

# London 2012 Games sector briefing

## general briefing

September 2009

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# Advantage West Midlands

## London 2012 Games

### General Business Briefing - September 2009

#### **Key Statistics**

2012 Olympic Games: 27 July – 12 August 2012

2012 Paralympic Games: 29 August - 9 September 2012

26 Olympic sports in 34 venues

20 Paralympic sports in 21 venues

10,500 Olympic athletes and 4,200 Paralympic athletes

20,000 press and media

Over 9 million tickets

4 Billion television audience

#### **Key Organisations**

LOCOG: London Organising Committee of the Olympic and Paralympic Games

ODA: Olympics Delivery Authority

LDA: London Development Agency

IOC: International Olympic Committee

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## 2012 Business Update

### Forthcoming Events and Announcements

- Two 2012 Business Opportunity workshops will be held on 23<sup>rd</sup> and 29<sup>th</sup> September. Birmingham Chamber of Commerce will host the 23<sup>rd</sup> September event - for details please contact Elexis Spencer at [e.spencer@birminghamchamber.org.uk](mailto:e.spencer@birminghamchamber.org.uk). Coventry and Warwickshire Chamber will host the 29<sup>th</sup> September event – for details please contact Christine Stobbs at [chriss@cw-chamber.co.uk](mailto:chriss@cw-chamber.co.uk)
- On Friday 18<sup>th</sup> September, David Moorcroft OBE will be the guest and speaker at the first in a series of 'Meet & Eat' business lunches, hosted by IJM Media in association with the Ramada Hotel Kidderminster and forming part of a wider event taking place on the day. For further details and to book your place online go to <http://www.ijmmedia.co.uk/events.htm>
- To receive these 2012 business briefings direct to your desktop each month, simply fill out the form attached to the covering email ('AWM Opt-in Form') and follow the instructions to register electronically. You will automatically receive the monthly 2012 General Briefing, together with the sector-specific briefing which most closely matches your business type.
- If you have news of a forthcoming event, or any 2012-related news or opportunities, which can be included in forthcoming briefings (ie, without breaching rules on disclosure), then please let us know by emailing [philip.gray@commercialdoctor.com](mailto:philip.gray@commercialdoctor.com)

### West Midlands News

- Some great news for the West Midlands region was announced during the World Championships in Berlin. The Jamaican athletics team have chosen Birmingham as their London 2012 pre-Games training camp! The USA Track and Field team have also chosen Birmingham as their base - a signing ceremony for their training camp contract is scheduled to be held in September. The presence of both of these world-beating teams in the West Midlands means that the business opportunities from London 2012 are now closer to home than ever.
- Redditch based seating manufacturers Alto Seating and Slick Seating have been awarded positions on the ODA's Seating Installation Framework Contract, along with

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Swiss-based Nussli. The contract covers the provision, maintenance and removal of temporary and permanent seating for the London 2012 venues. An excellent win for the West Midlands region!

- A boxed silver medal which was won by Birmingham-born athlete Walter Tysall in the gymnastic heptathlon heat at the London 1908 Olympics is to be auctioned in November. The small and exquisitely-crafted medal, made by city firm Vaughtons, is expected to reach between £2,500 and £3,500 when it is sold by city auctioneers Biddle and Webb.
- An Aston engineering firm has landed a £10 million deal to fit out a London hotel in time for the 2012 Olympics. Building services provider J S Wright will fit out a new City Inn Tower of London in the capital after being selected by developer Laing O'Rourke. The company will be providing the environmentally-friendly mechanical services for the 584-bed high rise property, near Fenchurch Street Station.
- The impressive new Parc y Scarlets stadium in Llanelli has become the latest Welsh region headquarters to install a TigerTurf rugby area in its indoor training base. TigerTurf is based in Hartlebury, West Midlands. Two of the four Welsh rugby regions currently use the TigerTurf surface and it is hoped that Newport Gwent Dragons will be added to that list in the near future.
- London 2012 officials have decided against using Villa Park for the preliminary stages of the Olympics because the club cannot guarantee that planned building work will be completed in time. A spokeswoman for London 2012 said: "[We] needed firm commitments from all the host stadia. "It has been agreed with Aston Villa that because they are unable to make firm commitments to the project, the best course of action is for Villa Park to be withdrawn as an Olympic venue." Other options for hosting the Football events in the Midlands are now being investigated.
- Teams of school students from across China will see what it takes to succeed in the cut-throat world of British football management in an exciting competition developed by the Centre for the International Business of Sport (CIBS) at Coventry University, in partnership with Education UK and the British Council. The competition – called The Pitch, will culminate in a live final which will be held on 7 November 2009 at the Ling Long Pagoda in the Olympic Park, Beijing, where four short-listed teams will present their decisions to an Apprentice-style panel of UK and Chinese experts from the world of football and sports management.
- The Ashes Test washout at Edgbaston offered a boost to the local economy after rain-soaked refugees from the cricket sought shelter in local bars and cafes. Colin

