

London 2012 Games sector briefing

general briefing

March 2010

Advantage West Midlands

London 2012 Games

General Business Briefing - March 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 next free Business Link 2012 Business Opportunity workshops will be held on the 9th, 10th and 18th March. In addition, there will be a Creative Cultural & Media sector-specific workshop on 23rd March, plus a Food & Drink sector-specific workshop on 25th March. 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:
 - 9th March – Southern Staffordshire – Contact Chris Plant at members@sscci.co.uk (Tel: 08450 710 191)
 - 10th March – Black Country – Contact Chris Bate at events@blackcountrychamber.co.uk (Tel: 0845 872 4256)
 - 18th March – Coventry & Warwickshire – Contact Christine Stobbs at chriss@cw-chamber.co.uk (Tel: 02476 654 108)
 - 23rd March – (Sector-specific - Creative, Cultural & Media – especially Digital Media) – Fazeley Studios Birmingham – Contact Patrick McCarron at p.mccarron@wmcc-llp.co.uk (Tel: 0121 607 1751)
 - 25th March (Sector-specific - Food & Drink) – Worcester Rugby Club – Contact Lisa Sanders at lisaS@hwchamber.co.uk (Tel: 0845 641 1641)
- 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

- The agreement between Birmingham City Council and the Jamaican Amateur Athletics Association (JAAA), establishing the Jamaican team's 2012 pre-Games training camp in the city, has been signed at a special ceremony. Howard Aris, President of the JAAA, said that Birmingham offered the right mix of accommodation, indoor and outdoor training facilities, state-of-the-art medical programmes and enough Jamaican culture to make the athletes feel at home. The deal is a major coup for Birmingham, which has already signed a deal with United States Track & Field for their pre-2012 training camp to be based in the city.
- Never mind South Africa this summer – the West Midlands is hosting its own World Cup! The Royal National College for the Blind in Hereford is hosting the IBSA World Blind Championship 2010 (www.blind2010.com). Running from 14th – 22nd August, the event will showcase the very best blind footballers from across the globe as they compete for the most prestigious prize in the sport - to be crowned world champions and win the right to compete in the London 2012 Paralympic Games.
- West Midlands companies are extending their reach globally with two Olympics-related trade missions to the next host cities of the Summer and Winter Games. Organised by UKTI (UK Trade & Investment), one group is heading for Brazil from 27th February – 5th March, visiting São Paulo and Rio de Janeiro – host of the 2016 Summer Olympics. Another mission is heading for Russia, from 21-27 March, revisiting the Krasnodar region to scope supply opportunities leading up to the Winter Olympics 2014 in Sochi. There may be some late availability places available on the Russia visit – to get the latest situation contact Eric Brown Director of International Trade at Herefordshire & Worcestershire Chamber of Commerce: ericb@hwchamber.co.uk (Tel: 0845 641 1505)
- The 2010 Ryder Cup (www.rydercup.com) will take place from 1st-3rd October at the Celtic Manor resort on the outskirts of Newport in South Wales. Attracting a huge number of visitors and a global broadcast audience of around 750 million, the event has the potential to generate some very useful business opportunities for West Midlands companies.

- Rugby Borough Council is the latest high-profile organisation to join the Coventry and Warwickshire Partnership for the 2012 Games, which aims to maximise the gains for the region from London 2012. Other funding partners already signed up include CV One, Coventry City Council, Warwickshire County Council, NHS Coventry and Warwick and Coventry Universities. The partnership is planning a 2012 Live Site as well as six flagship projects, including the Festival of Sport to help 12,000 local youngsters to try Olympic and Paralympic Sports.
- Olympian and former 5,000 metre world record holder, David Moorcroft visited Burton upon Trent recently to speak to delegates at the third Staffordshire and Stoke-on-Trent 2012 Conference. David spoke about his experiences as an Olympic athlete, broadcaster and his new role as Chair of the West Midlands Leadership Group for the 2012 Games, highlighting a range of opportunities available within the region. A series of interactive workshops also took place which focused on the Cultural Olympiad, Community Games, dance, major events, volunteering, business opportunities and workplace health.

