

London 2012 Games sector briefing

general briefing

February 2010

Advantage West Midlands

London 2012 Games

General Business Briefing - February 2010

Key Statistics

2012 Olympic Games: 27 July – 12 August 2012

2012 Paralympic Games: 29 August - 9 September 2012

26 Olympic sports

20 Paralympic sports

28 Venues

10,500 Olympic athletes and 4,200 Paralympic athletes

20,000 press and media

7.7 million tickets (Olympics) plus 1.5 million (Paralympics)

Over 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

2012 Business Update

Forthcoming Events and Announcements

- The third Staffordshire and Stoke-on-Trent 2012 Conference will be held on 4th February 2010, at Burton Albion Football Club. This free event provides an opportunity to find out more about activity inspired by the 2012 Games taking place in Staffordshire and Stoke-on-Trent, how you and your organisation can get involved and what the benefits are. To book your place at this valuable event [Click Here](#).
- The next free Business Link 2012 Business Opportunity workshops will be held on the 10th and 11th February 2010. These invaluable events provide you with up to date information about business opportunities arising from London 2012, and how you can access and tender for them. For details see below:
 - 10th February – Herefordshire & Worcestershire – Contact Lisa Sanders at lisas@hwchamber.co.uk (Tel: 0845 641 1523)
 - 11th February – North Staffordshire – Contact Marsha Wright at membership@nscci.co.uk (Tel: 01782 202 222)
- The Procurex National exhibition will be held at the National Exhibition Centre on 9th and 10th March 2010. Developed as a one-stop shop for procurement professionals and suppliers, this event is free to attend and will feature over 60 procurement training workshops, 16 key conference speakers and over 100 exhibitors. For event and registration details [Click Here](#).
- If you are not already registered 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

West Midlands News

- Coventry is to have a big screen installed in its city centre after being selected as a London 2012 Live Site location. Tom Clift, Coventry and Warwickshire Partnership manager for the 2012 Games, said: "We are delighted to have secured a Live Site for Coventry and the West Midlands region, especially in light of the intense competition we faced from other major locations across the UK." The screens are erected and run in partnership with London 2012 and the BBC, in association with London 2012 partners BT, Lloyds TSB and Cisco with funding from the Olympic Lottery Distributor, and will cover both the Olympic and the Paralympic Games.
- Not one London hotel made it into a list of the top 25 hotels in the UK, but the Manor Coach House, Worcester, has walked away with the second spot! Travel website Tripadvisor compiled the list as part of its eighth annual Travellers' Choice hotel awards.
- The drive to get a million people playing more sport is to be promoted by nine new champions – one for each region in England. The 'Regional Champions for Community Sport' will act as advocates for grassroots sport and Sport England's plans to increase participation. The West Midlands Champion is Dave Long, who works for CV One, Coventry's Destination Marketing and City Centre Management Company. Dave competed for Great Britain in the marathon at both the 1988 and 1992 Olympic Games in Seoul and Barcelona respectively.
- Plans for a permanent £100 million training base for the England team, renamed St George's Park, have been unveiled by the Football Association. The 330-acre National Football Centre (NFC) in Burton-upon-Trent will feature 12 pitches - including one synthetic and indoor - plus sports medicine and sports science facilities, two hotels and a conference centre. The FA have already sunk £25 million into the project since 2001 and the plans also include a private housing scheme for 30 homes near the entrance to the centre that will help plug a funding gap.
- The West Midlands Leadership Group for the 2012 Games welcomes Olympian and former Chief Executive of the UK Athletics, David Moorcroft as its new Chair; a role which will see David leading the group to ensure the West Midlands region fully maximises the benefits of the London 2012 Olympic and Paralympic Games.
- Midland carpet maker Brintons has bagged a £3.4 million Indian order – supplying an area the size of 24 football pitches at Delhi Airport. The Kidderminster-based firm, a world leader in the design and manufacture of woven Axminster carpet for more than two centuries, has been awarded the contract to supply all of the carpet to the

new Terminal Three building, which is currently under construction at Indira Gandhi International Airport. The Terminal Three structure will be completed in time for this year's Commonwealth Games, which are due to be held in New Delhi from October 3rd – 14th.

