



Business Opportunities in Hammersmith & Fulham 2 for the local construction industry

Webinar 23rd June 2021

**H&F Local Supply Chain Project
(Since 2017)**

Hammersmith & Fulham Council

AGENDA



9.15	Introduction by David McAlpine, Project Director of the H&F Local Supply Chain Project
9.25	<i>Update on Council Procurement Strategy and delivering Social Value</i> with Andra Ulianov, Head of Contracts & Procurement Resources, H&F and Ilaria Agueci, Social Value Lead, H&F
9.40	<i>Update on LBHF forthcoming Professional Services Framework –</i> Dominic D’Souza, Commercial Manager, the Economy Dept. H&F <i>Update on Conversion of Caretaker lodges in local primary schools – opportunities for local builders:</i> Lee Alaba
9.55	<i>Opportunities with Kier Places on their Planned Maintenance contract with H&F</i> – Chris Hardaker, Head of Procurement, and Chris Todd, Commercial manager, Kier Places
10.10	<i>Opportunities with Ardmore on the Town Hall Site redevelopment,</i> Ciaran Crosby, Project Manager, Ardmore Group
10.20	<i>Opportunities with Bowmer & Kirkland on the EdCity development,</i> Colin Sibley. Head of Procurement Bowmer & Kirkland
10.30	<i>Opportunities with McLaren on Hoxton Hotel development,</i> David Fajobi Quantity Surveyor, McLaren
10.40	<i>Opportunities with Mears Group on H&F Housing repairs and maintenance,</i> Jason Plunkett, General Manager and Martin Gaffney, Procurement, Mears Group Plc
10.55	Q & A session with all delegates (questions submitted via Chat during and after the presentations)
11.15	CLOSE

Main Aims of the H&F Local Supply Chain Project



“To help local businesses in Hammersmith & Fulham in construction and property maintenance trades to access and win opportunities generated by property developments and refurbishments taking place in the borough

And

To assist Developers and Main Contractors and the Council to fulfil their s106 and social value local procurement commitments”

How do we do this?



- Engagement with local companies
- One to one support
- Events and workshops
- Engagement with Buyers in the borough
- Matching their opportunities with local suppliers

Update on the H&F Supply Chain Project Phase 2: 2019-21



- 250 local companies engaged
- 60 Buyers engaged
- Over 100 tender invitations
- Over 40 contracts won
- 18 Business Events held

Architects, designers, technical consultants, trade suppliers, general builders, property repair & maintenance, waste management and logistics, security systems, electrical contractors, landscaping contractors, plastering, scaffolding, decorating, flooring contractors, cleaners, joinery, tiles, stone and marble suppliers, acoustic consultants, drainage, damp specialists, pest control, signage, hoarding, furniture supply and many others.....

One-to One Support



Improving your chances of winning more work

- Getting Health & Safety documentation , RAMS and forms completed
- Critiquing your Tenders
- Helping get you get the accreditation you need to bid
- Marketing and tender opportunities
- HR Support

Winning Contracts – what buyers want : Evidence of low risk: Accreditation, financial stability and appropriate level of turnover



Hammersmith & Fulham Council

Supporting local businesses through procurement



- H&F CSOs - services and goods <£50k - min. 3 quotes from local businesses
- Works H&F CSOs - services and goods <£50k - min. 3 quotes from local businesses
- Works contracts <£189k - min. 4 quotes from local businesses
- PPN11/20 implemented in CSOs
- Option to reserve contracts below thresholds to local businesses and/or SMEs and VCSEs

Services and goods - below £189k

Works - below £4.5m

- Local businesses are defined in the PPN as Greater London (CCS)
- Establishing DPSs
- Social Value from big contractors
- contracts <£189k - min. 4 quotes from local businesses
- PPN11/20 implemented

H&F priorities	Social Value Outcomes
Building Shared prosperity	<ul style="list-style-type: none"> • More quality jobs • Improved skills & training opportunities • Support young people into work • Opportunities for people facing additional barriers
Doing things with residents, not to them	<ul style="list-style-type: none"> • Opportunities for local SMEs & VCSEs • Healthier community • More working with communities • Supporting communities to deal with Covid19
Creating a compassionate Council	<ul style="list-style-type: none"> • Improving staff wellbeing • Support residents to live independently • Digital Inclusion
Taking Pride in H&F	<ul style="list-style-type: none"> • Workforce that reflects diversity • Crime is reduced
Arising to the challenges of Climate Change	<ul style="list-style-type: none"> • Air pollution is reduced • Safeguarding the natural environment • Reduced carbon emissions

Social Value in H&F



- Legislation introduced in 2012 requiring all public spend to consider social value
- H&F SV Strategy adopted in May 2020 – requiring all contracts over 100K to create at least 10% in SV

Key outcomes H&F seeks to secure using SV:

- Access to employment and skills opportunities for local people
- Create opportunities and support local businesses
- Support to achieve Net Zero Carbon by 2030
- Support our communities & voluntary sector partners

Professional Services Framework



- To support the delivery of capital projects.
- Quantity Surveyors, Contract Administrators, Project Managers, Principal Designers, CDM Advisers, Building Surveyors, Employers Agent, Engineering Services (M&E and C&S), Architects, Clerk of Works and Third Party Verification Services.

Framework Structure



- 8 Lots in Total:
 - 4 multi-disciplinary lots for identical list of services, differentiated by value thresholds
 - **Includes a lot for projects below £500k where service provider commission would be e.g. 5% (below £25k)**
 - 1 Engineering lot (M&E and C&S)
 - 1 Architects Lot
 - 1 Clerks of Works Lot
 - 1 Third Party Verification Services Lot (Fire Safety focus)
- 4 Consultants per lot to be shortlisted
- Work awarded by mini-competition
- 4 years long
- No guaranteed work

Procurement



- 2-Stage Restricted Procedure procurement exercise
- Conducted via e-tendering portal, **capitalEsourcing**
- **Find a Tender Service (FTS) Notice** (replaced OJEU Notice) will go out in July/August 2021
- Contract signing in Q1 2022

Caretakers Lodges Refurbishment Project



H&F is refurbishing vacant caretakers lodges into HMOs for teachers and education key workers

Costed specifications and estimated timelines for delivery have been drawn up

Our aim is to accommodate the first group of teacher and education key worker tenants in September 2021

Scope

4 properties in scope

Site 1 ~£138,000

Site 2 ~£10,000

Site 3 ~£183,000

Site 4 ~£224,000



NB. If you would like to express an interest in the packages please contact the H&F Local Supply Chain Project (david@mtwconsultants.co.uk) who will pass your details on to the project team.

Melcombe School – Vacant former Caretaker Lodge



Hammersmith & Fulham Council

Type of Works

Type of works Internal:

- Electrical - Full rewiring and refit
- Plumbing - Full refit of water, heating and waste pipes
- Living Areas - Full strip out and refit bedrooms and communal spaces
- Painting & Decoration - woodwork, walls, ceiling, and supply of floor coverings (carpet and/or lino)
- Bathroom - Complete strip out and refit
- Kitchen - Complete strip out and refit
- Windows - Refurbish all timber and uPVC windows as required

Type of works External:

- Drains - Make good and replace as required gutters, hoppers, and down pipes.
- Roofing - Make good lead flashings throughout and repoint as required
- Landscaping - Clear and treat shrubbery and courtyard
- Windows - Refurbish all timber and uPVC windows as required
- Access - Create new house to pavement single gate entrance

