

An essential conference for Directors and Senior Managers responsible for business from the fast changing UK construction industry

Contractor Power

... the growing power of the main contractor and the impact on product suppliers

29 November 2005

LONDON

£395 + VAT
with reductions for 2+

Steve McGuckin
Development Director
Land Securities



Nigel McKay
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Bovis Lend Lease UK



Andy Haworth
Head of Procurement
AMEC plc



Lee Parkinson
Head of Supply Chain Management
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Michael Ankers
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Contractor Power

The issues

Suppliers of construction and M+E products are becoming increasingly aware of major changes in product procurement. The long expected changes are now happening and gathering momentum:

- ▶ Contractors are taking more responsibility for product procurement as major clients exert greater demands in design, construction and performance
- ▶ Whilst price is still a major issue, contractors are having to look at lowest price versus long-term cost factors
- ▶ Suppliers who offer real added-value solutions to contractors are winning 'preferred supplier' status in supply chains and partnerships

Product suppliers need to formulate policies now to benefit from growing contractor procurement power - or risk becoming 'first reserve' once competitors get in first.

The benefits of attending this conference

The conference will hear from leading 'hands-on' construction professionals about what is really happening and why product suppliers need to respond now

- ▶ Why is the construction industry changing so fast?
- ▶ What does this mean for design and construction teams?
- ▶ What impact is this having on product procurement?
- ▶ How should product suppliers respond?

Who should attend?

The fast-changing construction industry is starting to affect all areas of product manufacture and supply.

This event is, therefore, for strategy developers and decision-makers from construction and M+E product manufacturers and suppliers:

- ▶ Chief Executives and Managing Directors
- ▶ General Managers
- ▶ Sales and Marketing Directors
- ▶ Production and Logistics Directors
- ▶ Human Resources Directors
- ▶ National Sales Managers
- ▶ Marketing Managers
- ▶ Business Development Directors and Managers

Any business seriously concerned with developing strategies and personnel for future success in this evolving market place should consider attending.

Programme

1000 - 1600

Welcome and Introduction

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

Keynote Introduction - The Fast-Changing Construction Industry - A Client's Perspective

- ▶ Why is the construction industry changing so rapidly?
- ▶ What part are major construction clients playing?
- ▶ What do they want from their buildings today?
- ▶ Why are they forming partnerships with contractors?
- ▶ What new demands are clients making of contractors?

Steve McGuckin, Development Director, Land Securities

The Demands on Contractors

- ▶ The key issues that contractors are facing
 - ▶ Quicker build times
 - ▶ Better functionality of the building
 - ▶ Longer building lifespan
 - ▶ Safer construction
 - ▶ Environmental issues
- ▶ How these issues are affecting product choice

Nigel McKay, Procurement Manager, Bovis Lend Lease UK

The Different Contracts and their effect on Product Procurement

- ▶ Establishing who takes responsibility and how this affects product decision making
- ▶ Contract types - single point (Design & Build/PFI/Prime Contracting), multi point (Traditional/Management Contracting)
- ▶ The tendering process - Traditional/Negotiated Two Stage/GMP
- ▶ Level of sub-contractor involvement - supply and fit/labour only

Andy Haworth, Head of Procurement, AMEC plc

The Emphasis on Supply Chain Relationships in Construction

- ▶ Why supply chain relationships are growing trends
 - ▶ The supply chain structure and how product suppliers can get involved
 - ▶ The increasing demand for pre-fabrication and system supply
 - ▶ The growth of partnering and preferred supplier deals
 - ▶ Construction client demands for better product performance and single point guarantees

Lee Parkinson, Head of Supply Chain Management, Wates Group

Keynote Introduction - The Implications and Opportunities for Product Suppliers

- ▶ A changing market and the challenges and opportunities it offers
- ▶ Innovation and achievement - suppliers who have responded successfully

Michael Ankers, Chief Executive, Construction Products Association

Getting the Offer Right

- ▶ What contractors will want to know from potential product suppliers
 - ▶ Significant benefits the product (and service) offer provides
 - ▶ Added value the supplier can demonstrate to the contractor and the project
 - ▶ Benefits that can be offered over competitors
- ▶ Examples of successful supplier responses
- ▶ Who should suppliers be talking to? Who makes the decisions?

Graham Edgell, Group Procurement Director, Morgan Sindall

It's all about Money?

- ▶ Cost versus price - the different types of cost that make up a project - and how this can affect product specification
- ▶ How client / contractor relationships can affect price
- ▶ How the client and construction teams balance initial and long term costs on the project - and what this means for product selection
- ▶ Value engineering and the approach to savings
Speaker to be confirmed

Summary and Action Planning

- ▶ Key conclusions from the conference
- ▶ Principles for implementing the key issues

Richard Blakesley and Brian Boley, Howitt Consulting

Seminar Information

Date: Tuesday 29 November 2005

Timings: 1000 - 1600

Location: London

Costs per person (+VAT):

1 reservation	£395.00
2-3 reservations	£350.00
4+ reservations	£300.00

Reservations

Please enrol the following delegates for this event:

Name	Job Title
1
2
3
4

Authorising Executive:

Title:

Company:

Address:

.....

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Tel: Fax:

Email:

Please post, fax or email to: Howitt Consulting, 136 New Walk, Leicester LE1 7JA
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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.