London 2012 News

- LOCOG has published their updated procurement forecast covering the period February – June 2010. The forecast covers the following eight broad categories: Artists, Performance & Events; Sports; Security; Technology; Services; Transport & Logistics; Facilities Management & Catering; and Venues & Infrastructure. [Click Here to access the forecast.](#)
- This year's London 2012 Open Weekend will take place on 23 – 25 July. For the third year running, sporting, arts and culture organisations will open up opportunities for everyone across the UK to try something new or take their interest to the next level – with a new 'challenge' theme for 2010. Local authorities, sporting and cultural organisations and venues across the UK are invited to register events ([Click Here](#)).
- Figures from the London 2012 Olympic and Paralympic Games Annual Report show a rise of £21m in the Anticipated Final Cost (AFC) of the programme being delivered by the ODA – £7.262bn from £7.241bn since the last report, equivalent to an increase of 0.3 per cent and within the £8.1bn overall ODA budget. The majority, £1.25bn, of contingency remains unreleased and the ODA continues to make good progress in preparing the venues and infrastructure in the Olympic Park, with construction on all major venues well underway.

- Lloyds Bank has earmarked at least £1bn of loans to help firms fund Olympic and Paralympic-centred projects. In the run-up to London 2012, Lloyds will stage over 500 nationwide seminars to help firms understand the business benefits of the Games. Lloyds believes thousands of businesses stand to benefit from the ripple effect generated by the games, such as retailers in the area surrounding the Olympic site, or providers of services as diverse as catering, transport, or language translation across the country.
- The design of the London 2012 Olympic Park has been praised for its inclusivity and accessibility - potentially changing the way future developments are designed. The ODA's 'Inclusive Design Strategy' has been recognised at the Royal Town Planning Institute's (RTPI) 'Award for Equality and Diversity' at an awards ceremony in London. The judges' comments stated: 'The Olympic Delivery Authority has turned traditional design principles on their heads. By taking a holistic view of people's needs, it is using the power of the Games to change the way that people think about designing places... There is a strong indication that these principles will influence future sports facilities design.'
- Each Olympic and Paralympic Games has posed a unique set of challenges for British athletes. Unveiling some of the tools being used to prepare athletes for the London 2012 Olympic and Paralympic Games Performance Psychologists at the English Institute of Sport (EIS) have hailed London as the "Psychological Games" for British athletes. Whilst travel and jetlag were key challenges for the Sydney Games, Athens presented logistical challenges to routines, Beijing the physical environment and acclimatisation and the London 2012 Games present the key challenge of managing expectations and performing under pressure.
- Manchester Metropolitan University Cheshire is teaming up with Cheshire East Council to host athletes from the Republic of Vanuatu for their pre Games training camps in the build up to London 2012. The partnership, which also involves Crewe Alexandra FC, will start in 2010, run through 2012 onto the Commonwealth Games in Glasgow in 2014 and possibly beyond. MMU Cheshire becomes the latest university to reach a pre Games training camps agreement with an international Olympic team, joining Birmingham, Cardiff, St Mary's University College Twickenham, Loughborough and Durham.
- The historic clipper Cutty Sark will be restored to its former glory following news that the final parts of the £46 million funding package are now in place. Final funding to finish the project in time for Olympic and Diamond Jubilee celebrations in 2012 has been provided by a £3 million grant from the Department for Culture, Media and

Sport. Cutty Sark's mast and spars will again tower over the World Heritage Site, now to be celebrated as 'The Royal Borough of Greenwich'.

- The ODA has announced strong progress being made in the construction of the Olympic Village with three of the eleven residential plots now structurally completed. Work will now begin on the external cladding of the buildings, allowing work on the internal fit-out of the buildings to start later this year. Along with the structural completion of the first three residential plots, construction work is also well underway on the remaining eight residential plots with more than 2,800 people now working on the Olympic Village site.
- West Ham Football Club's new owners David Sullivan and David Gold, have been challenged to demonstrate within nine months that they can put up at least £60 million with which to convert London's Olympic Stadium following the 2012 Games, into a Premiership football arena which can continue to accommodate athletics. 2012 chiefs including Olympics Minister Tessa Jowell and Sebastian Coe, have held firm to their commitment to leave London with the legacy of a world-class athletics stadium. However, the original plans to dismantle the Olympic Stadium from its Games-time 80,000 capacity to a 25,000 seat athletics venue may be set aside to accommodate a prestigious anchor tenant.
- The BBC, in conjunction with Westminster Kingsway College, is launching its first apprenticeship scheme in the build up to London 2012 specifically aimed at people who want to gain a qualification whilst working. Over the next two and a half years to London 2012, year-long apprenticeships will provide on the job training across BBC Vision Productions, alongside a study programme which will lead to a Creative and Digital Media Apprenticeship Level 3 qualification.
- Trafalgar Square hosted London's own sporting extravaganza to mark the opening of the 2010 Winter Olympic and Paralympic Games in Vancouver. Mayor of London Boris Johnson invited Londoners and visitors to watch the stunning opening ceremony of the Games on a giant outdoor screen in the iconic square and try their hand at a range of 'virtual' winter sports.
- Teams of university and business school students are being invited to enter the inaugural Coubertin Olympic Awards and win a prize of £2,000 as well as a fantastic accolade for their CVs. The competition challenges students to write a research essay on how the Olympic ideals of fairness, integrity and openness can help businesses balance commercial success with their social responsibilities. The awards are being run by the International Pierre de Coubertin Committee (CIPC)

and the Institute of Business Ethics (IBE), with the patronage of HRH The Princess Royal and have been recognised by the Inspire Mark.

