



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CONCEPT : HS2 Ready



HS2

Thank you

Accurate, high quality
services in the most cost
effective manner



CONCEPT

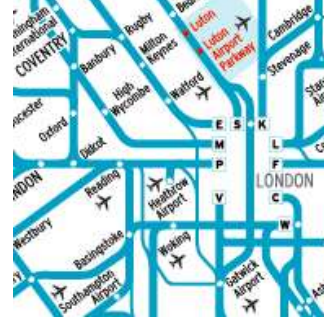
Supply Chain Opportunities Across HS2

Robert Slater – Supply Chain Manager



Our procurements

SCOPE



Design and Services

Enabling works contracts

Utilities and on-network works

Main Works Civil Contracts

Stations

Rolling stock

Railway systems

STATUS

Awarded

Awarded

Awarded

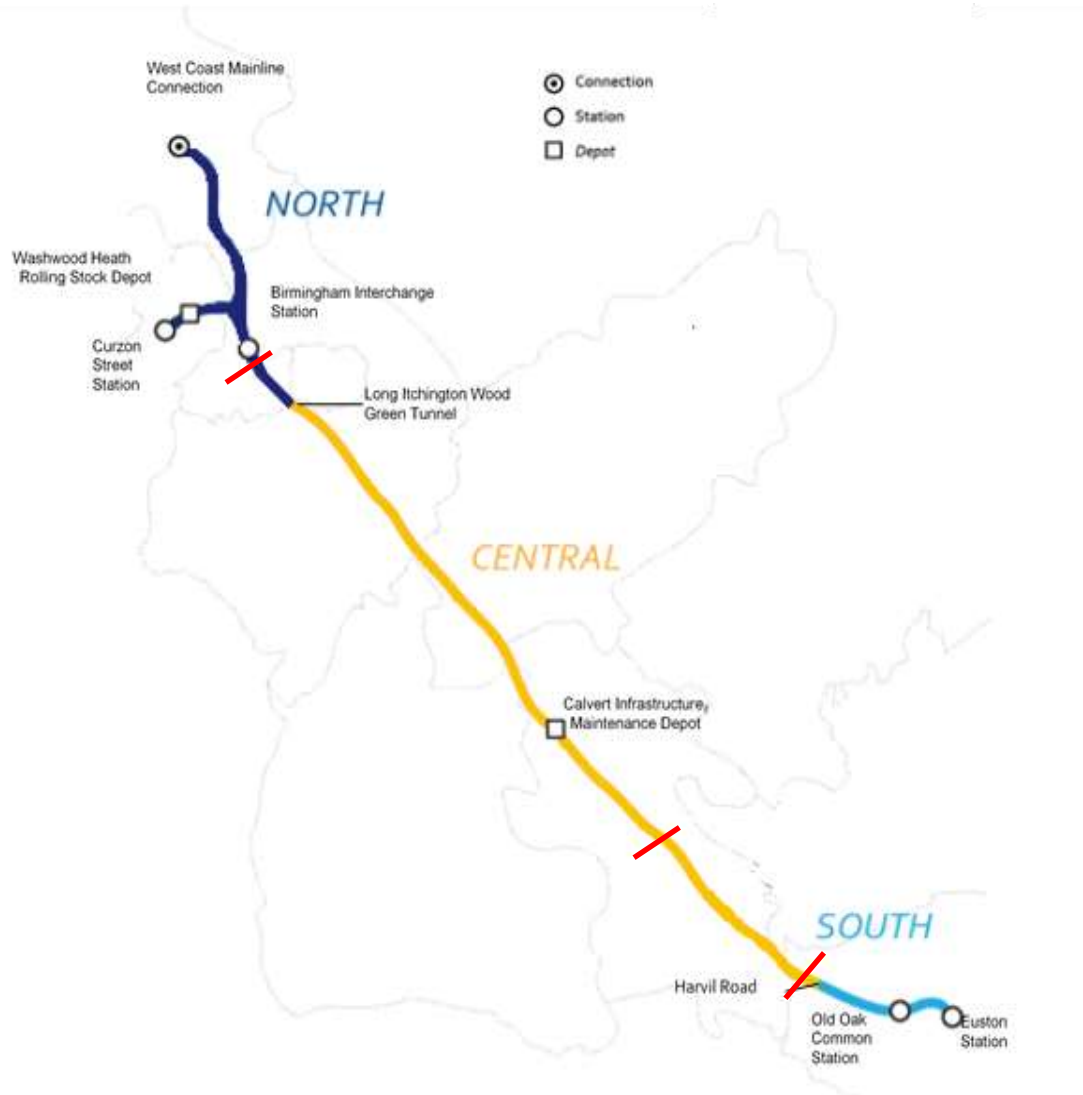
Awarded

Awarded and Launching

Tendering

Launching

Main works civil contracts



NORTH

BBV JV

BBV JV

- Balfour Beatty Group Ltd
- VINCI Construction Grands Projets
- VINCI Construction UK Ltd
- VINCI Construction Terrassement