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Povey, chief executive of Warwickshire County Cricket Club, said they had insurance in place to cover ticket refunds. He added that any loss from the cancellation would be more than compensated by the game going to a fifth day. Meanwhile, bars and cafes in Moseley and in the city centre were teeming with wet cricket fans. Staff at The Cross in Moseley said takings had doubled.

## London 2012 News

- To celebrate three years to go until the Paralympic Games, LOCOG has announced that a series of London 2012 themed stamps – including Paralympic sports – will be issued over the next three years in a licensing deal with Royal Mail. The first set of ten 1st Class stamps will be issued on 22 October. This will be followed by further issues in 2010 and 2011. Alongside the stamps will be first day covers, presentation packs and other commemorative products.
- Saturday 29 August marked exactly three years to go before the Opening Ceremony of the 2012 Paralympic Games. Good progress has been made on planning and preparation for the Paralympic Games in the past year. This includes:
  - An Inclusive Design Strategy published by the ODA, outlining how the Olympic Park will be built to be accessible to disabled people. LOCOG has also been evaluating accessibility designs for the Games-time venues.
  - Planning permission for Paralympic Tennis venue Eton Manor.
  - The launch of '[access now](#)' - a guaranteed interview scheme for every disabled candidate that meets the person specification for any salaried role at LOCOG.
- Kent will earn more than £300 million out of London 2012 hosting the Olympics and Paralympics, the leader of the county's Olympic taskforce has estimated. Chris Hespe, the head of Sport, Leisure and Olympics at Kent County Council, claimed that with several training venues across Dartford and Gravesend, where overseas team will prepare for their events, and excellent transport links, North Kent is in prime position to benefit.
- LOCOG has appointed the London Marathon to manage the Olympic and Paralympic Marathons in 2012 and assist in the design of the courses. In a unique arrangement, the London Marathon will provide personnel and equipment at no cost to ensure that the courses are the best designed in the world in terms of the route, athletes' needs and in providing a visually stunning backdrop of the city. Detailed feasibility work will now take place to confirm the exact route and all the required arrangements such as transport and crowd management.

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- The International Olympic Committee (IOC) Executive Board has shortlisted the sports of golf and rugby sevens for possible Olympic inclusion from 2016. The Board also approved the inclusion of women's boxing from the 2012 Olympic Games. Golf and rugby sevens will now be put forward by the 15-member board to a vote by members of the IOC on October 9.
  - The first 2012 Olympics toy has been unveiled, a five-inch replica of the "Beijing bus" that brought British athletes home from China. At £30 each and bearing the 2012 logo, the limited edition toy buses are the first in a line of 31 Olympic "collectables" that will be in shops soon. Hornby was the first manufacturer to win a contract from 2012 LOCOG to make a range of themed Games toys.
  - Leeds Metropolitan University has been announced as the first Centre of Excellence for Event Management in Yorkshire and the Humber. The university's UK centre for Events Management was awarded the approved status by the National Skills Academy for Sport and Active Leisure – an independent organisation set up to improve skills training for employers and workers.
  - Loughborough University staff have been getting to grips with Japanese language and culture as part of an initiative to make their overseas guests feel at home in the run-up to the London 2012 Olympics. The University signed a deal with the Japanese Olympic Committee (JOC) in May for their team to base themselves in the Leicestershire town in the build-up to the Games in London.
  - Think London, the foreign direct investment agency for London, is hosting a series of exclusive business events in key cities throughout North America as part of their Route to 2012 North America roadshow. Think London will be holding a series of one to one meetings with businesses to discuss the business opportunities London has to offer, including around the Olympic and Paralympic Games in 2012. The visit will also highlight the opportunities around the 2012 Games legacy for those companies wishing to consider the longer term opportunities in London.
  - The hosts of the 2012 Olympic Games sailing events are to open up their Dorset venue to Britain's rivals. The Weymouth and Portland National Sailing Academy (WPNSA) has revealed international competitors will be able to use the facilities upon request. Packages will be available for an annual or three-year usage but will not clash with the British team's schedule.
  - The UK government has dropped the subscription fee charged to suppliers for access to the supply2.gov.uk web portal for public sector tenders. When the site was initially launched in 2006, it was criticised for the fees that could total as much as

