

For the construction and M+E Product Supply Industry ONLY

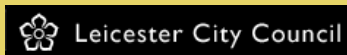
Building Schools for the Future

... win your share of the £39bn market

Barry Grayburn
BSF Programme Manager
Stoke-on-Trent City Council



John Garratt
Head of Planning & Property
Leicester City Council



Peter Horsburgh
Regional Director
Miller Construction



Fran Stewart
BSF Project Director
Islington Council



Andrew Covell
Associate Director
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A representative from E4L



Tuesday 2 October 2007

EAST MIDLANDS

Organised by:

howittconsulting
... building people

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Building Schools for the Future

The issues

After a slow start, 'Building Schools for the future' is now forging ahead, with major new construction planned for 2008 onwards -

- ▶ Of the total spend, roughly £15bn will be spent on products and materials over the next 12 years
- ▶ Many of the first Pathfinder and Wave 1 schools are now built or nearing completion
- ▶ Preferred bidders and construction partnerships are being agreed regularly with Local Authorities planning to start construction soon

To win business in this demanding market, product suppliers need to -

- ▶ Understand how decision-making processes for products work
- ▶ Identify when - the right timing is crucial
- ▶ Offer products that meet strict environmental and other targets - the sustainability agenda is high priority
- ▶ Get involved in supply chains

The benefits of attending this seminar

With so many suppliers chasing business, it is essential that companies approach the BSF opportunity quickly - and get it right first time.

This event will equip sales teams to -

- ▶ Understand how BSF works, unravel the jargon and get to the right people (BSF, DfES (now DCSF), LEPs PPPs, PFI, etc)
- ▶ Find where their nearest Local Authorities with BSF programmes are located, how much money they have and when it will be spent
- ▶ Approach the decision-makers at the right time - usually well before construction starts
- ▶ Offer products that meet rigid standards in performance - environmental and sustainability criteria are key.

Who should attend?

Sales teams from manufacturers and suppliers of construction, H+V and M+E products, materials and systems -

- ▶ External and Internal Sales Teams
- ▶ Marketing Departments
- ▶ Sales and Marketing Managers or Directors
- ▶ Key Account Managers
- ▶ Business Development Managers

Programme

1000 - 1600

Welcome and Introduction

- ▶ Setting the scene for the day's programme
Richard Blakesley and Brian Boley - Howitt Consulting

The BSF Programme

- ▶ The programme summarised
- ▶ The plan - Pathfinders, Waves 1 and 2 and beyond
- ▶ Roles of the parties involved - DCSF, P4S, Local Authorities, LEAs, preferred bidders, appointed consortia
- ▶ The funding options for BSF, including Government Support and PFI
- ▶ Exemplar designs and standard specifications
Speaker to be announced

Stoke-on-Trent and BSF

- ▶ Stoke-on-Trent's £180m BSF programme outlined
- ▶ Status report - how the BSF programme is working at Stoke-on-Trent
- ▶ The funding processes employed
- ▶ How we will work with design and construction partners
- ▶ What opportunities exist for construction and M+E product suppliers?
Barry Grayburn - BSF Programme Manager, Stoke-on-Trent City Council

Leicester City Council and the Miller Consortium

- ▶ The £235m Leicester BSF programme
- ▶ Leicester's BSF preferred bidders - the Miller Consortium
- ▶ Construction and M+E product procurement criteria
- ▶ How do construction and M+E product suppliers get involved?
John Garratt - Head of Planning & Property, Leicester City Council
Peter Horsborough - Regional Director, Miller Construction

Islington Council & 'Transform Schools'

- ▶ The £140m Islington BSF programme
- ▶ GLA and LDA sustainable development policy and BSF
- ▶ Our BSF preferred bidders - Transform Schools (W S Atkins and Balfour Beatty)
- ▶ How do construction and M+E product suppliers get involved?
Fran Stewart - BSF Project Director, Islington Council
Andrew Covell - Associate Director, W S Atkins Group / Transform Schools

Leeds City Council and the E4L Consortium

- ▶ Leeds City Council's £220m BSF programme for 14 schools
- ▶ Roles of the Leeds BSF partners - Education Leeds, E4L (lead - Interserve)
- ▶ The construction programme - progress to date
- ▶ Who should construction and M+E products suppliers approach and what criteria do they have to meet?
Shirley Parks - Acting Programme Director BSF, Education Leeds
Representative from E4L

Summary and Implementation

- ▶ Key messages from the conference
- ▶ Implementation
Richard Blakesley and Brian Boley - Howitt Consulting

Seminar Information

Date: Tuesday 2 October 2007

Timings: 1000 - 1600

Location: East Midlands

Costs per person (+VAT):

1 reservation	£345.00
2-3 reservations	£315.00
4+ reservations	£270.00

Reservations

Please enrol the following delegates for this event:

Name

1 4

2 5

3 6

Authorising Executive:

Company:

Address:

.....

.....

Tel: Email:

Invoice to be sent to (please provide email address):

.....

Please post, fax or email to:

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TERMS AND CONDITIONS

Invoices are raised on confirmation of reservations and are payable within 10 days. Full fees are payable for cancellation within 28 days of the event. Substitutes can be made at any time without cost. The organisers reserve the right to change the programme or contributors, if necessary.