CENTRAL

EKFB JV

EKFB JV

Align JV

- Eiffage Genie Civil SA
- Kier Infrastructure & Overseas Ltd
- Ferrovial Agroman
- BAM Nuttall
- Bouygues Travaux Publics
- VolkerFitzpatrick
- Sir Robert McAlpine

SOUTH

SCS JV

SCS JV

- Skanska Construction UK Ltd
- Costain Group Plc
- STRABAG AG

Supply chain opportunities

Examples

Service packages

- Occupational health
- Facilities management
- Site catering
- Security services
- Logistics management
- Waste management
- Materials supply

Professional services

- Surveying services
- Monitoring and measurement
- Specialist advice and consultants
- Photography and videography
- Printing

Works packages

- Utilities diversions
- General civils
- Piling/diaphragm wall
- Fibre-reinforced concrete
- Earthworks
- Structural steel work

Stations procurement update

Birmingham Curzon Street station



Schedule 17 planning consent has been granted

Tendering underway

Interchange station



BREEAM 'Outstanding' certification

Prequalification to commence shortly

Railway Systems procurement update



Track contracts

OCS contract

**Tunnel and
lineside M&E**

HV power

Telecoms

CCS (signalling)

**Washwood Heath
& NICC**

4x Track
1x S&C
1x Rail
1x Slab track

**1x route-wide
catenary contract**

**1x route-wide
1x cross-passage
doors**

**1x route-wide
contract**

**1x Operational
Comms**
**1x 3rd Party
Comms**

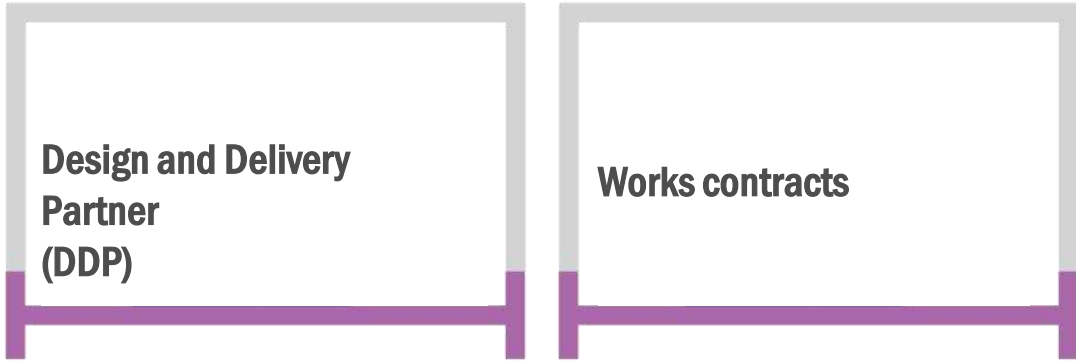
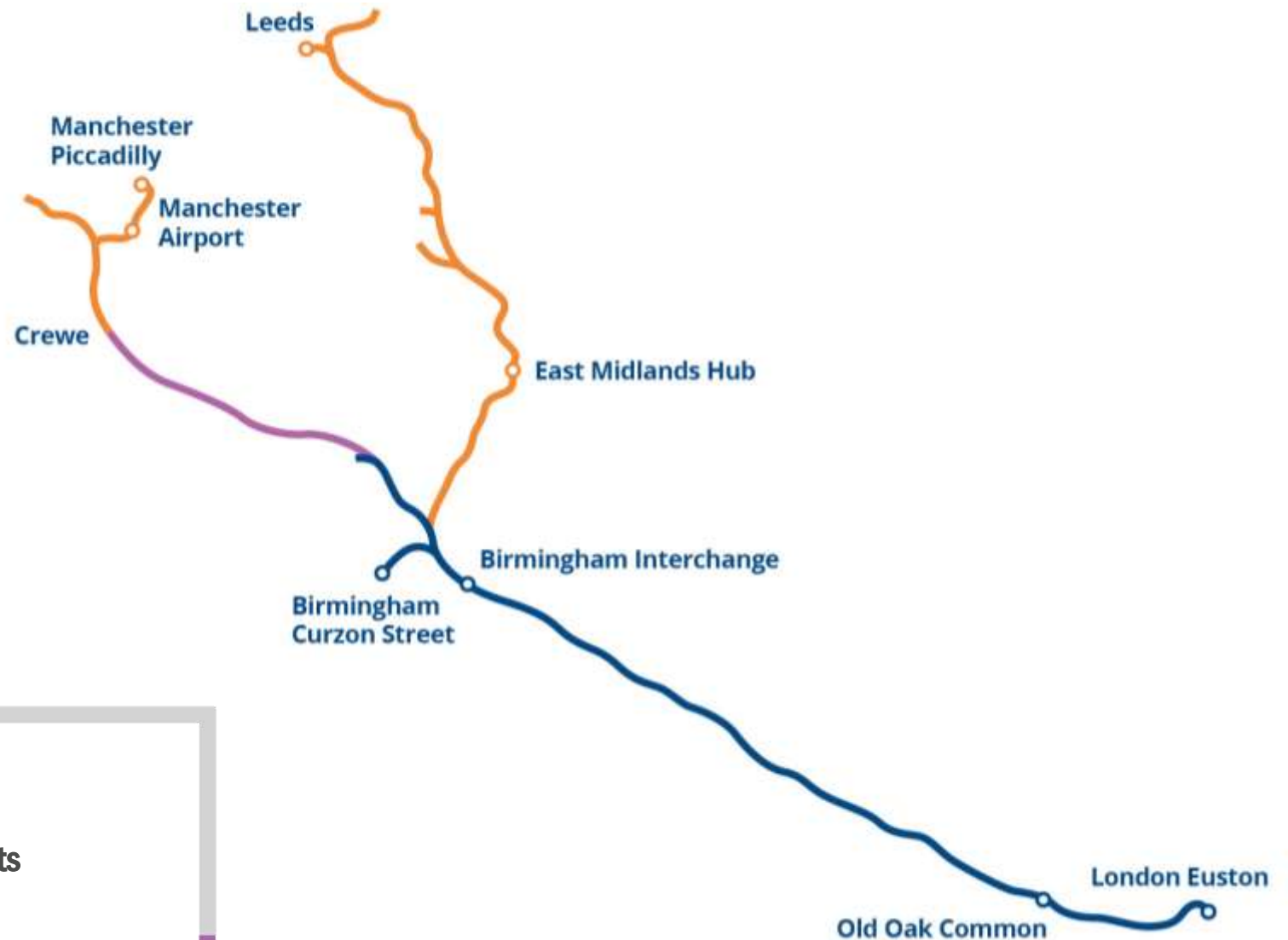
1x CCS & TM
1x EMS

1x depot contract

Live procurement

Phase 2a update

Connecting the **Midlands Engine** to the **Northern Powerhouse**.



Bidding for work: getting to know HS2

- Understand HS2's vision, values and strategic goals
- Register with the right online portals – CompeteFor
- Have policies in place (Quality, H&S, Equal Diversity & Inclusion, Environment)
- Consider partnering with other suppliers
- Weigh up your decision to bid
- Build your network – attend events, webinars
- **Be ready** – have your boilerplate text