- UK Sport's 'Ideas4Innovation' project has been granted the Inspire Mark, the badge of the London 2012 Inspire programme. The programme recognises innovative and exceptional projects that are directly inspired by the 2012 Olympic and Paralympic Games and which, given sufficient funding and support, could improve British athletes' performances at London 2012 and future events. Since the scheme was launched in 2008, UK Sport has awarded three prizes of £25,000 to students and individuals to invest in the development of their idea.

Other Major Sports Projects

- The Rio 2016 Olympics organising committee has presented its first Progress Report, at the IOC session before the opening of the Vancouver 2010 Winter Games. Besides the IOC members, representatives of the city of London (to host 2012 Olympic Games), of Sochi (2014 Winter Games) and 2018 Winter Games candidate cities (Annecy, Munich and Pyeongchang) also attended the meeting. The Rio 2016 Progress report presented the results of the IOC Orientation Seminar (October 2009), IOC Coordination Commission visit (January 2010), and the progress made by the three levels of government in areas such as infrastructure and security.
- The road to UEFA EURO 2016 took another important step forward when the three candidate host countries presented their respective bids to UEFA at a special ceremony at the House of European Football in Nyon. Representatives of France, Italy and Turkey were present to hand over their bid dossiers to UEFA National Team Competitions Committee chairman Gilberto Madaíl. The evaluation process now begins, with a decision to be taken by the UEFA Executive Committee and announced by the UEFA president in Geneva on 28 May this year.
- Glasgow 2014 Commonwealth Games organisers are recruiting - advertising the post of Technical Director. The role of the appointee will be to establish a lead within Glasgow 2014s team to oversee the development of the Games technology strategy, preparation and delivery of integrated operational plans for technology, including the media operations and broadcast requirements of the Organising Committee.

- The IOC has elected Nanjing, China, as the host city of the second Summer Youth Olympic Games in 2014. Nanjing received 47 votes to edge out runner-up Poznan, Poland, which received 42 votes at an IOC meeting in Vancouver. 3,600 athletes ranging in ages from 15 to 18 are expected to compete at the Nanjing event. The first ever Youth Olympic Games are to be held on 14th to 26th August this year in Singapore.
- The Vancouver 2010 Winter Olympics opening ceremony was overshadowed by the death earlier in the day of Georgia's Nodar Kumaritashvili. The BC Place Stadium staged a colourful indoor ceremony watched by a capacity crowd of 60,000, following years of planning as some 2,500 athletes from 82 nations prepared to compete, with Canadian Governor General Michaëlle Jean officially declaring the event open.
- The team behind London 2012's sports participation programme 'International Inspiration', Sebastian Coe, Tessa Jowell and Sir Keith Mills, have met with President of the Brazilian Olympic Committee and President of the Rio 2016 Organizing Committee Carlos Nuzman to discuss an extension of the programme through to the 2016 Olympic and Paralympic Games in Rio. The International Inspiration programme has been running since 2007 and has already enriched the lives of 3.5 million young people in 12 countries, with full programmes in Azerbaijan, Brazil, Bangladesh, Jordan, India, Mozambique, Palau, Trinidad and Tobago and Zambia, and work now beginning in South Africa, Malaysia and Nigeria.
- UEFA is joining forces with the two host organisers to launch an official UEFA EURO 2012 newsletter, ALIVE, which will keep fans up to date with preparations for the tournament in Poland and Ukraine. ALIVE's first issue also charts the glittering 50-year history of the UEFA European Championship, and explains the current organisational set-up which involves UEFA, local organising committees, governments, host cities and the UEFA EURO 2012 steering group.
- Britain's Alpine skiing and snowboarders were able to compete at the Vancouver Olympics despite their governing body going into administration. The British Olympic Association formed a subsidiary company, trading as the British Ski and Snowboarding (BSS), for the duration of the Games to satisfy the requirements of Alpine skiing world governing body FIS.
- European fans are able to watch live online coverage of the Vancouver Winter Olympics on a website operated by the European Broadcasting Union (EBU). The EBU has created high-definition online feeds for selected events. The website allows

access to coverage from over 30 EBU member broadcasters, six EBU live feeds, and a 24-hour Olympics News Channel. On demand highlights are also available. The EBU operated a similar service for the Beijing Summer Olympics in 2008.