LBHF Local Business Opportunities

Kier Places- Webinar 23-June-2021

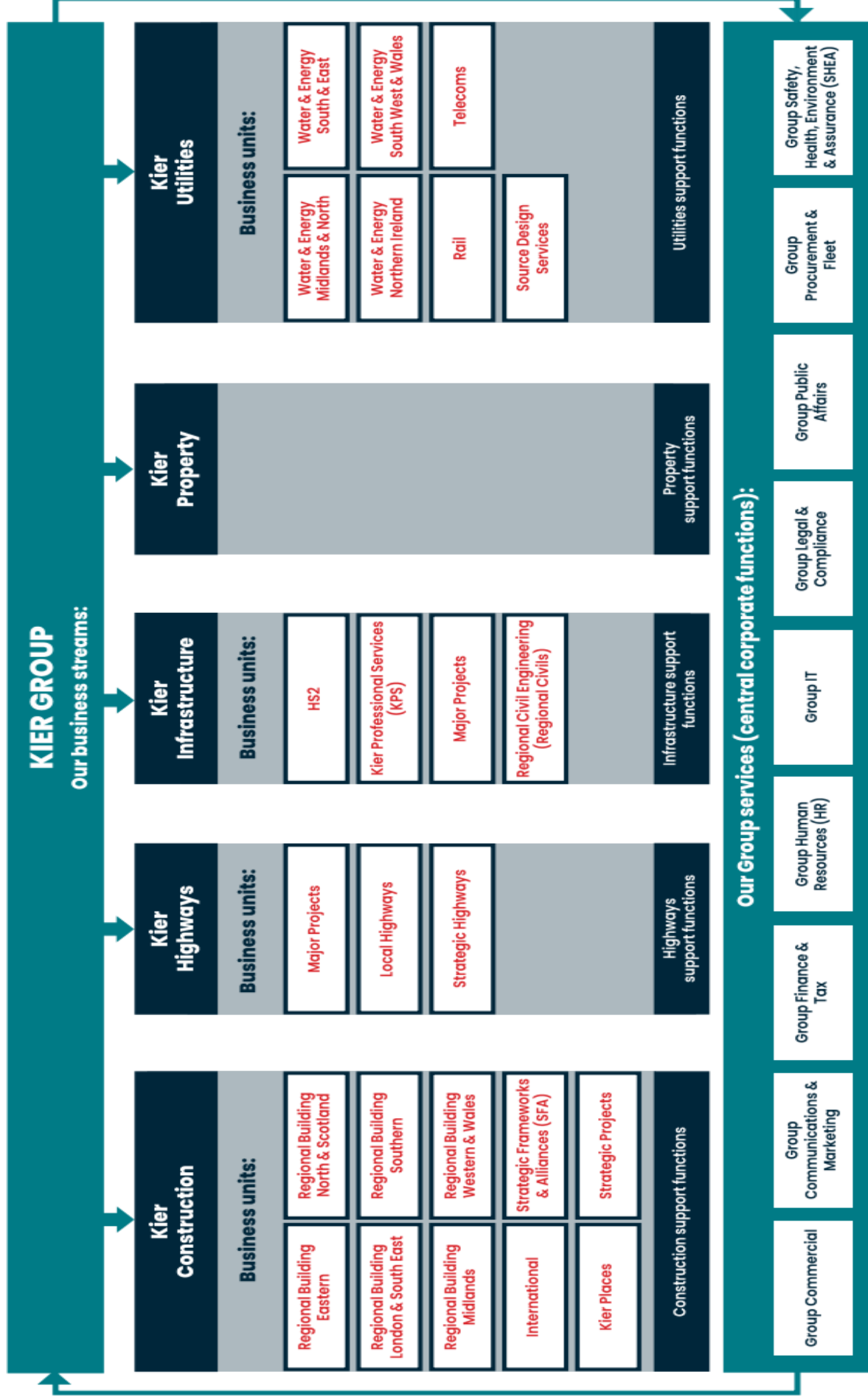


Covering Today

- Company Overview
- Our LBHF Opportunity
- Kier HM Supply Chain Approval Process
- Social Value



Kier Group business structure



Key Government clients



Local authorities

Housing Maintenance



Kier cladding replacement projects cover an area of over

48,000m²

Contractor of the Year finalist at the 2020 UK Housing Awards

Design Services

Our multi-disciplinary chartered design practice is delivering over

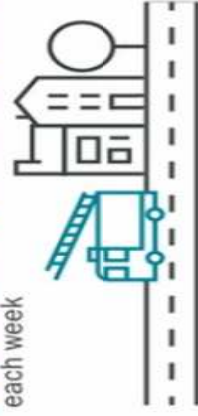


500 live projects nationally

Every day Kier is on call to provide repairs to **25,000 homes**. That's the equivalent of servicing the



whole of Skegness



On average, Kier carries out over **300 fire safety remedial actions** each week

Social value



309 Kier hours given to

delivering skills and employment which generated **£13,000** of value

576 training days provided, with...

4,079 individual beneficiaries of social value activity

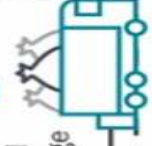
Environmental Services

Kier Environmental Services provides refuse collection Services to

142,000 Homes



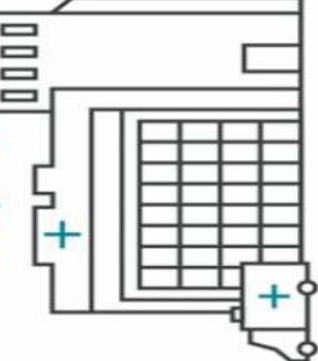
157,000t annual tonnage



Facilities Management (FM)

Throughout the Covid-19 lockdown, Kier continued to provide FM for **vital infrastructure buildings** spanning the UK, including:

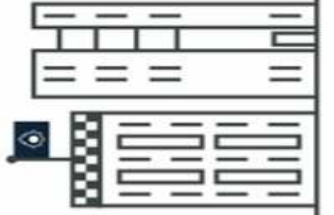
16 hospitals



35 schools



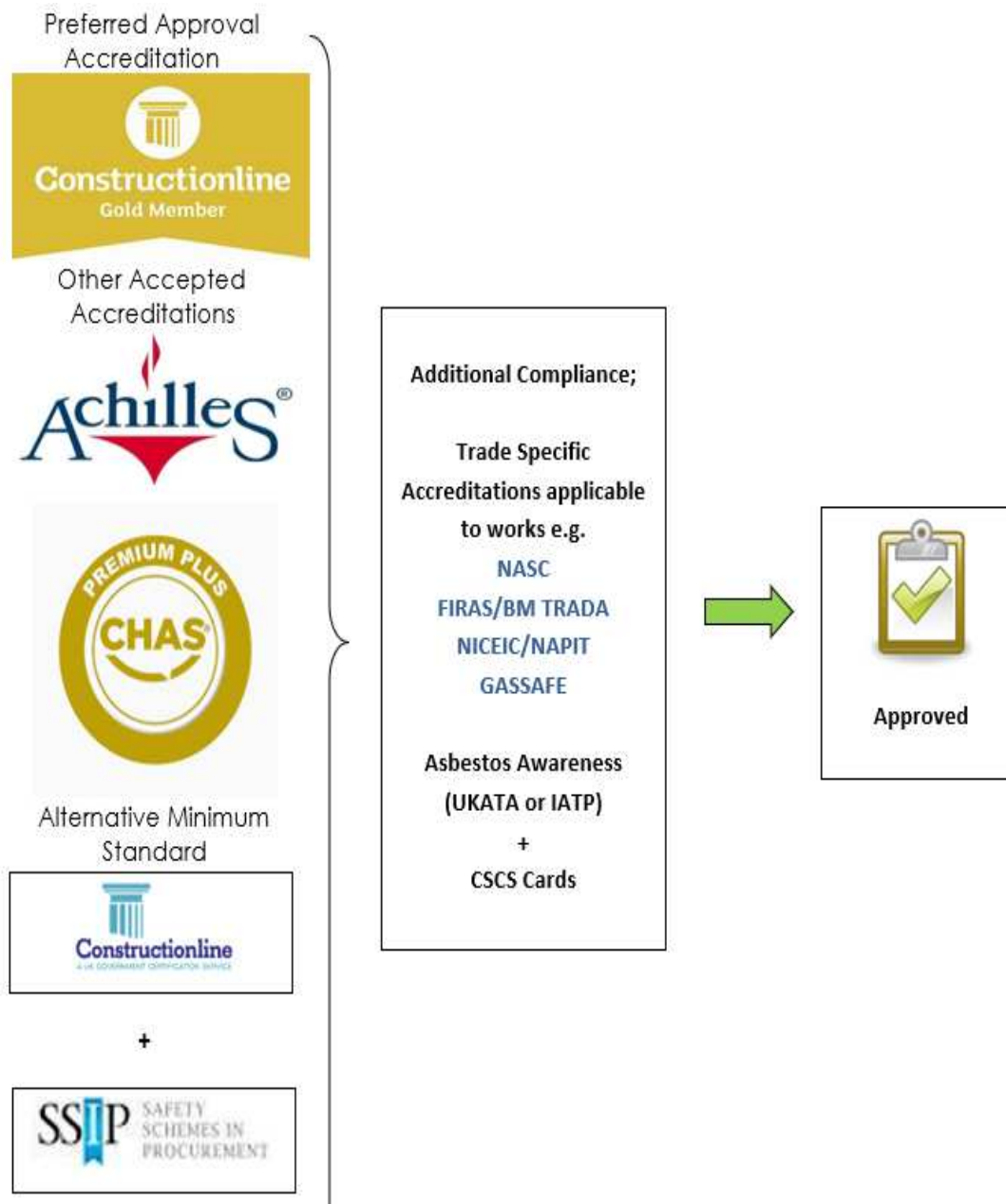
24 police stations



LBHF Capital Works Contract

- £75m 2021/22 – 2025-26 (5yrs) + 2yrs
- Major Voids
- Fire Safety Projects
- Individual Order Based Awards
- Open Book (3 Quotes)
- Support In Bidding Process
- Feedback
- Social Value Contributions
- Supply Chain Sustainability School

Kier HM 'Approved Contractor' Status



What's important to H&F?

Why Social Value

- Covid Recovery
- Resilient Communities
- Keeping spend local
- High contract value over a number of years – opportunity to make a big impact

What have we pledged?