What you can do now

View HS2
supplier
guidance



www.hs2.org.uk

Register on
CompeteFor



www.CompeteFor.com/hs2

Use free
industry
resources



www.supplychainschool.co.uk

Work with
business
organisations



LEPs, Chambers,
ACAS, etc

Contact us
directly



scc@hs2.org.uk



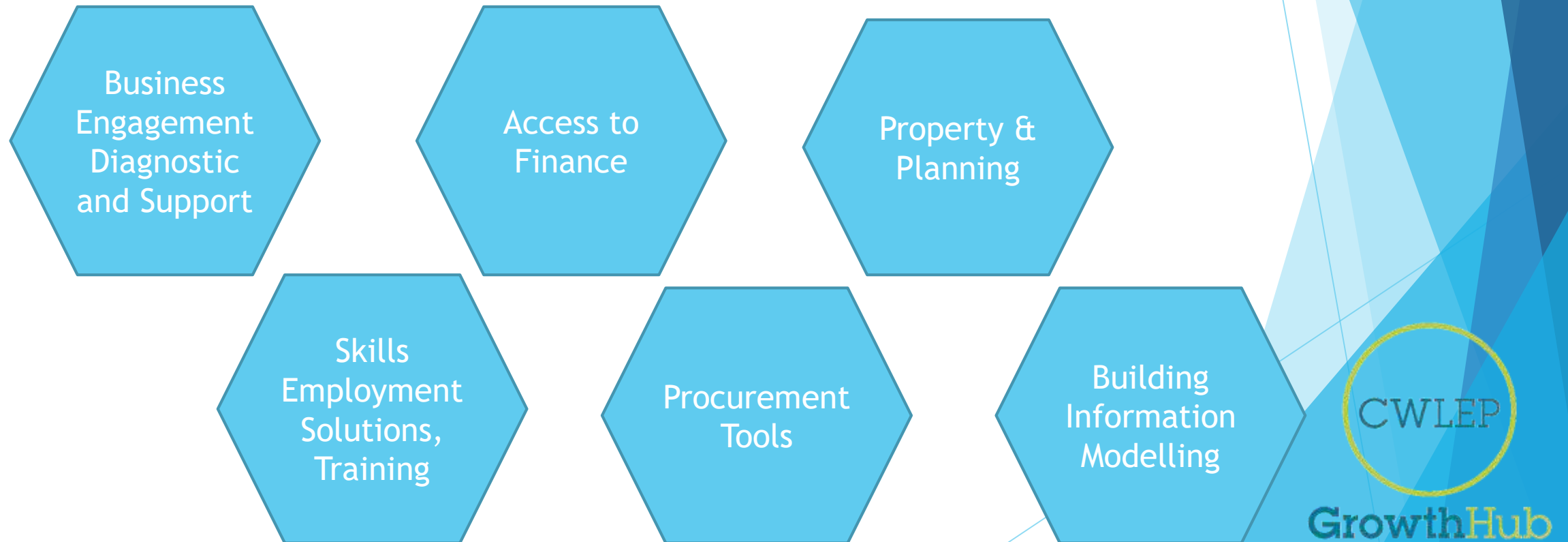
West Midlands Growth Hubs – HS2 Business Support & Supply Chain Programme

Phil Peak, Operations Director, CWLEP Growth Hub

HS2 Webinar, 14th October

Our Vision:

To engage with local businesses and help them build their capacity and capabilities to enable them to capitalise on the opportunities presented by HS2 and the wider Connectivity projects.



Business Engagement, Diagnostic and Support

- ▶ One to one guidance, advice and support available from your local business Growth Hubs:



- ▶ A 'one stop shop' bringing local and national support into one place.
- ▶ On line Growth Hub Portals, telephone helplines and face to face support available.

Key Areas of Available Support

▶ Access To Finance

- ▶ Private and Public sector inc. Covid-19 support
- ▶ Inward Investment

▶ People & Skills (recruitment, training, apprenticeships, Kickstart)

▶ Commercial Property (finding new, expanding existing, planning issues)

▶ Innovation (new products and processes)

▶ Business Support (business planning, diversification, sales & marketing, export, IP etc.)