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£750 per year. The decision to increase access to the site is also in response to the Glover review, which said buyers in the public sector were missing out on innovation and savings because small businesses could not access contracts.

- London faced its first Olympic test over the 15-16<sup>th</sup> August weekend as millions tuned in for three major international sports events. Tens of thousands of spectators lined up to watch the triathlon tournament in Hyde Park, modern pentathlon at Crystal Palace and basketball at the O2 Arena. Audiences of at least 10 million were expected to watch the events worldwide as organisers promised an unforgettable “warm up” weekend which was forecast to bring a £4 million boost to the capital.
- The limited edition London 2012 3 Years to Go lapel pins, produced and supplied by Honav, have virtually sold out less than two weeks after their release on July 27. Honav have now sold all of the 3,000 highly pins to retailers, and will not be producing any more. Prices on auction websites have already reached between £10 and £19, an increase of almost 300 per cent on the original retail price.
- The head of the British Olympic Association has reportedly attacked the "horrible constraints" imposed by the organisation's £30 million joint marketing agreement with the organisers of the London 2012 Games. Andy Hunt, chief executive of the BOA, believes the agreement struck with LOCOG in 2005 effectively signed away most of its rights to strike deals with sponsors, leaving his organisation with a financial headache.
- Nottingham is proposing to stage a major tennis tournament in the build-up to the London 2012 Olympics to help the top players prepare for the Games on a grass surface. It is among ideas to "bring the Games alive" for people in the city. The Nottingham Tennis Centre, which has just hosted the British Open Wheelchair Championships and the Invacare World Team Cup, hopes wheelchair tennis teams from Paralympic nations will use its facilities for training.
- Sir Ian Johnston has been appointed as the LOCOG Director of Security and Resilience. LOCOG is responsible for routine in-venue security at the London 2012 Olympic and Paralympic Games in addition to its wider corporate responsibilities for resilience and contingency planning. Sir Ian has had a distinguished 44 year career in the police service and is about to complete an eight year term as Chief Constable of British Transport Police.

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## Other Major Sports Projects

- Johannesburg is the latest 2010 World Cup host city in South Africa to sign a bilateral agreement with the UK that will ensure ongoing business collaboration beyond next year's event. They join Durban and Cape Town, which have already signed deals. The Host2Host programme is an initiative of UK Trade and Investment (UKTI), started over a year ago to forge business partnerships with countries involved in hosting major sporting events.
- An independent Chicago watchdog has issued a report carried out by a London company endorsing the city's financial plan if it is chosen to host the 2016 Olympics. The Civic Federation, a Chicago-based, independent, non-partisan agency backed the \$4.8 billion (£2.9 billion) plan.
- Tokyo 2016 now has 17 partner companies for their Bid. Over the last four weeks residential builder Daiwa House Industry, freight company Yamato Transport and brewer/beverage company Asahi Breweries, have joined the list of major Japanese names as Tokyo 2016 Official Partners.
- With the 2010 Winter Olympic Games still six months away, organisers VANOC are boasting their entire set of sporting venues is already completed - but a massive budget shortfall still threatens to rain on their parade. The IOC has now agreed to assist VANOC if they incur a deficit caused by the recession's impact on corporate sponsorship revenues.
- Chicago's chief organiser for its 2016 Olympics bid, Patrick Ryan, said the city would have an insurance plan protecting against cost overruns by the end of August. Ryan is turning to insurance in part to ease taxpayer concerns that preparation for the Games, including stadium construction and transit improvements, will run over budget and leave residents with the tab.
- The one-year countdown to the Inaugural Youth Olympic Games (YOG) in Singapore started August 14, and organizers say preparations are on track but there are some areas that need work. Key progress areas include the introduction of the Olympic Education Programme to 500,000 school students, finalization of the sports venues and competition schedule by the IOC, development of the Culture and Education Programme, upgrading works at the Youth Olympic Village, and volunteer recruitment of 15,000.
- 'Russian Sochi 2014 House' will become Russia's key representative office during the 2010 Olympic and Paralympic Winter Games in Vancouver and Whistler.