TOMS – Themes Outcomes and Measures

- Local employees hired for the contract
- Apprenticeships
- School engagement – careers
- Training opportunities for vocational qualifications
- Work placements – paid
- Financial contributions to support local services

What have we pledged – (continued)?

TOMS

- Local spend with supply chain – that's you!
- Expert advice
- Volunteering

- **YOUR ACTIVITIES COUNT TOO!**

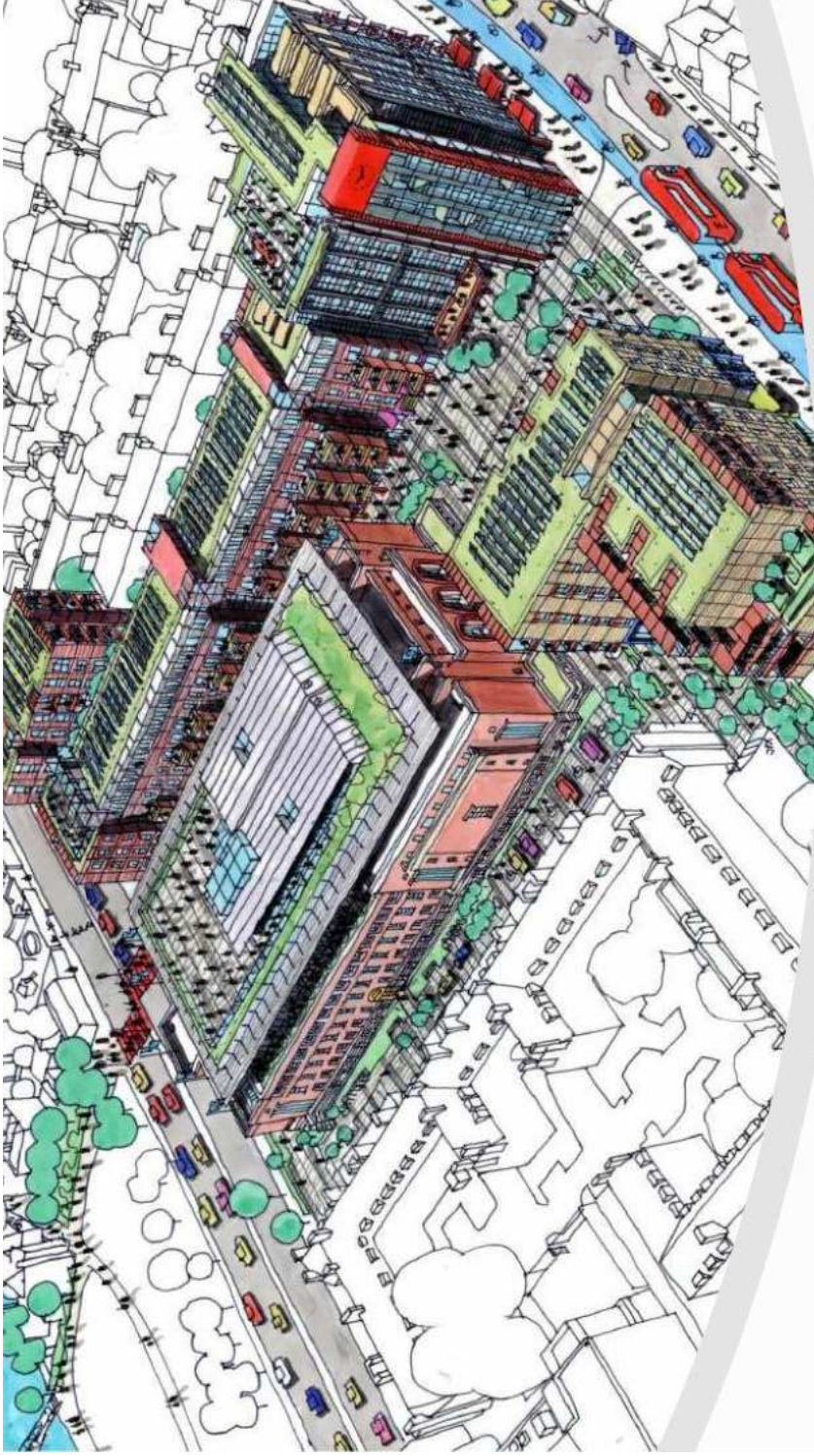
**Thankyou For Joining Us
Today**



Ardmore Group

Town Hall Site Opportunities

Ciaran Crosby
Senior Project Manager



WEST KING STREET RENEWAL
LONDON W6



PROJECT DESCRIPTION

WEST KING STREET RENEWAL
LONDON W6

- The Project consists of a number of different elements, listed below:
- Regeneration of Hammersmith and Fulham Town Hall with new floors extended to the top of the existing building.
- A new public rooftop bar and restaurant.
- Construction of 204 new Residential Apartments, including shared ownership, affordable and private ownership.
- 4 Screen Cinema.
- Restaurants and Shops.
- Office and Commercial Space.
- Public Space for performances and events in front of the restored Town Hall.



BLOCKS A & B EXTERIOR

WEST KING STREET RENEWAL
LONDON W6





BLOCK B EXTERIOR VIEW FROM KING STREET

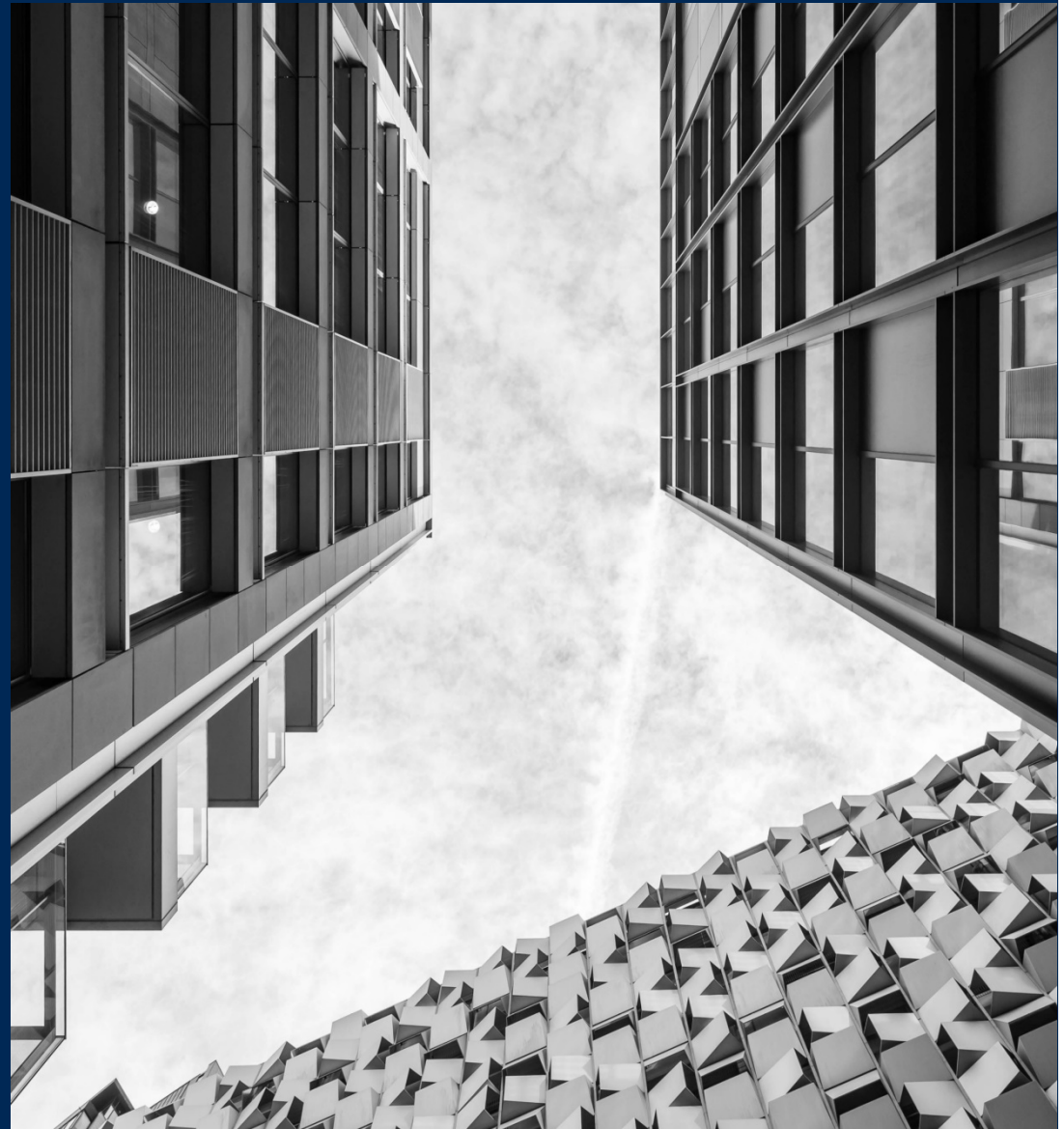
WEST KING STREET RENEWAL
LONDON W6



**+ BOWMER
KIRKLAND**

**Ark Education City, London
Webinar Presentation
23rd June 2021**

**Colin Sibley
Senior Commercial Manager
Bowmer + Kirkland**



Who are we?