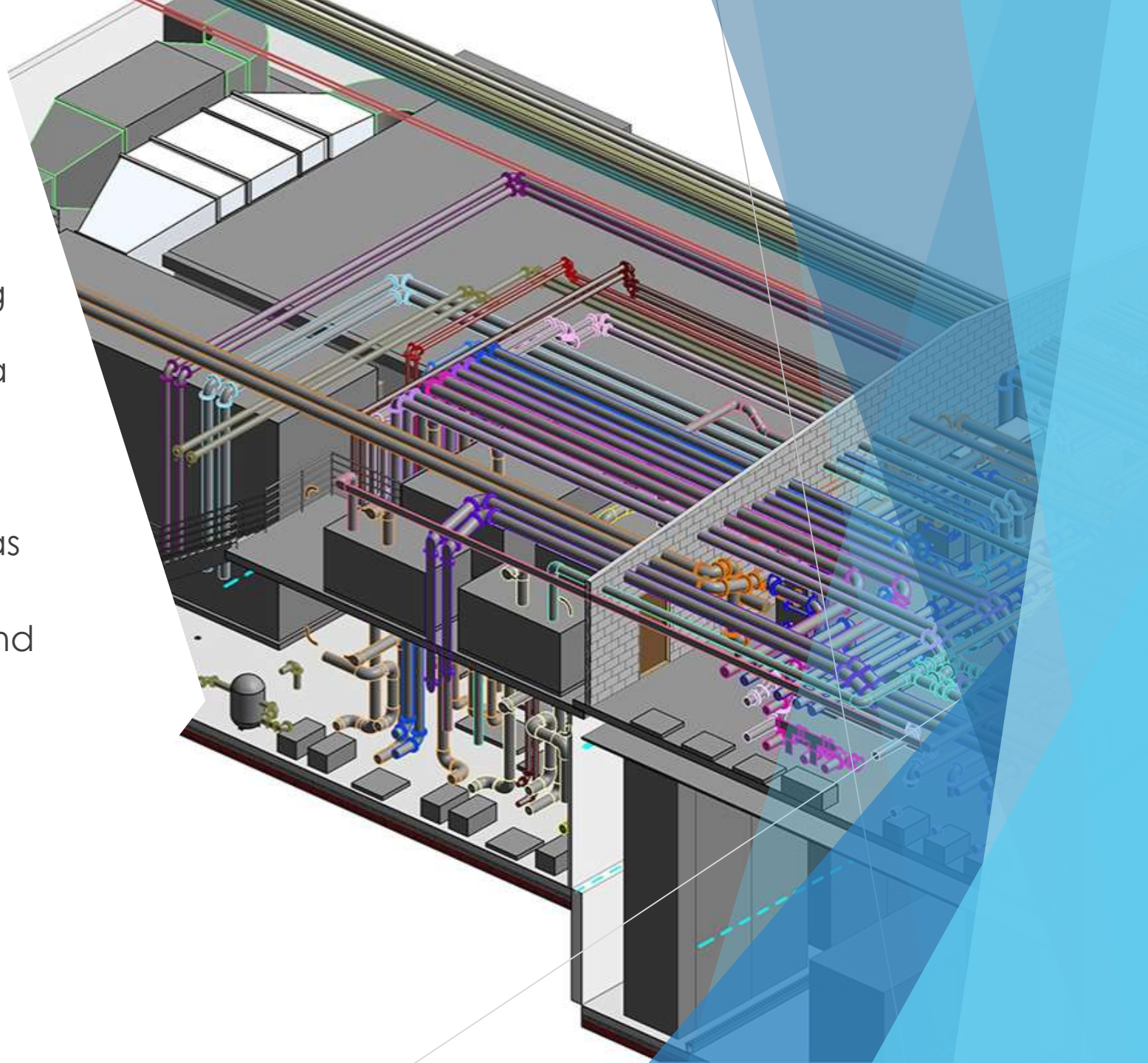
▶ Added Value (e.g. Intertrading, explore new sectors)

▶ Business Collaboration (Targeted B2B introductions)



BIM (Building Information Modelling)

- ▶ For construction and engineering firms wishing to work on public sector projects. BIM is no longer a 'nice to have' but an essential deliverable.
- ▶ Get BIM ready and experience long-term benefits across all areas of your business
- ▶ Digitalises your work processes and optimises design and assembly opportunities
- ▶ **Local support available via Coventry University, Wolverhampton University and Warwick Manufacturing Group**



Initiatives to support businesses through COVID19

▶ **Peer Networks Programme**

- ▶ to be launched soon in all regions– bringing together business leaders to develop innovative solutions
- ▶ Seeking to improve resilience of SMEs
- ▶ Adapting business models to the “new normal”
- ▶ Driving longer-term productivity gaps

▶ **Export advice** – Export & international trade support via Growth Hubs and Chambers of Commerce