- Stoke on Trent City Council has one of the most advanced community sports volunteering schemes in the region, and they are looking for people of all ages, abilities and cultures to volunteer at a wide variety of projects in the city. If you are interested in becoming a sports volunteer or require more information please contact Sport & Leisure Services on Telephone: 01782 235001 or email: leisure.services@stoke.gov.uk
- People Dancing is part of the West Midlands' Culture Programme for London 2012. There are four more commissioning rounds for activity between now and 2012, with the next deadline for bids being 9 April 2010. The People Dancing team is holding surgeries over the next few months, to give you the opportunity to meet a member of the team and discuss your ideas. For more information on the People Dancing programme, and to book a place at one of the surgeries, please contact Naomi Temple on Naomi.temple@artscouncil.org.uk or 0121 631 5741

London 2012 News

- Sebastian Coe has said that the 2012 Olympics will enjoy full stadia despite the global economic downturn. Coe told Reuters, "I don't for one minute doubt we will have anything other than full stadia in this country. People 'get' sport whether it is at corporate level or whether it is among ordinary families like myself". London 2012 organisers are reportedly determined to avoid a repeat of what happened at the Beijing 2008 Games where there were empty seats at many of the venues – however the ticketing policy and prices have reportedly not yet been finalised.
- The ODA has claimed that the Olympic Park will be a "stunning green oasis" to be proud of after the 2012 Games when it is turned into London's largest new urban park in more than a century. The planned work includes planting more than 4,000 trees which will fill the parklands and temporary wildflower meadows, and avenues of trees and hedges to provide a welcoming entrance.
- LOCOG's procurement group presented to members of the BMF (British Marine Federation) at the London International Boat Show, held in Docklands' ExCel Centre. LOCOG is looking to engage the market in advance of sourcing more than

200 boats, which will be used in the Olympic and Paralympic Games, as well as a series of Test Events in 2011, across disciplines such as Sailing, Rowing and Canoeing.

- Thousands of amateur sports clubs across the UK are missing out on a share of tax savings running into millions of pounds, Sports Minister Gerry Sutcliffe has said. Sutcliffe wants more clubs to join the Community Amateur Sports Club (CASC) scheme so they will have more money to help drive a sporting legacy from 2012. There are over 5,500 clubs currently registered with the CASC scheme, which has, according to figures produced by Deloitte, resulted in over £60 million worth of tax savings for sports clubs in the last seven years.
- The London Evening Standard reports that sports fans may be able to buy tickets for the Olympics from the start of next year. Millions of would-be ticket-holders may also be able to register for their preferred 2012 event online within weeks, under plans reportedly being drawn up by Games chiefs. On the London 2012 website they will be asked to state which of the 26 sports they want to attend and when.
- New West Ham United owners David Sullivan and David Gold want to make the Olympic Stadium the club's new home after London 2012. A final decision on the stadium's future post-2012 will be taken by the Olympic Park Legacy Company (OPLC), but a London 2012 spokeswoman pointed out that if Sullivan was successful in his bid he would have to keep the running track.
- The BBC has begun discussions with mobile phone manufacturers and networks about plans to broadcast coverage of the London 2012 Olympics directly to handsets. The terrestrial broadcaster has the ambitious aim to broadcast every moment of Olympic action when the Games start in the year after next, with hopes of fans accessing all content through their mobiles as well as using the television, radio and internet. Along with the plan for wireless devices around London, there are also proposals to cover events in different languages to listeners on digital radio.
- Loughborough College has become the ninth college to be accepted into the London 2012 Get Set network and plans are afoot for more Games inspired projects. The College has already received the prestigious Inspire Mark for its healthy and active living project Loughborough Flames: Lighting the Way and plans are being put in place for many more Games related activities. More than half of the UK's further education colleges are now registered with the Get Set network.
- The Olympic Park Legacy Company (OPLC), the company responsible for the long term planning, development and management of the Olympic Park, has announced

its first three appointments to its Executive Management team: Director of Finance and Corporate Services, Jonathan Dutton; Director of Marketing and Communications, Karen Webb; and Director of Operations and Venues, Malcolm Ross. The OPLC is currently recruiting for four further Directors. They are Director of Urban Design and Planning, Director of Real Estate, Director of Governance and Legal Services and Director of Strategy and Corporate Planning.