- Bowmer + Kirkland Ltd are one of the largest and most successful privately owned construction and development groups in the UK;
- We were formed in 1923 and now operate 25 Group companies but still remain very much a family business employing in excess of 1400 staff;
- As one of the top 20 construction companies in the UK we understand our responsibilities to our staff, our clients, communities, our supply chain and the environment;
- Our Head Office is based in Derbyshire, however this project will be managed through our Southern Regional Office based in Theale, near Reading;

Description of the Project

We have been appointed to carry out the full Design & Construction of :-

- Demolition of the existing Buildings;
- A two-form entry primary school to replace the existing provision (**Volume A**);
- A 75 place Nursery for Harmony Neighbourhood Nursery (**Volume D**);
- A Youth zone for Onside (**Volume B**);
- An expanded Adult Education & Community Learning Centre (**Volume E**);
- 100,000 sq ft of affordable Office accommodation over 9 stories (**Volume C**);
- Affordable Residential Units (a mix of affordable & PRS residential units) (**Volumes A, D & E**);
- Associated external & infrastructure works;

at Australia Road, London

Description of the Project

Volume D –
Nursery &
Resi



Volume C -
Office

Volume A –
School &
Resi

Proposed view from Australia Road

Contract Programme / Timeline

Total Duration

- 213 Calendar Weeks (with Phases 1 & 2 overlapping)

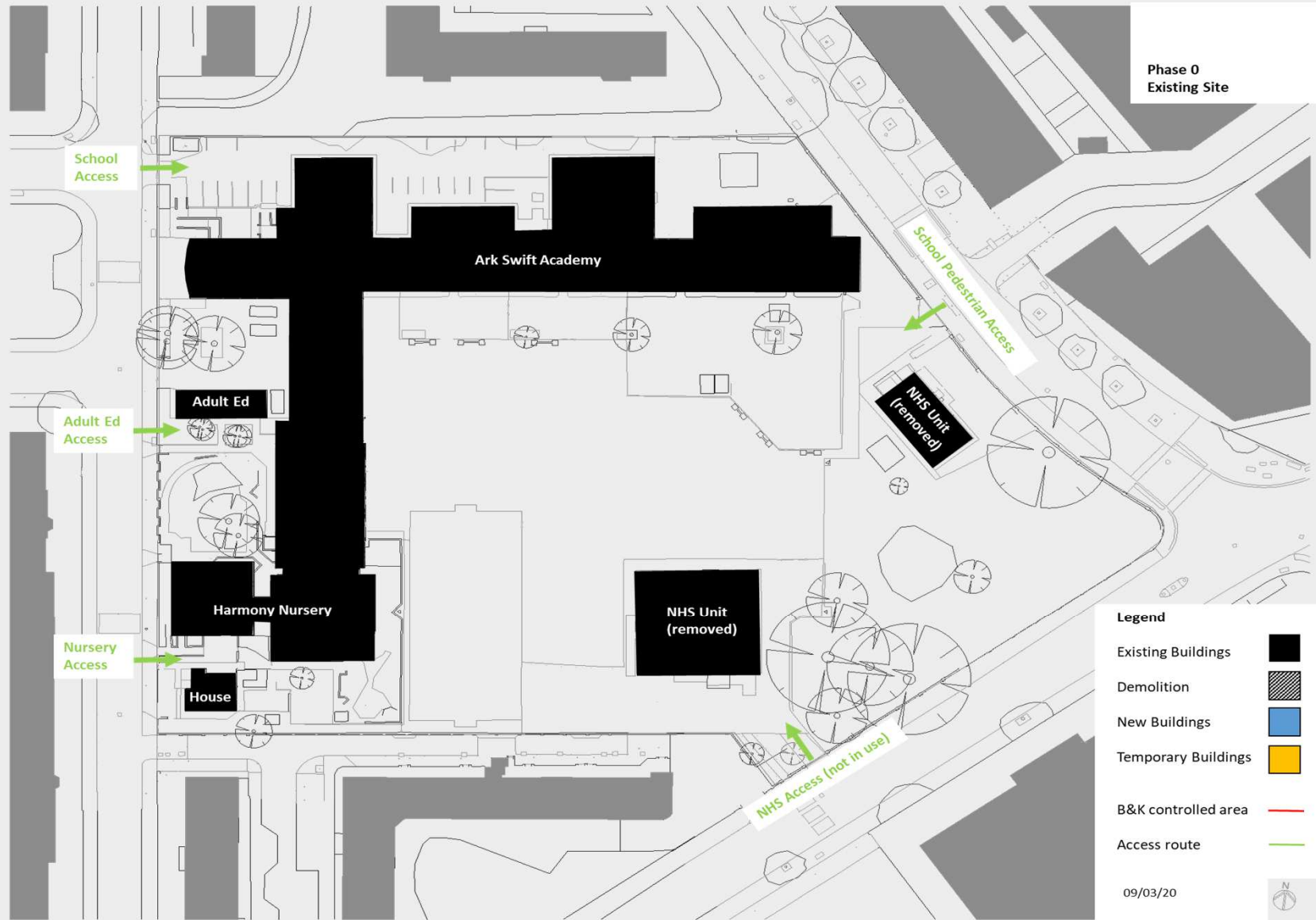
Phasing

The works will be carried out in 2 Phases:-

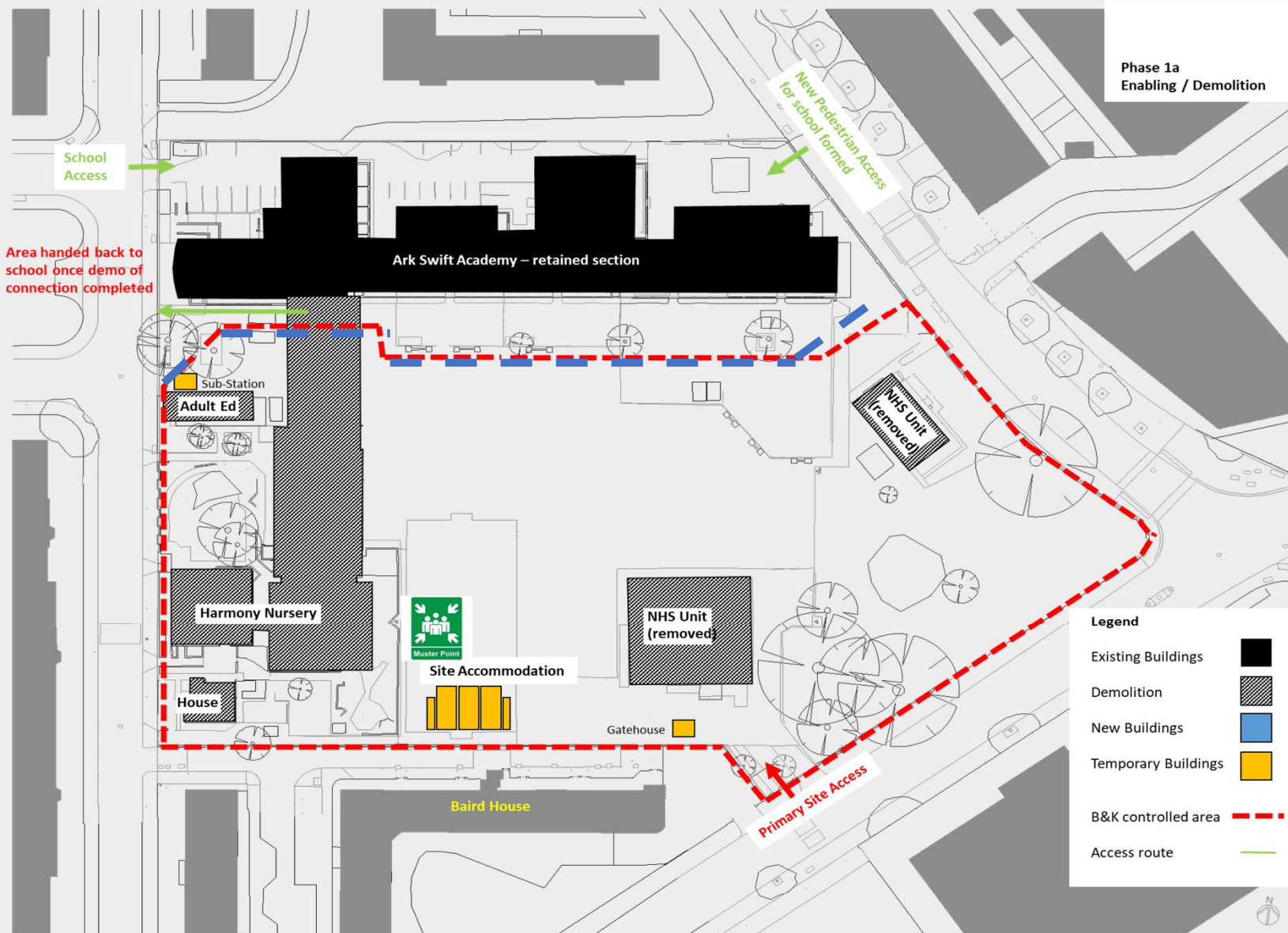
- **Phase 1** (Demolition (Phase 1), Enabling & Volumes A, B & C) – 123 Week Duration
- **Phase 2** (Demolition (Phase 2), Volume D & E) – 106 Week Duration