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'Russian Sochi 2014 House' will allow Sochi 2014 to provide visitors with a taste of the unique atmosphere and innovations of Russia's first Winter Games four years ahead of its Opening Ceremony.

- Five tender opportunities for Glasgow 2014 Commonwealth Games contracts closed during August, covering requirements ranging from concrete slab works and security services, through to asbestos surveying.
- Not to be outdone by Beijing's hosting of an amazing Olympics last year, Guangzhou has pledged to make the 2010 Asian Games the best the world has ever seen. "The Olympics last summer gave us a pretty good idea in terms of sports organisation and city infrastructure," said Xu Ruisheng, Vice Mayor of Guangzhou and Executive Deputy Secretary General of the Guangzhou Asian Games Organising Committee (GAGOC). "Preparations for the sporting gala, such as venue construction and traffic improvement, are in full swing."
- David Grevemberg is leaving a senior position with the International Paralympic Committee (IPC) to become head of operations for the Glasgow 2014 Commonwealth Games. His brief includes developing the sports programme, venue and athletes' village development, as well as fit-out, accreditation, medical services, technology, ceremonies and cultural activities and support services such as transport and security.
- The Rio de Janeiro hotel sector will benefit from a new line of funding, which may reach US\$160 million, to reform and expand hotels in the south and southeast regions of Brazil. The measure, announced on Tuesday, 4 August, by Minister of Tourism Luiz Barretto, reinforces the objectives of the of the city's bid to host the 2016 Olympic and Paralympic Games, and will help provide quality accommodation for visitors to the city
- Madrid's bid for the 2016 Summer Games has received a boost with the announcement that the Instituto Cervantes, the world's largest Spanish Culture organization, responsible for promoting the study and teaching of Spanish and Hispanic-American language and culture, is officially supporting Madrid's 2016 bid. The Instituto Cervantes will promote Madrid 2016 through its network of 73 centres across five continents.
- The Rio de Janeiro bid to host the 2016 Olympic and Paralympic Games has gained a new partner. Banco Bradesco has announced an investment of R\$ 3.5 million in the project. The choice of host city of the 2016 Games will take place on 2 October in Copenhagen, Denmark.

- Delhi 2010 Commonwealth Games organisers have held meetings in London to promote the supply chain opportunities with the project. UK Trade & Investment are available to assist companies which are interested in seeking contracts with the project.