- LOCOG and the Cultural Olympiad Board have appointed Ruth Mackenzie as the Director of Culture for the 2012 Games. Leading the LOCOG Culture team, Ruth will report to Cultural Olympiad Chair Tony Hall and the London 2012 Cultural Olympiad Board. She will be supported by a team of artistic advisers who will continue in their current roles: Martin Duncan, Craig Hassall, Sir Brian McMaster and Alex Poots.
- CompeteFor, the online 'business dating' website, is celebrating its second birthday with the 5,000th business opportunity advertised on the service since its launch in January 2008. Over 100,000 businesses across the UK have registered on CompeteFor to take advantage of the 5,000 opportunities ranging from printing to event management contracts and from training to abseiling services. Around 74% of contracts awarded have been placed with SME businesses and 18% of them have gone to businesses with 10 or less staff.
- ODA Chairman John Armitt has said it will take until at least summer 2013 to complete the post-Olympic conversion of sports venues, transport links and bridges in the 600-hectare park. Speaking at an Olympic seminar organised by think tank Editorial Intelligence and 2012 sponsor BT, Mr Armitt said: "There are plans for 6,000 more homes on the site so it is going to be a long-term development" The building work will cost an estimated £300 million.
- Tourism chiefs reportedly say London has made almost £40million from an increase in sports and business events in the run-up to 2012. Improvements to transport and accommodation linked to the Games have resulted in a surge of bookings, said Visit London. The group has calculated the value in hotel takings and visitor spending of bookings they say are related to being a host city. These include Sport Accord 2011, the world's largest sports congress, set to bring in £2.4million and the 52-nation World Skills Competition in 2011 to promote vocational training, expected to generate £29 million.
- The British Olympic Association has called on politicians to work closely with the sports industry to ensure that the 2012 London Olympics have a positive legacy on British sport. Speaking at a Parliament event entitled the 'Importance of Sport', the

BOA's chairman Lord Moynihan suggested the essential elements for achieving a positive legacy included a sports infrastructure and facilities plan, a volunteering strategy, and a systematic approach to the delivery of coaching at all levels of sport throughout the UK.

- Workers on parts of the 2012 Olympic site were forced to down tools amid health and safety concerns, as the snow hit London during January. An ODA spokesperson said this was due to safety reasons but added that work was continuing across the majority of the site with safety precautions in place where appropriate.
- The ODA has reinforced its commitment to health and safety as the project enters its toughest year so far. The number of workers and activity on site will reach its peak during 2010 with construction underway in every part of the Olympic Park. The latest employment and skills figures published by the ODA show that 6,277 people are currently working on the Olympic Park construction site and 2,887 people are working on the Olympic Village. The logistical challenge for the coming year is huge, with the workforce increasing to around 11,000 and deliveries increasing from the current rate of around 650 per day to around a 1,000 per day. The Olympic Park has an on-site medical centre with health checks available for every worker. Education and health promotion campaigns are run across the site. The ODA has also conducted one of the largest surveys of construction workers to check attitudes and approaches to health, safety and the environment.

Other Major Sports Projects

- Important changes have been announced to the Glasgow 2014 Commonwealth Games Business Portal. Opportunities for Games related contracts continue to be added including the recent £70m worth of sub-contracts added to the site by Sir Robert McAlpine in relation to the National Indoor Sports Arena (NISA) and Sir Chris Hoy Velodrome. Since the initial launch of the portal the organisers have taken the opportunity to consider feedback from suppliers. Based on feedback received, the number of "Business Readiness" questions that need to be completed has been reduced. The Glasgow 2014 Business portal is at www.Glasgow2014.com/BusinessPortal.
- Three days of meetings, with visits to competition venues and units of Rio de Janeiro's Pacification Police, have marked the beginning of the joint work of International Olympic Committee (IOC) Coordination Commission for 2016 Olympiads, Rio 2016 Organizing Committee and the Federal, State and Municipal administrations. One of the subjects discussed during the meeting was the

establishment of the Olympic Public Authority, which will be in charge of coordinating public services and the delivery of the infrastructure needed for Rio 2016 Games.