Key Dates

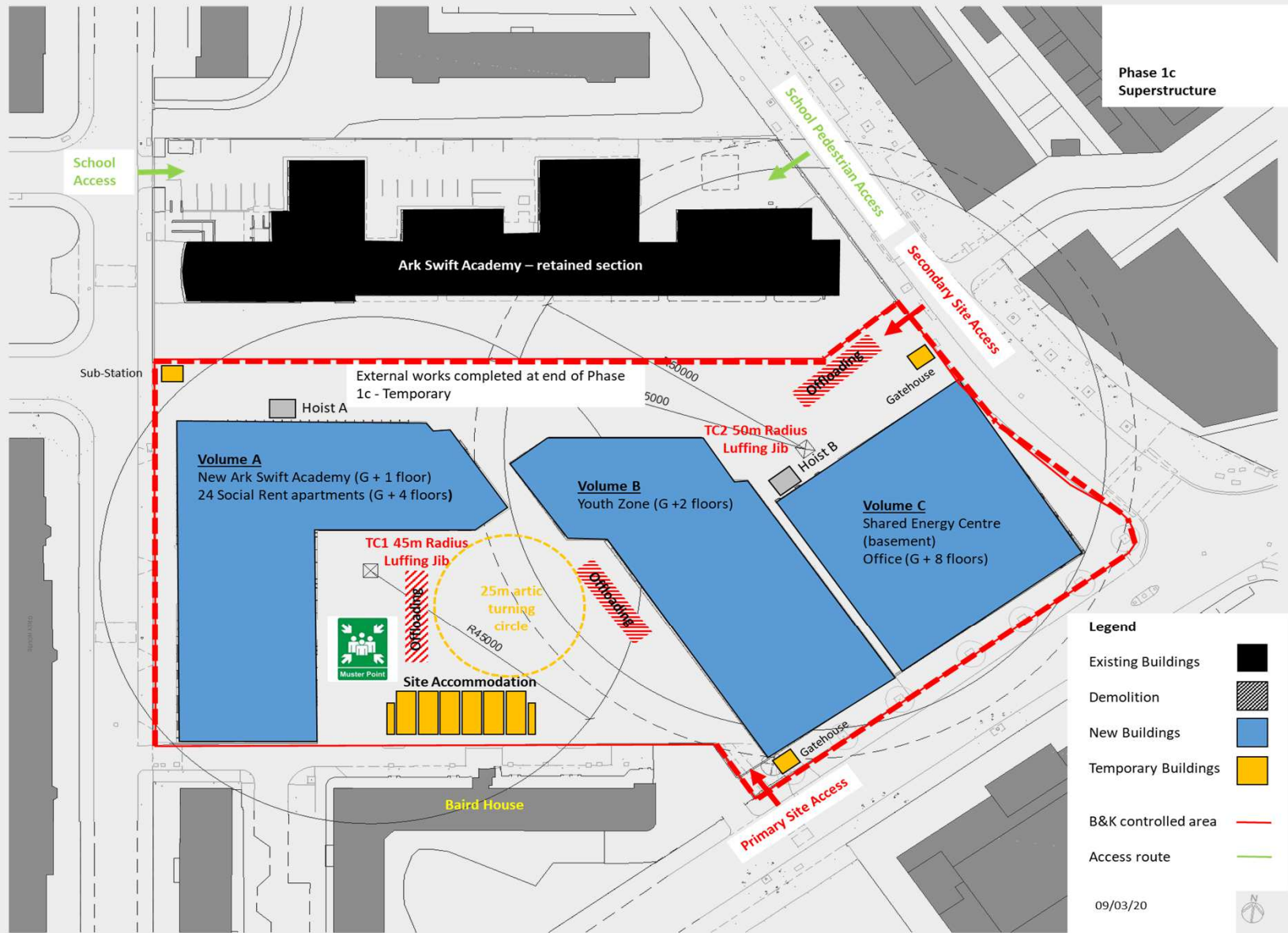
- 12th July 2021 - Hoarding works commence
- 26th July 2021 – Enabling & Demolition works commence
- 22nd November 2021 – Main Construction works commence (**Phase 1**)
- 21th November 2023 – Main Construction works complete (**Phase 1**)
- 28th July 2023 – Main Construction works commence (**Phase 2**)
- 12th August 2025 – Main Construction works complete (**Phase 2**)