## Sponsor Activity

- BSkyB has struck a sponsorship deal with music venue the O2 that will include the launch of a VIP ticketing service for the broadcaster's subscribers and the rights to broadcast shows on Sky channels and online. The five-year deal, thought to be worth about £3m a year, will see BSkyB become a "founding partner" of the O2 alongside brands including Adidas, BMW and Coca Cola.
- The Sochi 2014 Organizing Committee has announced that Russia's largest airline, Aeroflot, has been awarded General Partner status in the Sochi 2014 Passenger Air Transportation Services category.
- Nike Canada Corp. and the Vancouver Organizing Committee for the 2010 Olympic and Paralympic Winter Games (VANOC) have announced that Nike has been named the Official Supplier of high performance sporting goods for the upcoming Games and have also introduced the highly anticipated Team Canada 2010 hockey jerseys. Nike, in collaboration with Musqueam artist Debra Sparrow, designed a unique jersey that incorporates several icons and cultural symbols of Canada's rich history.
- On the eve of the inaugural Great London Swim, British Gas was unveiled as the title sponsor of the Great Swim series. The British Gas Great Swim series is made up of one mile open-water swims taking place in four venues across the UK: London, Scotland, Windermere and Suffolk. Over 10,000 swimmers of all abilities will make a splash this summer, including Olympians, celebrities, triathletes, club and fun swimmers. The events will be televised on Channel 4 in late September.
- The IAAF has announced the continuation of its partnership agreement with Seiko as a worldwide sponsor of the IAAF World Athletic Series of competitions. The new agreement recognises Seiko as the Official Timer for the IAAF World Athletics Series, 2010 – 2013, with the company supplying its state-of-the-art timing and distance measurement services to 19 events over the coming four years, including the 13th World Championships in Athletics, Daegu, Korea (2011) and the 14<sup>th</sup> edition in Moscow, Russia (2013).

- British athletes who won a medal at the August World Championships in Berlin, will be given Alfa Romeo sports car as a reward. The car manufacturer has extended the incentive, also made at the Beijing Olympics, to all British medallists, as part of its ongoing sponsorship with UK Athletics.
- TOP Sponsor McDonald's is reportedly set to become the only branded restaurant at Britain's Olympic venues, prompting angry reactions from restaurateurs and environmentalists who say that food on offer should reflect regional foods and London's ethnic mix. The company is in talks with the Olympic authorities to ensure that its golden arches are the exclusive recognisable "meal brand" at the 2012 London games
- Cadbury have signed a new sponsorship deal with the Australian Olympic Committee (AOC) for the Winter Games in Vancouver next year and London 2012. The deal sees the confectionary company link up again with Australia's Olympic team after a nine-year absence. Cadbury was an Australian team sponsor for the 1996 Atlanta Games and they were official sponsors of the 2000 Sydney Olympics.
- Supermarket giant Sainsbury's has become an official supplier to this year's UK School Games, to be held in Wales. The deal, which has been negotiated by the Youth Sport Trust, is to supply the mineral water for all the competitors. Sports marketing agency, Fast Track, has also secured support for the UK School Games from First Group and the NASUWT.

## **Collateral Projects**

- Plans for a major property development next to Canary Wharf, which could provide thousands of new jobs and help fund Crossrail, is to be decided by the Mayor Boris Johnson. Using his new planning powers the Mayor has 'called in' the proposal for Columbus Tower, which includes 31,000 square metres of office space, a 192 room hotel and over 70 apartments.
- A £5 million cycling park in Gravesend, set to be Britain's largest, has been given the go-ahead after receiving substantial backing from British Cycling. The 43-hectare woodland park, to be known as the A2 Activity Outdoor Community Sports Park and scheduled to open in 2012, will be three times bigger than the Olympic Velopark in London.
- The full list of engineers and architects that will work on Crossrail stations has been announced. Scott Wilson and Weston Williamson will design Paddington, WSP and

John McAslan & Partners are on Bond Street and a joint venture between Arup and Atkins will design Tottenham Court Road, with engineer Hawkins Brown. Scott Wilson will also work on Farringdon with Aedas, while Mott MacDonald and Wilkinson Eyre are on Liverpool Street and Hyder and BDP have won Whitechapel. A contract to handle architectural component design has gone to Atkins and Grimshaw & Partners.

- UK Sport has announced that the English Institute of Sport (EIS) will take on the strategic development for the Performance Lifestyle support service, having played a key role in delivering the service across elite sport since the programme's inception. In line with their strategy of positioning the EIS as the strategic developer for Sport Science & Sport Medicine, UK Sport has transferred responsibility for the programme to the EIS and will invest in its ongoing delivery through the Home Country Sports Institutes (HCSIs). Performance Lifestyle (PL) is an individualised personal and professional development service for the high performance environment.