Sponsor Activity

- Samsung Electronics has become an official sponsor of the Vancouver 2010 Paralympic Winter Games and a worldwide Paralympic partner of the International Paralympic Committee (IPC). Under the agreement, Samsung will be the official provider of wireless and mobile communications equipment. The company will also become the exclusive bib sponsor and presenting partner of www.ParalympicSport.TV - the internet TV channel of the IPC which will webcast more than 140 hours of coverage from the Vancouver 2010 Winter Paralympic Games. Samsung is already the IOC's TOP sponsor for wireless communications equipment and mobile telecommunications.
- At Vancouver 2010, Omega has assumed its Official Timekeeper role for the 24th time. Omega first served as the Official Timekeeper at the Los Angeles Olympic Games in 1932. In Vancouver in 2010, 220 professional timekeepers and data handlers, along with a veritable army of local volunteers, have been using more than 200 tonnes of equipment to ensure that the timing, scoring, display and distribution of the results are flawlessly executed.
- LOCOG CEO Paul Deighton expects a "steady trickle" of Olympic sponsorship deals announced in the next year. Deighton revealed that the recent third-tier agreement with John Lewis has pushed LOCOG over the £600m mark for domestic sponsorship and licensing. He expects to announce more deals in 2010 to move LOCOG closer to its £700m domestic sponsorship target, which makes up more than a third of the overall £2bn budget for the Games.
- Cadbury has announced a deal to sponsor 2012 Olympic sailing venue the Weymouth and Portland National Sailing Academy (WPNSA) for the next five years. Cadbury is already a sponsor of the London 2012 Olympic Games and will provide all confectionery and ice cream sold at venues and within the Olympic Park.
- England 2018, the organisation leading the country's campaign to host the 2018 World Cup, has signed BT as an official sponsor. BT will also provide the bid campaign with financial and marketing support and has marketing rights as an

official bid partner. BT is also official communications services partner for the London 2012 Olympic and Paralympic Games.

- Coca-Cola's chief executive has revealed that the company's 2010 World Cup marketing push will be its "most comprehensive campaign ever". Muhtar Kent said the soft drink giant, which is three years into a 16-year sponsorship deal with FIFA, would use a variety of platforms to promote its sponsorship of the tournament.

Collateral Projects

- The first artist's views of a sculpture which will be wrapped around the centre of Stratford in time for London 2012 have been revealed. The line of 180 polished titanium "leaves" mounted on metal posts has been designed to sway in the breeze and will run for 450 metres along Great Eastern Road, past Stratford station and the main shopping centre. It is hoped that the sculpture, named 'The Shoal' and averaging 16 metres in height, will create "a sense of arrival and drama" in the run-down town centre and shield visitors from the sight of heavy traffic and dingy buildings.
- The London Development Agency is planning to release sites in east London with capacity for up to 12,000 homes as part of a major development strategy. The body's plans, which are revealed in LDA board papers recently made public, will involve setting up a London Housing Company in joint venture with a private investor. The LDA is planning to launch the wide-ranging strategy at next month's MIPIM property conference in Cannes.

Current Supplier Listings – CompeteFor Registrations

As at 25th February there are 4,069 West Midlands companies and other organisations (an increase of 112 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 51,039 (an increase of 1,772 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 February:

Publication Date	Title	Client
05/02/2010	Venue requirement for Buyer Engagement Team networking event – March 2010	ODA
05/02/2010	Venue requirement for Buyer Engagement Team networking evening – May 2010	ODA

LOCOG tenders issued during February:

Publication Date	Title	Client
25/02/2010	Commercial Boat Charter	LOCOG
24/02/2010	Regional Recruitment Venue Hire	LOCOG
23/02/2010	London Recruitment Venue Hire	LOCOG
18/02/2010	Services relating to the investigation of complaints / allegations about sustainability issues in the LOCOG supply chain	LOCOG
08/02/2010	Equestrian products licensee	LOCOG
03/02/2010	Commercial Gym Equipment required for Competition / Training Venues, Village / Satellite Gyms	LOCOG
03/02/2010	Housekeeping and Linen / Laundry Services for London 2012 Villages	LOCOG
03/02/2010	Provision of Security & Safety Services to the London 2012 Olympic and Paralympic Games	LOCOG
02/02/2010	Minor Building Works	LOCOG