- Delhi 2010 Organising Committee Chairman Mr. Suresh Kalmadi, MP, has said that the Commonwealth Games are a great stepping stone for Olympic Sports in India, and stressed the need of developing a professional sporting culture in the country. “With Commonwealth Games I feel new sporting culture has to come. We are going for professionalism and Commonwealth Games are a great stepping stone for Olympic Sports. Olympic Sports must move ahead, that’s why Commonwealth Games are here.” he said.
- Japan has shortlisted 13 venues to host matches if the country wins the right to host the World Cup in 2018 or 2022. FIFA rules require World Cup host countries to use a stadium with a minimum capacity of 80,000 for the opening game and the final. The Japan Football Association had planned to use the proposed 100,000-seat Olympic Stadium had Tokyo won the 2016 Games but the city lost out to Rio de Janeiro. Osaka is reportedly planning to build an 80,000-seater venue to solve the problem.
- The Princess Royal has opened Glasgow's Scotstoun Stadium, which is due to host squash and table tennis during the 2014 Commonwealth Games, following an £18 million revamp. The state-of-the-art complex has an outdoor 400-metre track, an indoor track, offices and meeting spaces, and provides physiotherapy, massage, and strength and conditioning facilities for athletes. The redevelopment of the stadium started in March 2008 and was funded with £14 million from Glasgow City Council and £4 million from sportscotland.
- The United States World Cup bid team has chosen the 18 host cities to be included in its presentation to world governing body Fifa on May 14. Atlanta, Baltimore, Boston, Dallas, Denver, Houston, Indianapolis, Kansas City, Los Angeles, Miami, Nashville, New York, Philadelphia, Phoenix, San Diego, Seattle, Tampa and Washington DC all made the final list, but notable omissions include Chicago, Detroit, Orlando and San Francisco. Fifa will announce the hosts of the 2018 and 2022 World Cups in December.
- Vancouver 2010 organisers (VANOC) are reportedly looking to spectators travelling to the Olympic Winter Games to help with carbon offsets for the estimated 268,000 tons of emissions the Games will be responsible for. Tourists are directed to a VANOC-sanctioned website called www.offsetters.ca, as one place where they can calculate and pay for their carbon offsets. The website acts as a brokerage,

connecting individuals and corporations to offset projects to which they can contribute.

- Nanjing in China has emerged as the frontrunner to host the 2014 Summer Youth Olympic Games after a report by the IOC Evaluation Commission claimed that their bid represented the least risk to the IOC. Nanjing has a population of 7.5 million and is reportedly proposing a budget of \$117.4 million, the biggest of all the candidates and of which 72 per cent is guaranteed by Government subsidies. It also already has 21 of the 25 venues needed to host the event, with all of them located within 30 minutes of the proposed Olympic Village.
- Siemens has won a contract to supply 38 trains for use at the Sochi Olympic Games in 2014, with an order worth almost US\$600 million already in place and likely to be increased by a further nine-figure sum. The order comes as part of an unprecedented development of the region's transport infrastructure.
- To prepare for a successful experience from February 12 to March 1, drivers who frequently travel in downtown Vancouver are being encouraged to start practising their Games-time travel plans and be a part of the weekly TravelSmart 2010 Challenge. The challenge, which will promote incremental reductions in vehicle traffic as phased-in road closures go into place, starts on January 8 and runs every Friday leading up to the Opening Ceremony on February 12. Drivers can read up on their options at www.travelsmart2010.ca on what changes they can make to reduce traffic congestion.