## Current Supplier Listings – CompeteFor Registrations

As at 1<sup>st</sup> September there are 3,239 West Midlands companies and other organisations (an increase of 117 since our last report), listed and fully published (ie 'Business Ready') on the CompeteFor system. The total number of Business Ready suppliers and other organisations on the CompeteFor system is 39,938 (an increase of 1,851 since our last report).

If you are experiencing any difficulties in achieving full publication on CompeteFor please contact Business Link on 0845 600 2012.

## Contracts and Tenders

### ODA tenders issued during August:

Publication Date	Title	Client
21/08/2009	Olympic Programme External Lighting Supply	ODA
14/08/2009	Landscape and Public Realm Public Arts	ODA

	Consultant – South Park Headhouses	
07/08/2009	London 2012 Apprenticeship Programme	ODA
07/08/2009	Provision of Direct Coach and Park and Ride Services	ODA
05/08/2009	Office Plants requirement – Churchill Place offices	ODA

**LOCOG tenders issued during August:**

<b>Publication Date</b>	<b>Title</b>	<b>Client</b>
30/08/2009	Anti-Doping Sample Collection Kit	LOCOG
30/08/2009	Olympic News Service: Biographies & Historical Results	LOCOG
19/08/2009	Sub-consultants to support planning applications	LOCOG
18/08/2009	Town Planning and Development : Consultation & Communications Agency	LOCOG
18/09/2008	Licensee Opportunity : Drinks bottles, lunchware, melamine tableware and picnic sets	LOCOG
18/08/2009	Licensee Opportunity : Luggage, bags, travel and accessories	LOCOG
17/08/2009	Formal Clothing	LOCOG
05/08/2009	Reprographics	LOCOG
05/08/2009	Nightwear, Underwear, Infant wear and Socks : Licensee Opportunity	LOCOG

03/08/2009	Magazines, souvenir programmes and partworks: Licensee Opportunity	LOCOG
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**2012-specific tenders plus a selection of collateral project requirements, issued by other parties during August:**

CompeteFor also carries sector-applicable opportunities for many non-2012 projects. It is recommended that suppliers register on CompeteFor to receive details of all opportunities.

<b>Publication Date</b>	<b>Title</b>	<b>Client</b>
30/08/2009	WP466 Metalwork in basement	Balfour Beatty
30/08/2009	First Stop Installation	Carillion Plc
30/08/2009	Glass Reinforced Plastic Package	Carillion Plc
30/08/2009	Mansafe Fall Arrest System	Carillion Plc
30/08/2009	Steel Doors	Carillion Plc
30/08/2009	Haulage Requirement - Flat Bed - Hiab - Curtain Siders with Tail Lift	CSB Logistics Ltd
30/08/2009	Glass and Timber Doors Partnership (West Midlands)	Hafele
30/08/2009	Hydraulic hose repair	Hi-Reach Access
21/08/2009	Painting to concrete bridge decks	Morrison Construction Ltd
21/08/2009	Expansion joints to bridge decks	Morrison Construction Ltd
21/08/2009	Workplace cycle parking equipment	Transport for London

21/08/2009	Workplace Cycle Servicing	Transport for London
20/08/2009	Project Manager for Mayoral initiative	Design for London
20/08/2009	Delivery of international trade support in London Region	UKTI London Region
19/08/2009	Aggregate Supplier	BAM Nuttall
18/08/2009	WP446 Soft landscaping	Balfour Beatty Group Ltd
18/08/2009	WP447 Hard landscaping	Balfour Beatty Group Ltd
18/08/2009	WP453 Legacy toilet cubicles	Balfour Beatty Group Ltd
17/08/2009	10027 - Super Highways - Olympic Park - Fence Maintenance Contractor - Tree Work	VolkerHighways
17/08/2009	10027 - Super Highways - Olympic Park - Fence Maintenance Contractor - Arboriculturist	VolkerHighways
13/08/2009	Supplier of aluminium coils	Ash & Lacy Building Systems
11/08/2009	BRICKWORK SUPPLY & INSTALLATION - OLYMPIC HANDBALL ARENA	Buckingham Group Contracting Limited
11/08/2009	Economic Impact Evaluation Study (London First Centre, Think London) copy	London Development Agency
11/08/2009	C10090 Greenway Stratford Railing Painting & Refurbishment	VolkerFitzpatrick Contractors Ltd
07/08/2009	Bridge Works	Morrison Construction Ltd

