

For the Construction and M+E Product Supply Industry Only

Building Schools for the Future

... getting your products specified

Thursday 25 September 2008

EAST MIDLANDS

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Building Schools for the Future

The issues

As the construction market tightens in many sectors, 'Building Schools for the Future' forges ahead, offering major business opportunities to the enlightened supplier -

- ▶ £45bn is allocated for BSF, with the programme rolling through to 2020
- ▶ A total of approximately 3500 secondary schools will be rebuilt or extensively modernised
- ▶ Around 40% of construction will be spent on products, materials and systems
- ▶ Product decisions have already been made for many of the first Pathfinder and Wave 1 / 2 schools - but the door is still open to product suppliers for Wave 3 onwards. The opportunities are huge!
- ▶ Early understanding and involvement will put suppliers in a better position to win major business

As usual, it's a complex route to market. Amongst other issues, product suppliers need to understand what the DCSF design and specification guidelines for BSF mean.

The benefits of attending this seminar

As many of the education authority speakers move close to selecting their construction partners, the seminar will give delegates 'early access' to big forthcoming opportunities in the BSF programme. Our 2008 event, therefore, concentrates on a 'meet the decision-makers' approach.

This will give delegates the opportunity to understand what the decision-makers want from the product supplier to help them meet DCSF guidelines.

Delegates at previous similar Howitt events have won valuable new business by following up speaker invitations to make contact - with the right product offers:

"The day enabled me to arrange appointments with two important private sector speakers and one in the public sector - people we've been struggling to get to for ages!" (Electronics manufacturer)

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

- ▶ Overview of the BSF programme - roles, funding, Exemplar Designs, Standard (Product) Specifications, Layouts and Dimensions for School Buildings (SSLD)

Richard Blakesley and Brian Boley - Howitt Consulting

“ We gained £thousands of new business by following up with the healthcare speakers (previous Interior Furnishings delegate) ”

Cambridgeshire County Council and BSF - Wave 4

- ▶ Cambridgeshire County Council's £100m+ BSF programme outlined
- ▶ The funding processes employed
- ▶ How we work with design and construction partners
- ▶ The effect of Exemplar Designs and SSLD
- ▶ What opportunities exist for construction and M+E product suppliers?

Kevin Manley - BSF Project Director, Cambridgeshire County Council

Barnsley Metropolitan Borough Council - £150m for BSF - Wave 3

- ▶ The partners involved and their roles
- ▶ How the partnership works
- ▶ How product procurement works - sustainability, environmental issues, supply chains

Steven Mair - BSF Programme Director, Barnsley MBC

“ We're in touch with a major private developer as a result of the seminar - the potential is huge (previous Control Systems delegate) ”

Salford's £150m BSF Programme - Wave 3 Private Sector Partner - Hochtief PPP Solutions

- ▶ The Salford BSF programme, including financial arrangements
- ▶ How the designers work with the BSF client and other partners involved
- ▶ The design and construction processes
- ▶ How product procurement works, including sustainability and environmental issues

Stephen Bradbury - BSF Project Director, Salford City Council

Kent County Council's £600m Programme - Wave 3

Preferred Bidder - Land Securities Trillium

- ▶ The Kent County Council's BSF programme summarised
- ▶ Sustainable development policy and BSF
- ▶ Our BSF partners and how we work with them
- ▶ The role of the design team in the Kent programme
- ▶ How do construction and M+E product suppliers get involved?

Karl Limbert - BSF Programme Manager, Kent County Council

“ We've made two important contacts with LIFT companies and a lead into their project management partner - a company we've never been able to reach before (previous Interior Fit-out delegate) ”

Product Selection for BSF Today - The Contractor's Perspective

Major factors in product choice:

- ▶ Innovation, technology and new product research
- ▶ Understanding the needs of client, design and construction teams
- ▶ Key drivers - health and safety, sustainability, design quality, increased build ability, reduced waste and maintenance costs
- ▶ Product interfaces
- ▶ Collaboration within the supply chain

Adrian Padley - National Education Director, HBG Construction

“ We have follow-up appointments with two significant speakers to discuss using our products (previous Bricks delegate) ”

Summary and Implementation

- ▶ Key messages from the seminar
- ▶ Implementation

Richard Blakesley and Brian Boley - Howitt Consulting

Seminar Information

Date: Thursday 25 September 2008
Timings: 1000 - 1600
Location: East Midlands
Costs per person (+VAT):

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

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Reservations

Please enrol the following delegates for this event:

Name

1 4
2 5
3 6

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