Sponsor Activity

- TOP sponsor Coca-Cola, is planning to bring 10,000 people to London for the 2012 Olympics. "We'll be looking to secure exclusive use of specific hotels," said Malcolm Plows, venue operations director, Coca-Cola. "We'll also need to accommodate a team of 500 staff."
- LOCOG has announced that John Lewis has become a Tier Three Provider to London 2012 and its 26th domestic sponsor. John Lewis becomes the Official Department Store Provider to London 2012. As part of their partnership with LOCOG, John Lewis will offer their staff (known as Partners) the opportunity to work at LOCOG in the build-up to the Games, help to furnish lounge and reception areas at Games-time venues, and provide warehouse space. In addition, the John Lewis

shop on Oxford Street and the forthcoming shop adjacent to the Olympic Park at Stratford (due to open in 2011) are set to become key retail outlets for Games-related merchandise.

- London 2012 and BP have launched a major new development programme for young people. The London 2012 Young Leaders Programme is a major new personal development programme which will, with guidance from BP employees, give young people from across the UK the chance to make a positive and significant change to their lives and local communities. The programme will take place between April 2010 and the end of the Games in September 2012. The young leaders will develop and deliver a range of volunteering opportunities in their local community working with the National Young Volunteers Service, and the Dame Kelly Holmes Legacy Trust, together with 100 BP employees and a number of high profile athlete mentors.
- Club Bud, host of the hottest parties in Beijing and Torino, will reclaim its place on top of the Olympic Winter Games party podium in Vancouver. Budweiser, the official beer of the U.S. Olympic Team and a supporter of the Olympic Movement since 1984, will be the center of the Games social scene for five nights in February. The 19,000-square foot, 1,000-person capacity, multi-level venue will feature a concert stage, elevated seating, several bar and lounge areas, and the legendary 2,646-square foot sprung dance floor. Adult partygoers will enjoy live DJs, and three separate bar areas will offer distinct atmospheres to enjoy a cold Budweiser with friends.
- Procter & Gamble, along with the U.S. Olympic Committee (USOC), have announced that the company will welcome U.S. Olympic athletes and their families in Vancouver, Canada, at the P&G Family Home, which will provide Team USA with a place to come together in an inviting and comfortable environment for the duration of the Olympic Winter Games. More than 300 athletes and coaches will be on the 2010 U.S. Olympic Team, and each one will have the opportunity to take advantage of the P&G Family Home at no cost.
- Visa, which has committed to a US\$200 million deal with the IOC, has now signed on to back the 2010 Vancouver Paralympic Winter Games and the 2012 London Paralympic Games. Visa has sponsored four Paralympic Games since 2002. The deal with the International Paralympic Committee (IPC) sees Visa remain as the official payment service and only card accepted at all Paralympic Games venues to

purchase Paralympic tickets, official Games merchandise, or food and beverages in venues.

- Russia has reportedly announced BDO, part of the world's fifth-largest global network of independent auditors and a company which worked on Sochi's successful campaign to host the 2014 Winter Olympics, as a supporter of their bid to host the 2018-2022 World Cup. The company, based in Moscow, has signed an agreement with the Bid Committee which provides for substantial consulting support including in the areas of management and finance.
- Adidas has been confirmed as the official apparel and accessories partner to Team Sky. Adidas will provide almost 100 different pieces of apparel and accessories, and more than 14,000 units of kit to the team each year. As well as apparel and accessories for Team Sky itself, Adidas has designed a range of on- and off-bike products that will be available in shops from March. Other Team Sky partners include Marks & Spencer, Oakley and Jaguar.
- Olympic cycling gold medallist Victoria Pendleton has signed a three-year sponsorship deal to be a brand ambassador for Hovis in the build-up to the London 2012 Olympics. The Premier Foods-owned brand will use Pendleton in a series of campaigns aimed at encouraging consumer uptake in cycling; healthy-eating and education initiatives. In launching the sponsorship, Hovis released a picture of Pendleton recreating the brand's famous 'Boy on Bike' advertising campaign.