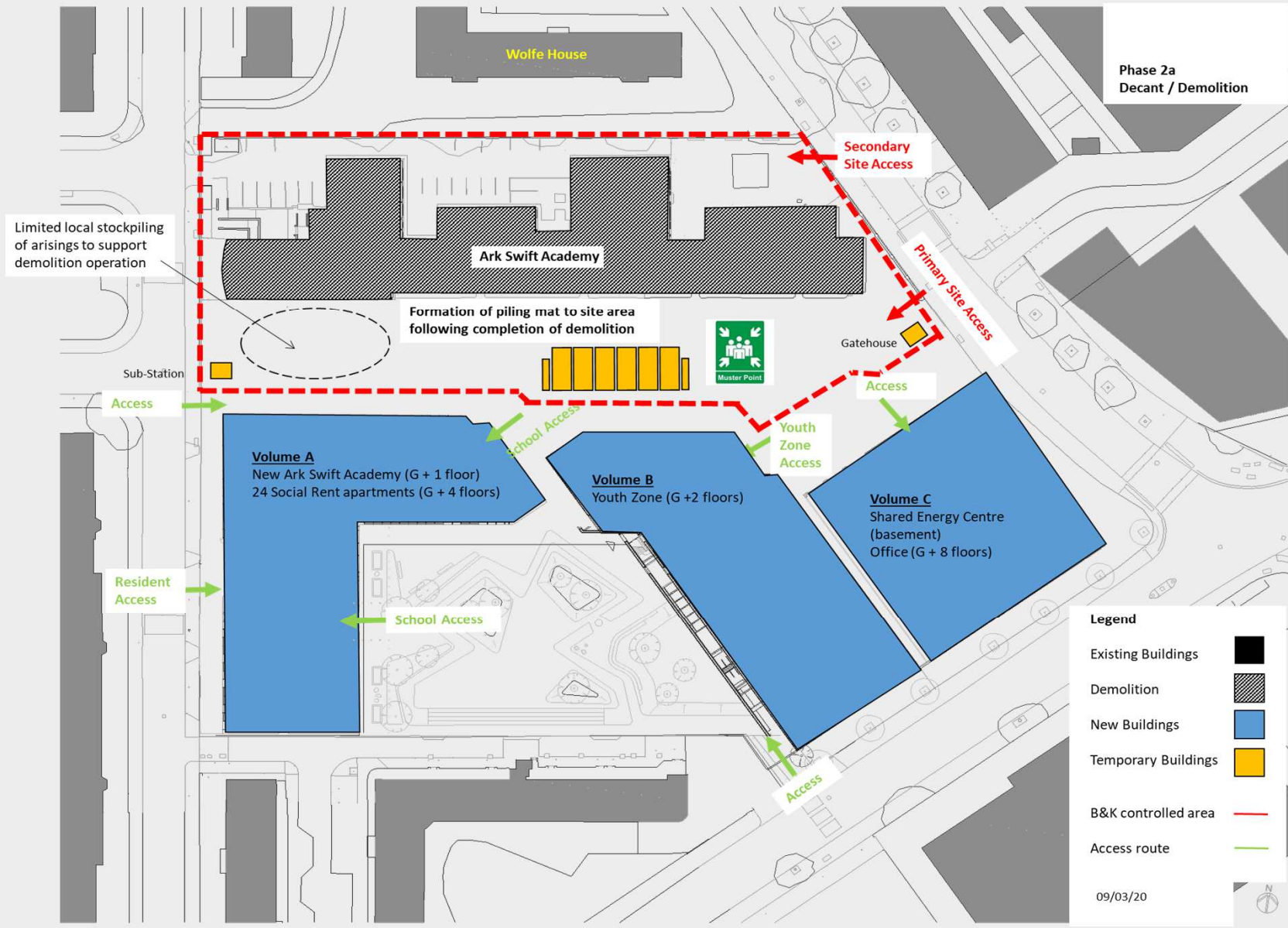
The Existing Site



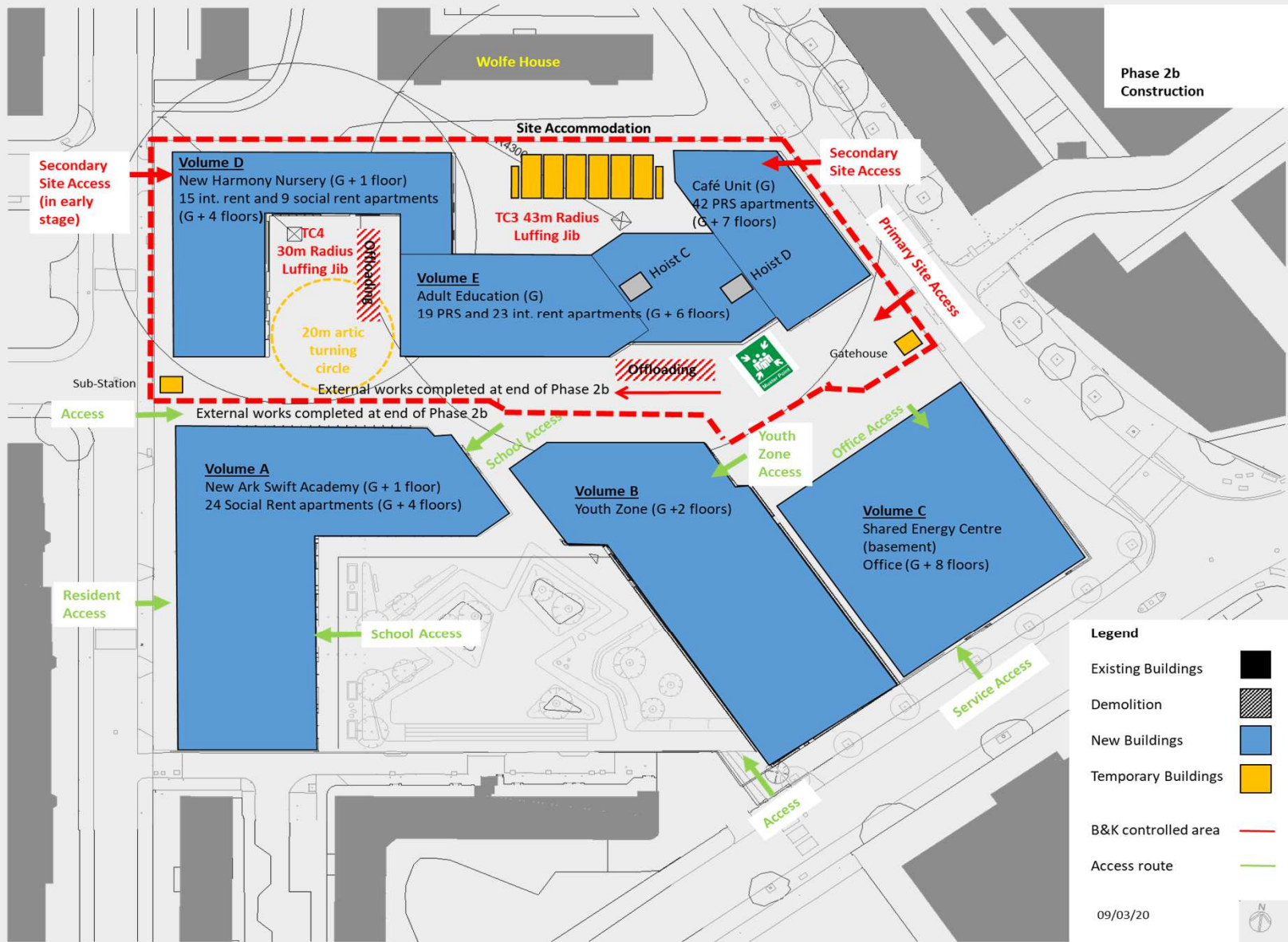
Phase 1 – Site Boundary



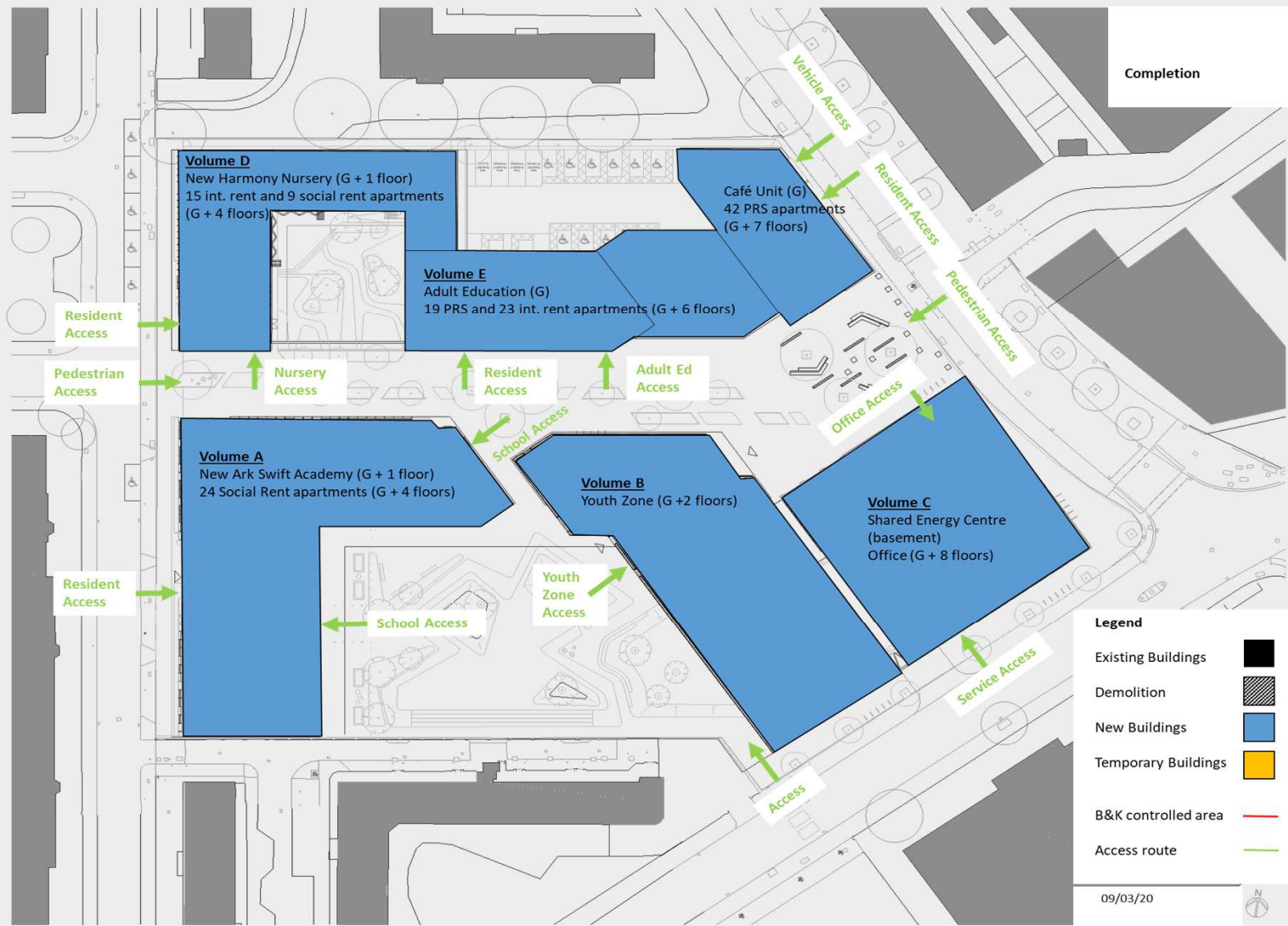
Phase 1 – Main Works scope



Phase 2 – Site Boundary



Phase 2 – Main Works scope



The Completed Development

Our commitment to use Local Suppliers & Resources working in conjunction with LBH&F Supply Chain Project

As a family company we hold family values – togetherness, support for each other, trust and loyalty. We believe in the power of community. Working together for the common good.

- We want to make a positive impact on the communities in which we work and we do this in a number of ways. We create employment both directly and through our supply chain. We donate time, money and materials to various community groups and charities. We appreciate the impact construction can have on a community and our site teams – many of whom live in those communities – do all they can to minimise disruption, protect the environment, promote health and safety and support many local groups.

Considerate Constructors Scheme

- The Considerate Constructors Scheme (CCS) seeks to improve the image of the construction industry, requiring sites to promote best practice and reduce the negative impacts of projects on local communities. As a scheme Partner, **all our sites** are signed up to the scheme which also operates a complaints procedure.