07/08/2009	Steel Fabrication	Morrison Construction Ltd
07/08/2009	Security Systems	Morrison Construction Ltd
07/08/2009	Borehole M & E	Morrison Construction Ltd
07/08/2009	Electrical Installations	Morrison Construction Ltd
07/08/2009	P/A system supply and install	Morrison Construction Ltd
07/08/2009	External Lighting - Supply and Install	Morrison Construction Ltd
07/08/2009	Foul Water Pumping Package	Morrison Construction Ltd
07/08/2009	Rainwater Harvesting System	Morrison Construction Ltd
07/08/2009	Water treatment and filtration	Morrison Construction Ltd

**Contracts awarded during August:**

<b>Title</b>	<b>Client</b>	<b>Date</b>	<b>Winner</b>
OJEU - Civil Engineering Works Framework	ODA	29/08/2009	Jackson Civil Engineering Group Limited John Sisk and Son (Holdings) Ltd Galliford Try Infrastructure Limited (trading as Morrison

			Construction) P.J.Carey (Contractors) Ltd
OJEU - Seating Installation Framework	ODA	29/08/2009	Alto Seating Systems Ltd Nussli Special Events Ltd SLICK SEATING SYSTEMS LIMITED
Olympic Park 'Dr Bike' sessions.	ODA	30/08/2009	Bikeworks CIC
Crowd Control Modelling Services	LOCOG	30/08/2009	BCHF (UK) Ltd
National supplier of ironmongery	Sir Robert McAlpine	30/08/2009	Branch BMN Ltd
50 Tonne Mobile Crane	Dawson Contract Piling	30/08/2009	M&J Hire
Demolition Works	Morrison Construction	21/08/2009	Land and Water
Earthworks & Groundworks	Morrison Construction	21/08/2009	Land and Water
Temporary sheet piling works	Morrison Construction	21/08/2009	Land and Water Services
MEWP's required for working at height	Network	21/08/2009	Lavendon Group (Construction Site Solutions CSS
Site Canteen Operation	ISG InteriorExterior PLC	21/08/2009	Site Catering Limited
Waste Management	ISG InteriorExterior	17/08/2009	Veolia

	PLC		
Site Reprographic Services	ISG InteriorExterior PLC	17/08/2009	Service Point UK Limited
Office Furniture	ISG InteriorExterior PLC	17/08/2009	BM Office Furniture Solutions Ltd
Temporary Site Accommodation copy	ISG InteriorExterior PLC	17/08/2009	Premier Interlink (WACO UK LTD)
Wetlands - Disc Type Bearing Units for Permanent Bridge	BAM Nuttall Ltd	14/08/2009	Freyssinet Limited
Wetland Bridge F02 - Sheet Piling	BAM Nuttall Ltd	14/08/2009	Sheet Pile Installations
LOT 2 Pre cast Concrete Edge Beams	BAM Nuttall Ltd	13/08/2009	Opportunity Withdrawn
Software for Facilities Management	LOCOG	13/08/2009	RNM Systems
Provision of Lead Generation Support Services for Invest Thames Gateway	SEEDA	13/08/2009	Fuse 8
Wetlands - Scaffolding	BAM Nuttall Ltd	13/08/2009	Opportunity Withdrawn
Wetlands Bridges Project requires subcontractors for Vibrated Concrete Columns and CFA Piling for various Wetlands Bridges	BAM Nuttall Ltd	13/08/2009	Expanded Piling Ltd
On site catering	Buckingham Group	11/08/2009	Dinos