Collateral Projects

- The London Development Agency is to spend £12.4 million on six public realm projects on the fringes of the Olympic Park, amid concerns that within 15 minutes' walk of the multi-billion pound development lie areas which are "unsafe", "neglected" and "derelict". The projects given the green light include public realm and transport projects in Stratford Town Centre. The LDA will also fund public realm improvements to Hackney Wick and Fish Island and new links between Three Mills Green and the Olympic Park. The final project will see public art projects launched across the fringe area.
- Small and medium sized enterprises are continuing to drive new inward investment in London, having made up almost three quarters of all new business investment in the UK capital in 2009. The number of overseas SME's expanding their operations in London over the last 12 months has in part been facilitated by Think London's

'Touchdown London' service. Since the start of 2009 more than 35 new overseas businesses have benefited from the Touchdown London offer and been able to set up operations in London.

- Princess Haya the wife of Dubai ruler Sheikh Mohammed bin Rashid Al Maktoum, has officially launched SportAccord, which this year is being held in the Middle East for the first time. The Atlantis resort on Palm Jumeirah Island, Dubai, will be the venue for the SportAccord Convention 2010 Dubai, a gathering of 1,500 representatives from more than 60 countries, including delegates from more than 100 international sports federations and organisations, taking place from between April 25 and 30.
- Construction work has begun on the £1.5bn London Gateway port, which had stalled following owner Dubai World's debt issues. However, Dubai World said that the development, which will be Europe's largest combined deep-sea port and logistics park, will be kept under review. Sited on the north bank of the Thames near Thurrock in Essex, the 1,500-acre London Gateway development will be a hub port for the UK, with unrivalled deep-sea shipping access. It is also planned to include a 9.5m sq ft business park for distribution, manufacturing and hi-tech firms.
- Europe's largest infrastructure project, Crossrail, is set to have a huge year in 2010 as main construction works begin. Preparatory work on the tunnel entrance at Royal Oak in West London were scheduled to commence in January and, by the end of 2010, construction at all new central section stations will have started along with work underway on other tunnel portals and shafts. The Tunnelling Academy will have opened for admissions and work on the RSPB wildlife reserve at Wallasea Island will be underway. Crossrail will also have appointed its key tunnelling contracts in anticipation of tunnelling work commencing in 2011.

Current Supplier Listings – CompeteFor Registrations

As at 1st February there are 3,957 West Midlands companies and other organisations (an increase of 125 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 49,267 (an increase of 1,674 since our last report).

For further information, please visit the Help section on the CompeteFor website www.competefor.com, or contact the Helpdesk: 0845 217 7804.

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 January:

NONE

LOCOG tenders issued during January:

Publication Date	Title	Client
26/01/2010	Film Production Services : Roster opportunity	LOCOG
26/01/2010	LOCOG Transport Fleet Management System	LOCOG
21/01/2010	Heating Ventilation, Air conditioning (HVAC)	LOCOG
21/01/2010	LV distribution of secondary power	LOCOG
20/01/2010	The supply and installation of office furniture	LOCOG
19/01/2010	JBoss Subscription and Consulting Services	LOCOG
15/01/2010	Catering Services for London 2012	LOCOG
15/01/2010	Cleaning Services for London 2012	LOCOG
15/01/2010	Waste Services for London 2012	LOCOG

2012-specific tenders plus a selection of collateral project requirements, issued by other parties during January:

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.

Publication	Title	Client
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Date		
28/01/2010	Economic Modelling for the Five Host Boroughs	Host Boroughs Unit
28/01/2010	8. Landscape contractor for Eastern Curve as part of "Making Space in Dalston	London borough of Hackney
28/01/2010	Electric Vibrating Concrete Poker	Lorclon Ltd
28/01/2010	Spray painting	Lorclon Ltd
26/01/2010	Air Conditioning Specialist	Briggs and Forrester
26/01/2010	Insulation contractor	Briggs and Forrester
26/01/2010	Security Installation	Briggs and Forrester
26/01/2010	Sports Seating	Buckingham Group Contracting Limited
26/01/2010	Three Mills Green Landscape Architect led consultancy services	Lee Valley Regional Park Authority
26/01/2010	1. Outdoor play equipment for Gillett Square as part of "Making Space in Dalston"	London borough of Hackney
26/01/2010	2. Fabrication of art commission for Gillett Square as part of "Making Space in Dalston"	London borough of Hackney
20/01/2010	Canine Explosive Detection Service	Athletes Village - Bovis Lend Lease
20/01/2010	LDA_Provision of Low Carbon Heat Supplies in London Thames Gateway	London Development Agency
19/01/2010	Road Marking	Balfour Beatty Group Limited
15/01/2010	MPS PROVISION OF A CHILD CARE VOUCHER SCHEME SS3/09/320	Metropolitan Police Service
15/01/2010	Stainless steel cladding and balustrade installation: F06 Olympic Park Central Bridge	Waagner Biro