Support for Local Employment

- Our supply chain strategy is based on providing fair opportunities for local people and businesses where we work.
- Schemes to recruit and train people locally are monitored and measured on a site specific basis.
- In conjunction with LBH&F Local Supply Chain Project, we have committed to and agreed both a Jobs, Employment & Business Strategy (JEBS) and a Local Procurement Strategy specific to the EdCity project
- In addition, this commitment is being shared with our Supply chain (Tier 2 contractors) to encourage the use of local Suppliers and Resources wherever possible
- We are only too aware that the size and nature of certain packages on this project may preclude local Suppliers from the chance of securing business and as such' where possible' we may decide to split the package scope to assist or improve the chances of Local Suppliers being successful with their tenders

Opportunities & Timescales

Preliminary Packages

- Hoarding – **Local company given opportunity to tender package scope**
- Temporary Electrics – **To place July 2021**
- Scaffolding – **To place Q4 2021**
- Labour Supply – **already placed (some resource already resident in LBH&F)**
- Site Security – **already placed (Company is committed to employing resource from the LBH&F)**
- Skips – **already placed (Powerday appointed from LBH&F)**
- Plant – **To place Q3 2021 / Q1 2022**
- Printing – **To place July 2021**
- Consumables – **To place July 2021**
- Road Sweeping – **To place Q4 2021**
- Builders Clean – **To place Q3 2022**

Opportunities & Timescales (Cont'd)

Works Packages

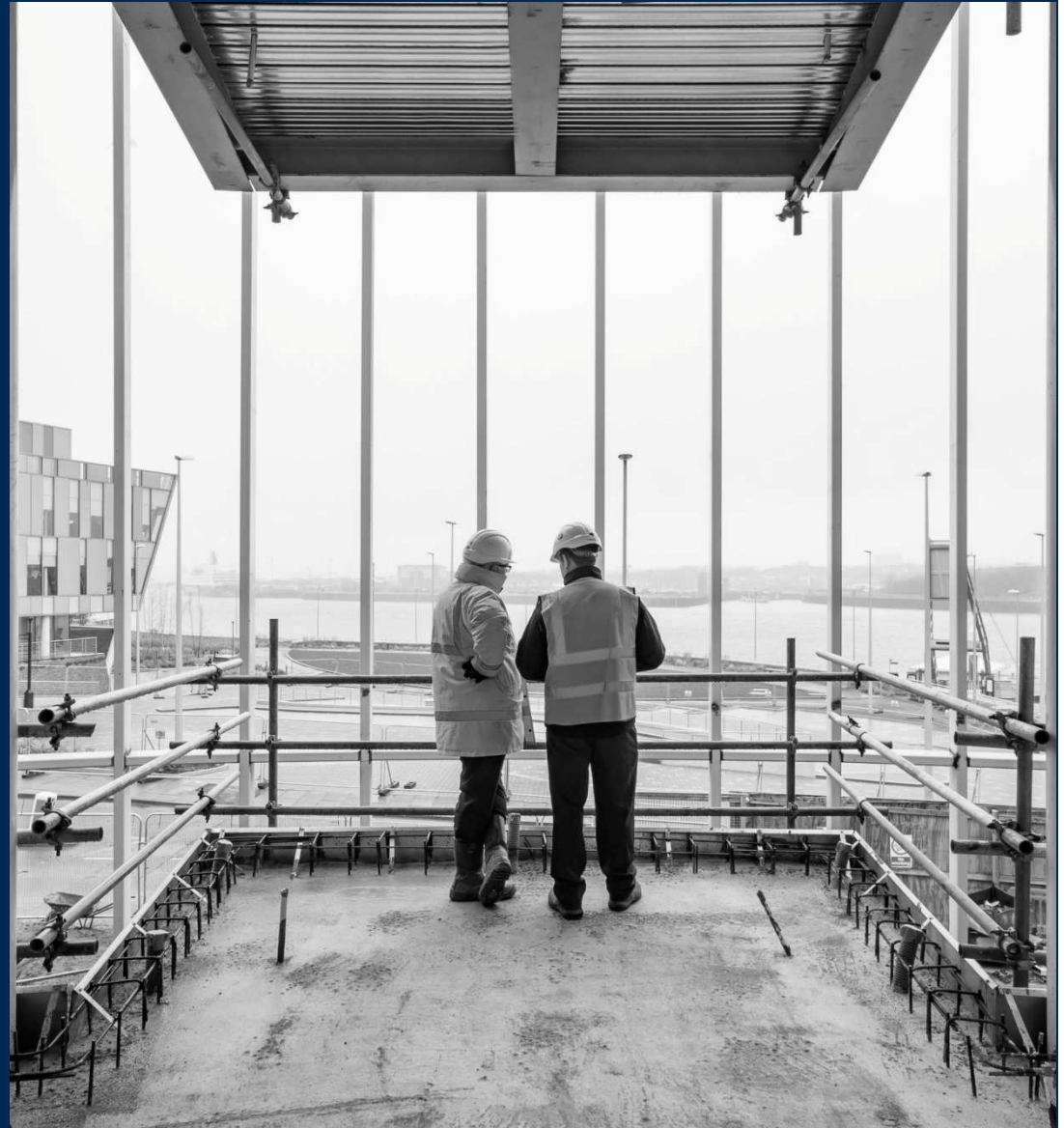
- Masonry – **To place Q4 2021**
- Masonry Support – **To place Q4 2021**
- Steel Doorsets – **To place Q2 2022**
- Ceiling & Partitions – **To place Q1 2022**
- Wall Finishes (Vinyl, tiling, decoration) – **To place Q2 2022**
- WC Cubicles, IPS & Vanities – **To place Q1 2022**
- Mirrors & Toilet accessories – **To place Q3 2022**
- Joinery – **To place Q1 2022**
- Screeding – **To place Q1 2022**
- Floor Finishes – **To place Q2 2022**
- Metalwork (handrails, balustrading etc) – **To place Q1 2022**
- Builder Work (Concrete cutting, chasing, coring etc) – **To place Q4 2021**
- Polished Plastering – **To place Q2 2022**
- FF&E Supply – **To place Q2 2022**

Interested in opportunities on the EdCity project?

- **Our supply chain is integral to the success of each and every project. Every one of our suppliers is an important member of the Bowmer + Kirkland team.**
- We have to be sure that their skills, training, values and financial stability match ours. We maintain a close relationship with all our approved sub-contractors which enables us to continually improve through collaborative working and lessons learnt.
- We continually look to enhance our supply chain and welcome approaches from new suppliers.
- Before we can accept you, we need to satisfy ourselves that you will deliver the programme, cost and specification requirements in a safe manner with client satisfaction as your main focus.
- If selected to work for Bowmer + Kirkland there are certain standards required, it is important to us that these are well understood for the benefit of all parties. As an Associate Member the Considerate Constructors' Scheme all of our projects are registered, all site operatives are expected to conduct themselves with the utmost respect for the local community on and around the site.

**+BOWMER
KIRKLAND**

Thank You





The Hoxton Hotel

David Fajobi -
QS
23rd June
2021

McLAREN

Objectives:

- 1) Introduction to McLaren
- 2) The Hoxton Hotel Project
- 3) Project Status
- 4) Opportunities for local suppliers/subcontractors
- 5) How to get on McLaren supply chain
- 6) How McLaren are working with Hammersmith & Fulham Local Supply Chain Project



MCLAREN



1) An Introduction

McLaren
Group
Companies



MCLAREN

**LIVIN
G**



Residential development

- To deliver great new homes, McLaren Living responds to local needs with tailored residential solutions.

MCLAREN

**PROPER
TY**



All other developments

- McLaren Property's projects range across multiple sectors but where we really excel is in Student, commercial and Senior Living
- We work both independently and in joint venture partnerships with sector specialists, with a pipeline of development assets of £1.5 billion

MCLAREN

**CONSTRUCT
ION**



Construction delivery

- Our construction division is highly adept at delivering homes across the spectrum.
- Hundreds of small, medium and large projects delivered across the UK since 2001
- New build and refurbishment works across 12 key sectors

MCLAREN

Where we work

Our office and regions

1 Brentwood
(Head office)

2 Harold Wood
(Parking)

3 London
(Construction)

4 London
(Property)

5 Reading

Birmingham

Manchester



MCLAREN



2) Hoxton Hotel

MCLAREN

Project info

Construction of The Hoxton Hotel, consisting of:

- 237 ensuite bedrooms
- 7 Storey
- Basement/BOH areas
- Restaurant
- Bar
- Meeting Facilities
- External Courtyard

Circa £35m project

The main construction works compromise of works from substructure to superstructure through to external works including fit out