▶ **Find it in**

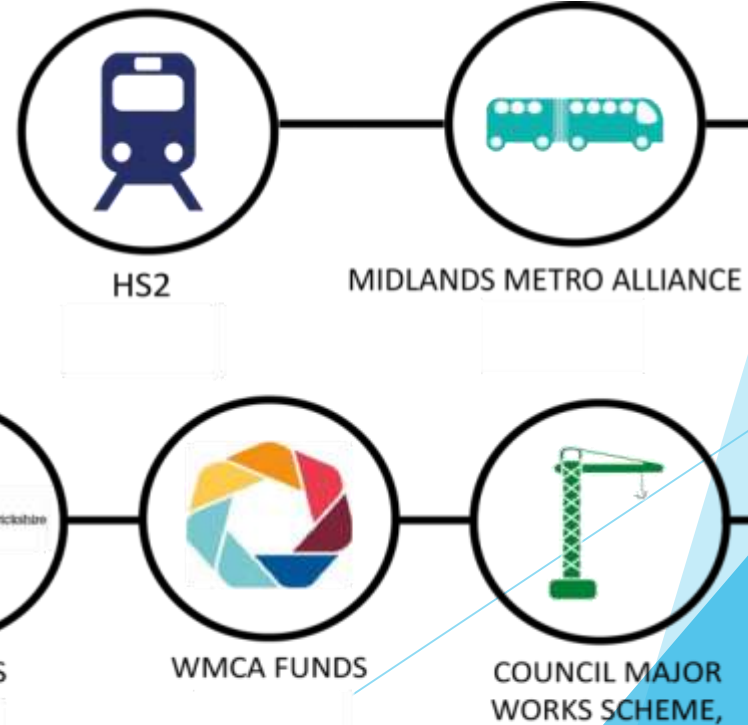
CWLEP

GrowthHub

Immediate Local Opportunities



Commonwealth Games 2022



GrowthHub

 Find it in

Since its launch in 2007

Over **90,000** members
across the finditin networks

 Find it
in Birmingham

 Find it in **CW**
Connecting businesses in
Coventry and Warwickshire

 Find it
in the Black Country

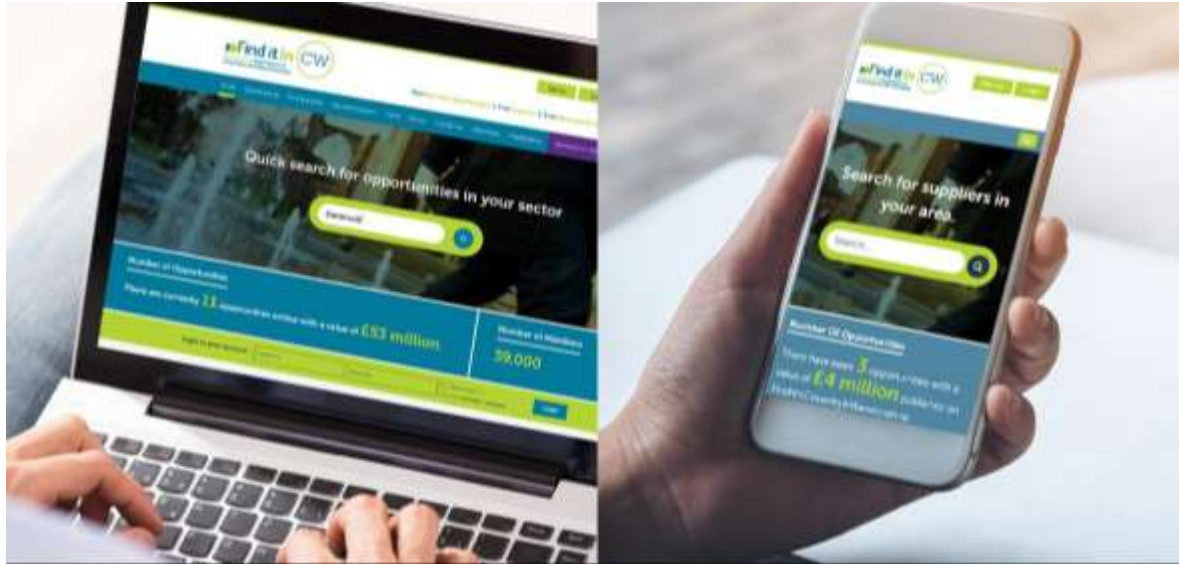
 Birmingham **2022**
Business portal

 Find it
in Worcestershire

**WEST MIDLANDS
OPPORTUNITIES
PUBLISHED** **SO FAR
IN 2020**

**£25.9
BILLION**

Finditin network



- **The Finditin network** is an online B2B opportunities platform covering the West Midlands area allowing suppliers, buyers and investors to market their goods, services and opportunities and providing a forum for supply chains to connect and trade.
- The portals act as the tool through which any SME opportunity available to local businesses will be advertised
- No cost to register and access opportunities

Local Case Study: Wharton Natural Infrastructure Consultants



- Alcester-based consultancy provides topographical surveys, tree and ecology advice
- Is helping HS2 care for the existing landscape that we live in and improving them with well planned and implemented design which integrate tree and ecological benefits

CWLEP

GrowthHub

Get in touch with your local Growth Hub!

Black Country Growth Hub



www.bcgrowthhub.com



GrowthHub

www.cwgrowthhub.co.uk



Growth Hub

www.gbslepgrowthhub.co.uk



GrowthHub



Thank you!

Coventry & Warwickshire LEP Growth Hub

Phone: 0300 060 3747 // Email: support@cwgrowthhub.co.uk

Web: www.cwgrowthhub.co.uk // Twitter: @CW_GrowthHub

**Thank you
for attending**

HS2