15/01/2010	Creative Industries Sector-Specific Solutions	Westminster City Council
13/01/2010	Soft Flooring	Carillion Plc
13/01/2010	Carpentry & Joinery	Carillion Plc
13/01/2010	Painting Works/Services	Carillion Plc
07/01/2010	Screen Printing Opportunity	Adidas
07/01/2010	Hydro & Grass Seeding	BAM Nuttall Ltd

Contracts awarded during January:

Title	Client	Award Announced	Winner
Permanent Mobile Phone Site Rental Valuation	ODA	29/01/2010	Fisher German LLP
Landscape Labourer Programme	ODA	29/01/2010	Havering College of Further & Higher Education
LOT 2 Supply of Drainage Products	BAM Nuttall Ltd	29/01/2010	Burdens
LOT 2 - Pedestrian Parapet U02	BAM Nuttall Ltd	29/01/2010	Varley & Gulliver
Lot 2 - Finishing Steelwork Fabrication to Structures H05, H06, H07 & H17	BAM Nuttall	27/01/2010	Access Designs LTD
Lot 2 - Highways Bollards	BAM Nuttall	27/01/2010	ATG Access
Wetlands - Movement Joints for Permanent F02 Bridge	BAM Nuttall Ltd	27/01/2010	Pitchmastic PMB
WINDOWS & CURTAIN WALLING SUPPLY &	Buckingham Group	26/01/2010	Saint Gobain Solaglas

INSTALLATION - OLYMPIC HANDBALL ARENA	Contracting Limited		
Fire Protection	Buckingham Group Contracting Limited	26/01/2010	G & A Fire Protection Ltd
BRICKWORK SUPPLY & INSTALLATION - OLYMPIC HANDBALL ARENA	Buckingham Group Contracting Limited	26/01/2010	Winchmore Brickwork
Service Maintenance for ODA Transport Offices - Chobham Farm South	ODA	26/01/2010	Gratte Brothers Service & Maintenance
Service Maintenance for ODA Offices - Burford Road	ODA	26/01/2010	Gratte Brothers Service & Maintenance
Event Production Company Roster	LOCOG	22/01/2010	Firehouse Productions Ltd, innovision events Ltd, Logistik, Shelton Fleming, Glasgow's, Stagestruck, M-is
Smoke Ventilator	Carillion Plc	21/01/2010	Air Design Systems Limited
Lightweight Event Structures, Accommodation and Event Solutions	ODA	20/01/2010	ES Group Limited, Nussli Special Events Limited, DeBoer Structures (UK) Limited, GL Events Owen Brown
Lot 2 Bridge Parapets	BAM Nuttall Ltd	18/01/2010	Littlehampton Welding Ltd
Main Press Centre Roofing	Carillion Plc	13/01/2010	Prater
Cast In-situ Concrete Slabs	Carillion Plc	13/01/2010	Stanford Industrial Floors

Dry-lining & Partitioning	Carillion Plc	13/01/2010	Astins
Banksman / Slinger Personnel Provider	ISG Interior Exterior PLC	11/01/2010	Carmichael Site Services Limited, T/A Carmichael UK
Hire of Buses	E&HCT	07/01/2010	Alliance & Leicester
Specialist Fit-Out / Refurbishment Contractor	LOCOG	07/01/2010	Not Awarded
Accommodation Reservation System	LOCOG	07/01/2010	Certain Software (UK) Ltd
London 2012 Games Contact Centre	LOCOG	07/01/2010	Careline Services Limited
Live Site Screen Banner Branding	LOCOG	07/01/2010	Icon Display
London 2012 merchandising - Unique Merchandising Ideas	Event Merchandising	07/01/2010	Event
Mobile Units as platform for merchandise sales	Event Merchandising	07/01/2010	Event
Merchandise - flags and banners	Event Merchandising	07/01/2010	Event
London 2012 merchandising - Point of Sale Marketing Materials	Event Merchandising	07/01/2010	Event
London 2012 merchandising - clothing	Event Merchandising	07/01/2010	Event
Temporary Big Screens	LOCOG	07/01/2010	Creative Technology Ltd / Lightmedia Displays Ltd
Film Production - 20 x shortfilms for August 08	LOCOG	07/01/2010	Tilling Productions
Transport standards and integration study at Crossrail	Crossrail Ltd	06/01/2010	Steer Davies Gleave