Cat A fit out



03

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Project Status

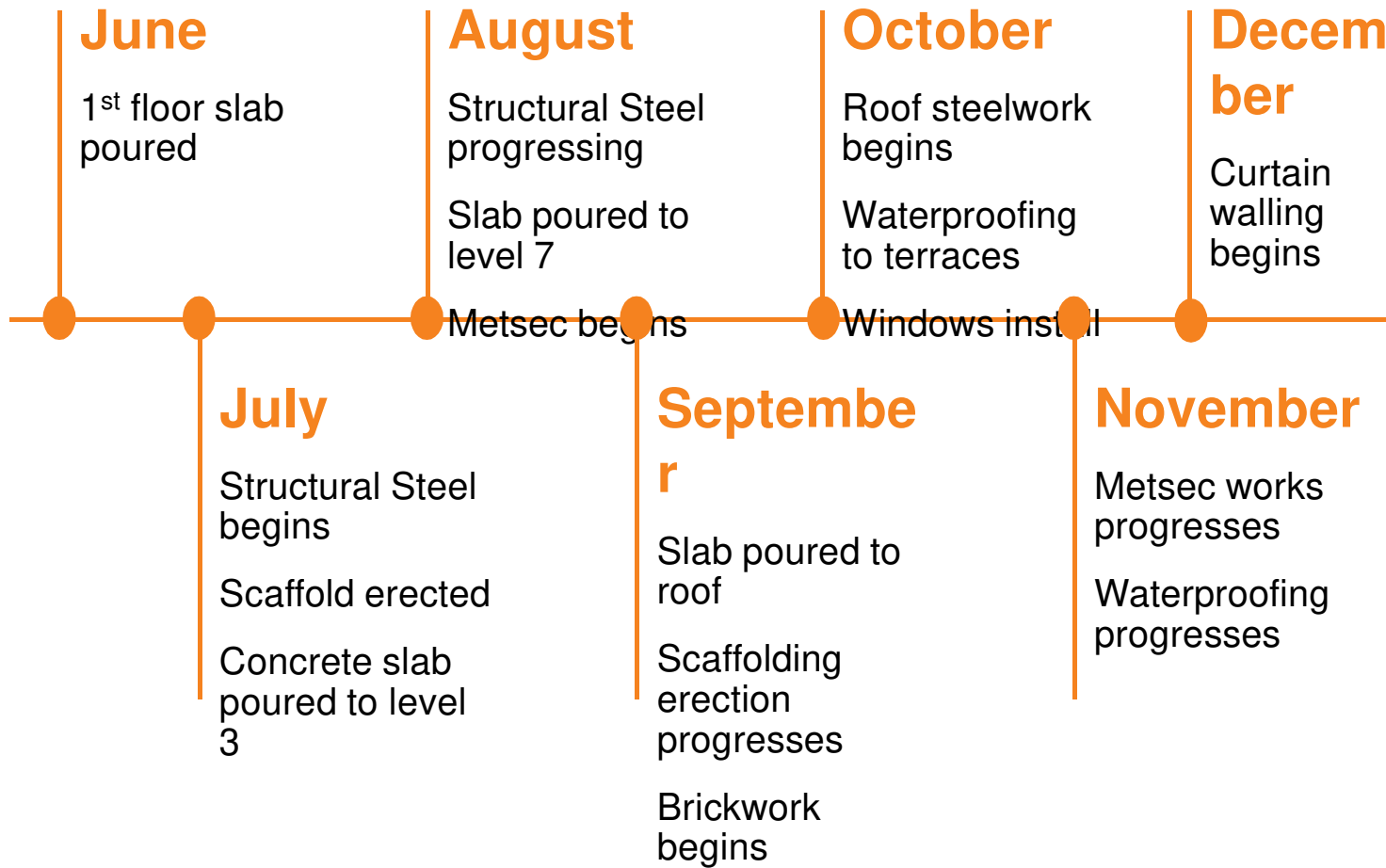
MCLAREN

18-06-2021 Fri 14:34:07

GF slab poured
Columns partially
completed
Decking for 1st floor
slab in progress



Project Timeline





04) Opportunities for local Suppliers/Sub-Contractors



Opportunities

There are a number of packages that are due to be let such as;

- Metsec & Dry Lining
- Roofing
- MEP
- Structural Steelwork
- Landscaping
- Windows & Curtain Walling

There are also a number of potential ancillary items such as:

Skips

General Supplies

Waste Management



Insert Presentation Title in
Master Slide

Hoxton

How to get on McLaren Supply
Chain

Hotel

MCLAREN

How to get on McLaren Supply Chain

McLaren Supply Chain contact:

Nina.Andrew@mclarengroup.com

- To be a part of McLaren's supply chain you must have at least one or more of the following requirements
 - **Constructionline Silver or above Accreditation**
 - **CHAS Premier Common Assessment Standard (CAS)**
 - **Achilles Common Assessment Standard (CAS)**
- You are also required to have a valid Safety Schemes in Procurement (SSIP) certification.
- If you already have one of the above accreditations, then please forward me your membership number

6)



How McLaren are working with
Hammersmith & Fulham Local Supply
Chain Project



How McLaren & LBHF are working together

- We are currently using a local supplier list provided to us by LBHF.
- We then recommend the local suppliers to our sub-contractors and ask them to approach the local suppliers for quotes recommended by LBHF
- Local suppliers then gain an opportunity to work on our project further enhancing the trade with the local area.

Thank you!!

MCLAREN



Mears Group

Hammersmith & Fulham
Council
Contract Overview



- ▶ Our commitments to Hammersmith & Fulham and residents
- ▶ Performance Overview
- ▶ Sub-Contractor PQQ
- ▶ Social Value



MEARS[®]

Our commitments to H&F and residents

- Delivery of an excellent service to H&F residents
- Attending when we say we will – communications via SMS / DRS
- Courteous, polite and professional – Mears Red Thread values
- Clearly branded uniform and livery
- Delivery of our tender commitments



Performance Overview

Since contract mobilisation we have received the following volumes of reactive repairs orders.

Repairs

Emergency Repairs (including Out of Hours) – **3545 jobs**

Urgent 7 day repairs – **2753 jobs**

20 Day Routine Repairs – **3770**

60 Day Planned / Complex Repairs – **378**

Total – **10,446**

Voids

141 received to date.

9 in current works in progress.

132 completed voids since August 2020.

Voids Performance remains very strong – currently performing at **100% KPI** (based on turn around & quality) for the past **5 months** consecutively.

Type of Works

Works volumes have remained constant in terms of volumes & types since contract mobilisation.

Ranging from straight forward repairs such as minor plumbing, carpentry etc.... to complex works.

Complex works –

Kitchen Renewals

Bathroom Renewals

Property Modernisation – plastering, decorations, carpentry, electrical

All works are covered within the borough of Fulham (SW6), with approx 3500 properties in total.

These range in type from 1 bedroom bedsits, 2/3 bedroom flats & Houses & Leasehold properties.

Who are we looking for

At present we have a need to procure the following trade contractors in order to best deliver the contract & manage work types & volumes.

Multi-Trade Contractors, capable of fitting kitchens / bathrooms.

Plastering / decorating contractors.

UPVC / Joinery Contractors.

Sub-Contractor PQQ

▶ PQQ process

▶ Specific Requirements

1. Framework Agreement
2. Insurances
3. SSIP
4. RAMS
5. Mechanical, Electrical and High Risk

▶ Talent Pool <https://www.mears->

subcontractors.co.uk/home
register of interest.

▶ Ongoing Management monthly reviews

▶ Successful completion of PQQ qualifies you to work for any Mears site Nationally

MEARS[®]

Minimising Energy & Waste – Achieved

- ▶ We use A/A+ BRE-rated materials.
- ▶ Low voltage tools.
- ▶ Helping to create and regular attendance of Carbon Neutral Delivery Group.



Minimising Energy & Waste – Working Towards

- ▶ Energy efficiency campaigns to residents utilising sustainability managers in the business. We will be working with another contractor to enhance their current campaign and maximise value.
- ▶ Spare materials will be donated to the Fulham Enterprise Studio who run construction and trade based courses.



Electric Vehicles and Carbon Reduction – Working Towards

- ▶ Target a 30% reduction in our fleet's vehicle emissions by 2023
- ▶ Continuing to work with the Carbon Neutral Delivery Group to achieve a borough wide strategy for elec vehicles
- ▶ Install charging points at our branches, supply chain premises, key housing estates etc.
- ▶ Install Solar PV at key sites within LBHF's building stock and assisting LBHF in leveraging funding



Additional info

- ▶ 20% of our workforce will be local people from LBHF
- ▶ Advertised Mears pathways to residents and staff to access free online accredited courses.
- ▶ Mears chosen charity of the year is BEAM. Any funds raised this year will go towards supporting homeless people into employment through BEAM services.
- ▶ We regularly advertise any vacancies to:
 - ▶ BEAM
 - ▶ Breaking Barriers
 - ▶ FES
 - ▶ Workwise



H&F Local Supply Chain Project **Since 2017**

www.hflocalsupplychain.net

Complete a Registration Form Now

david@mtwconsultants.co.uk

MTW Consultants Ltd

