

*A one day conference for Directors, Senior Managers and Sales Teams
in Construction and M+E product suppliers and sub-contractors*

'Continuous Improvement' in Supply Chain Management

*... getting in and staying
there*

Tuesday 17 October 2006

EAST MIDLANDS

£350 + VAT
with reductions for 2+

Nigel McKay
Procurement Manager
Bovis Lend Lease UK



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'Continuous Improvement' in supply Chain Management - *getting in and staying there*

The issues

The pace of change in construction procurement continues to accelerate, largely driven by clients - in both public and private sectors.

As a result, many suppliers of Construction and M+E products and sub-contractors are now actively involved in integrated supply chains. Many more would like to be. The aims of supply chain management include delivering best value for the end client.

This is fine in theory, but it does not always work out in practice.

This conference is about making supply chain management work long-term for product suppliers and sub-contractors - especially in understanding and delivering the 'continuous improvement' that the relationship demands.

The benefits of attending this conference

At the end of the conference delegates will:

- ▶ Understand how to 'continuously improve' in supply chains
- ▶ Learn from case study examples of successful improvement
- ▶ Develop ways to get started
- ▶ Identify the key issues and drivers for contractors

The programme will be presented by experienced industry practitioners, with examples of successful supply chain relationships with product suppliers and sub-contractors.

Who should attend?

Sales teams from manufacturers and suppliers of construction, H+V and M+E products and sub-contractors:

- ▶ 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*
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Continuous Improvement - Making Supply Chain Management Work for the Supplier

- ▶ An overview of what contractors want from suppliers in integrated supply chains
- ▶ Added value - what are contractors looking for?
 - ▶ What the contractor's contract with the client will cover:
 - ▶ Cost reduction
 - ▶ Programme improvement
 - ▶ Process improvement
 - ▶ Risk management
 - ▶ Facilities management
 - ▶ How suppliers are chosen for partnerships or preferred supplier status, including:
 - ▶ Ability to contribute to meeting clients' needs
 - ▶ Innovation capability
 - ▶ Life cycle product and service performance
 - ▶ Contribution to profitability

*Nigel McKay, Procurement Manager,
Bovis Lend Lease UK*

Continuous Improvement - Cost Reduction

- ▶ Setting targets for improvement
- ▶ Agreeing the price v cost v quality equation
- ▶ Examples of cost reduction from suppliers via:
 - ▶ Installed cost
 - ▶ Process cost
- ▶ Mechanisms for understanding price - open book and others
- ▶ Using reverse auctions in price negotiations

*Lee Parkinson, Head of Supply Chain Management,
Wates Group*

Continuous Improvement - Programme Issues

- ▶ Setting targets for improvement
 - ▶ Predictability
 - ▶ Construction time
- ▶ Modern Methods of Construction - envelope
- ▶ Modern Methods of Construction - interiors and services
- ▶ Examples of success
 - ▶ Process improvement
 - ▶ Installed timescales

*Graham Edgell, Group Procurement Director,
Morgan Sindall*

Continuous Improvement - Risk Management

- ▶ Design stage risks
- ▶ Construction stage risks
 - ▶ Health and safety
 - ▶ Timescales / programme
- ▶ Operational stage risks
- ▶ Examples of successful involvement of suppliers in contributing to risk management

James Ballantyne, Technical Manager, Interserve Projects

Continuous Improvement - Long-term and Whole Life Costing Issues

- ▶ Whole life cost models
- ▶ In-use cost predictability
- ▶ Defect minimisation
- ▶ Sustainability and environmental performance
- ▶ Product performance
- ▶ Guarantees

*David Swinburne, Supply Chain / Procurement Manager,
Balfour Kilpatrick*

Getting Started - Making the Initial Approach

- ▶ Main contractors - who will be interested?
- ▶ Approaching contractors - the key issues for suppliers at each stage:
 - ▶ Procurement
 - ▶ Design
 - ▶ Construction
 - ▶ Operation
- ▶ Example of a model approach

Richard Blakesley and Brian Boley, Howitt Consulting

Seminar Information

Date: Tuesday 17 October 2006

Timings: 1000 - 1600

Location: East Midlands

Costs per person (+VAT):

1 reservation	£350.00
2-5 reservations	£310.00
6+ reservations	£250.00

Reservations

Please enrol the following delegates for this event:

Name	Job Title
1
2
3
4

Authorising Executive:

Title:

Company:

Address:

.....

.....

Tel: Fax:

Email:

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

.....

There will be special rates for delegates requiring accommodation at the venue. Details will be included in the joining instructions that are sent with confirmation of reservations

Please post, fax or email to: Howitt Consulting, 1 The Chambers, Bowden Business Village,
Market Harborough, Leicestershire LE16 7SA

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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.