stations (central section)			
5 Host Borough Unit Construction Training Programme	Office of the 5 Host Boroughs	05/01/2010	(4 Winners) Construction Skills, C&G Assessments and Training Ltd, Bexley College, Learning World
Static Security Guard	Barhale Construction	05/01/2010	BCSS

Updated Forecast Requirements - ODA

Contract title	Category	Procurement Start Date
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

Forecast Requirements - LOCOG

Gerry Walsh, LOCOG's Procurement Director, has set out the eight priority areas where LOCOG will be purchasing goods and services in the run-up to London 2012. The eight sectors are: Artists & Performances / Events, Security, Services, Soft Facilities Management, Sports Equipment, Technology, Transport/Logistics, Venues/Hard Facilities Management.

LOCOG are currently preparing an updated version of their detailed procurement forecast. This is scheduled to be available during February 2010.

Recruitment

ODA recruitment advertising during January:

22/01/2010	Campaign Manager – Travel Demand Management
20/01/2010	Senior Press Officer
12/01/2010	Principal Arts and Cultural Strategy Advisor (Maternity Cover)

LOCOG recruitment advertising during January:

27/01/2010	Spectator Services Cluster Manager Olympic Park
27/01/2010	Ticketing Marketing Manager
27/01/2010	Project Manager, Applications
27/01/2010	Venues Protocol Manager
27/01/2010	International Relations Manager
27/01/2010	Olympic & Paralympic Family Services Officer
27/01/2010	Sport Equipment Manager
27/01/2010	Training Venues Coordinator
27/01/2010	Receptionist
22/01/2010	Cycling Services Manager
22/01/2010	Manager for Football Planning
22/01/2010	Transport GIS/Mapping Manager
22/01/2010	Workforce Planner
21/01/2010	Deputy Competition Manager – Olympic and Paralympic Road Cycling
20/01/2010	Content Assistant

20/01/2010	Client Services Manager
18/01/2010	Medical Services Coordinator
18/01/2010	Volunteer Recruitment Coordinator
12/01/2010	Inspire Programmer - North East
11/01/2010	Sailing Services Manager
08/01/2010	Aquatics Services Manager
08/01/2010	Volleyball Services Manager
08/01/2010	Athletics Services Manager
05/01/2010	Risk Assurance Analyst

Conclusions:

The fast-paced nature of the London 2012 project has been underlined in January by the key procurement opportunities issued by LOCOG on CompeteFor. These include catering services, cleaning, waste management, office furniture, low-voltage power, and film production. However – all the deadlines were for 1st February or earlier, demonstrating that companies which are interested in working on London 2012 must be registered and published on CompeteFor AND must be able to respond quickly to opportunities.

Just to underline the scale of the opportunities available, TOP Sponsor Coca-Cola are reported to be planning to bring 10,000 people to London 2012 – plus 500 of their own staff. Coca-Cola are now assessing hotel accommodation options for this army of guests, VIPs, key customers and senior personnel. There are 9 TOP Sponsors for London 2012, including Coca-Cola, together with 26 Domestic Partners – all of whom will be keen to offer the best possible experience to their guests and staff!

Don't miss out on the forthcoming series of 2012 Business Opportunity workshops – the next events will be held on 10th and 11th February, plus the Staffordshire and Stoke-on-Trent 2012 Conference on 4th February (see the 'Forthcoming Events' section above). If you want to know what opportunities are available with London 2012 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

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

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