	Contracting		
Supplier of Plumbing services - West Midlands only	Rexel UK Ltd	11/08/2009	Retaining Suppliers Existing
Glaziers - West Midlands only	Rexel UK Ltd	11/08/2009	Retaining Suppliers Existing
Catering supplier for Broxbourne Olympic site	Morrison Construction	05/08/2009	Straightforward Catering
Site Clearance	Skanska Civil Engineering	05/08/2009	Homegrown Timber Ltd
Supply & Installation of Gabion Retaining Walls	Skanska Civil Engineering	05/08/2009	Phi Group Ltd
Surface & Foul Water Drainage	Skanska	05/08/2009	Caulfield Contractors Ltd
PRE-CAST CONCRETE PRODUCTS SUPPLY & INSTALLATION - OLYMPIC HANDBALL ARENA	Buckingham Group Contracting	03/08/2009	Watson Steel Structures

### Updated Forecast Requirements - ODA

Contract title	Category	Procurement Start Date
Lightweight Medium Span Structure - Fabric and Tented	Works	Q2 2009
Lea Navigation Bridge Contractor	Works	Q2 2009
Lightweight Structure and Enclosure to Water Polo	Works	Q2 2009
Stratford High Street Bridge Contractor	Works	Q2 2009

Temporary Accommodation	Works	Q2 2009
Landscape and Public Realm South Park - Contractor	Services	Q2 2009
Stadium Legacy Transformation Designer	Works	Q3 2009
Tennis Courts	Works	Q3 2009
Hockey Pitch	Works	Q3 2009
BMX Supercross Track	Works	Q4 2009
Stadium Legacy Transformation Constructor	Works	Q1 2010
Lea Navigation Legacy Highway Bridges	Works	Q4 2010
Structures, Bridges & Highways Legacy Conversion	Works	Q2 2011
Greenway Ramps - Contractor	Works	Q2 2011
Landscape and Public Realm - Greenway Works - phase III ramps	Works	Q2 2011

## Recruitment

### ODA recruitment advertising during August:

13/08/2009	Evaluation Manager
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### LOCOG recruitment advertising during August:

29/08/2009	Medical Services Workforce Coordinator
29/08/2009	Internet Services Applications Manager
21/08/2009	Venue Transport Cluster Manager

21/08/2009	Uniform Operations Manager
21/08/2009	Head of Research and Insight (Nielsen/Locog)
19/08/2009	Head of Programme and Risk Management
19/08/2009	Procurement Manager
19/08/2009	Ticketing Project Manager
18/08/2009	Head of Health and Safety
10/08/2009	Interim Head of Brand and Marketing
06/08/2009	HR Systems and Planning Manager
06/08/2009	Integrated Security Technology Manager
03/08/2009	Financial Systems Analyst (Reporting)
03/08/2009	Financial Systems Analyst (user support)
03/08/2009	Financial Analyst

## Conclusions:

People frequently think that August is a quiet month – far from it here in the West Midlands! Despite the holiday season, the region has hosted the Ashes at Edgbaston, has sent top athletes such as heptathlete Louise Hazel to the Berlin World Championships, and has secured agreements with the Jamaican and USA athletics squads to base themselves in Birmingham for the 2012 Olympics.

Congratulations to Redditch-based Slick Seating and Alto Seating, for their superb success in winning two of the three available positions on the ODA's 2012 venue seating framework contract. A great piece of inspiration to West Midlands-based manufacturing businesses – you can do it!

Don't miss out on the forthcoming series of 2012 Business Opportunity workshops – the first events will be on 23<sup>rd</sup> and 29<sup>th</sup> September in Birmingham and Coventry (see the

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‘Forthcoming Events’ section above). If you want to know what opportunities are available and where to find them, you need to be there!

If you are looking for contract opportunities with the 2012 Games it is vital to register and publish your details on the CompeteFor portal. The system has now become the main method of releasing tender opportunities, not only for the Olympics authorities, but increasingly by supply-chain contractors, and is also being used for many non-2012 opportunities.

The URL for the system is: [www.competefor.com](http://www.competefor.com)

Companies operating in the construction sector and which are looking to supply the Lend Lease Athletes Village programme, have an additional opportunity source – the ‘Village Supply Chain’ portal. This operates separately from the CompeteFor system.

The URL for the system is: [www.villagesupplychain.com](http://www.villagesupplychain.com)

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