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

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 Date	Title	Client
24/02/2010	Venue requirement for Buyer Engagement Team networking evening – May 2010	BiP Solutions
24/02/2010	Durasteel cladding to ceiling of HV room	Buckingham Group Contracting Limited
24/02/2010	Automatic Fire Roller Shutter Doors	Buckingham Group Contracting Limited
24/02/2010	Media buying and planning	Transport for London
23/02/2010	Paddington Integrated Project - General Civil's Builders Merchant Sub-Contracting Package	Carillion Construction Ltd
23/02/2010	Active People Survey	Sport England
19/02/2010	Architectural Metalwork	Buckingham Group Contracting Limited
18/02/2010	Canteen Furniture	3663 - First for Food Service
18/02/2010	Electrical & Water Site Services	Costain Skanska Joint Venture
16/02/2010	Visit London Awards 2010 - Event Management Partner	Visit London
15/02/2010	Customer Service Training Provider	3663 - First for Food Service
15/02/2010	Supplier of Concrete Accessories	F Brazil Reinforcements Limited

15/02/2010	Sport Surfaces	GB Building Solutions Limited
15/02/2010	Sports Equipment	GB Building Solutions Limited
12/02/2010	Pension Fund Management	London Borough of Tower Hamlets
11/02/2010	Paddington Integrated Project - Concrete, Formwork and Rebar Sub Contracting Package (one of several Carillion Crossrail packages released on CompeteFor)	Carillion Construction Ltd
09/02/2010	Stainless Steel Signage	Dean & Dyball Civil Engineering
08/02/2010	Staff Promotions / Corporate Schemes	3663 - First for Food Service
04/02/2010	C806 Crossrail Wallasea Island Jetty	Crossrail Ltd
04/02/2010	Westminster Cathedral Piazza	Westminster City Council

Contracts awarded during February:

Title	Client	Award Announced	Winner
Tender Preparation Support for Games Waste Management Services	LOCOG	24/02/2010	Enviros
8. Landscape contractor for Eastern Curve as part of "Making Space in Dalston"	London borough of Hackney	23/02/2010	PGSD
1. Outdoor play equipment for Gillett Square as part of "Making Space in Dalston"	London borough of Hackney	23/02/2010	Snug & Outdoor

2. Fabrication of art commission for Gillett Square as part of "Making Space in Dalston"	London borough of Hackney	23/02/2010	Square One Scenic Ltd
Co-location services for the Volunteering 'ESI' systems	LOCOG	22/02/2010	Winner Undisclosed due to LOCOG IT security policy
Structural Topping	Buckingham Group Contracting Limited	19/02/2010	steyson granolithic contractors Ltd
Site Wide Building Air Test Consultancy	Westfield Shoppingtowns Ltd	15/02/2010	Not disclosed - 'Company outside of Compete For'
Painting and Decorations	Sir Robert McAlpine Ltd	15/02/2010	S Lucas Ltd
Bus and Coach service leases (vehicles to be supplied with drivers)	LOCOG	15/02/2010	FirstGroup
Olympic Stadium - BREEAM Assessor	ODA	15/02/2010	DBK Group
Supply and Installation of Timber Doors and Joinery	Sir Robert McAlpine	15/02/2010	Ellmer Construction
Metal Doors	Sir Robert McAlpine	15/02/2010	Powershield Doors Ltd
Screeding	Sir Robert McAlpine	15/02/2010	MPG
Room/Suite/Toilet Fit Out	Sir Robert McAlpine	15/02/2010	Ellmer Construction
Lot 2 - Testing specification for grouting trial	BAM Nuttall Ltd	11/02/2010	Bam Nuttall - In House

Jewellery Licensee Opportunity	LOCOG	08/02/2010	Links Of London
Research Services - Evaluation of impact of free swimming	Sport England	08/02/2010	PricewaterhouseCoopers
Apparel, Headwear and Bag Licensee	LOCOG	08/02/2010	'LOCOG Decision'
ODA Cycle to Work Scheme	ODA	04/02/2010	Halfords
Steelwork (Sub-Contractor)	Skanska Rashleigh Weatherfoil Ltd	04/02/2010	Warmglade Ltd
Olympic Games Impact Study Partner	Economic and Social Research Council	04/02/2010	Knowledge Dock (UEL) Ltd
Home Textiles Licensee Opportunity	LOCOG	04/02/2010	Ashley Wilde Group Limited / Jan Constantine Ltd
Supplier of Presentation equipment - Plasma and LCD Screens	Event Management Systems	04/02/2010	Medium / Midwich
Supplier of Sound equipment/services - bespoke background music packages	Event Management Systems	04/02/2010	Ace Discos
Supplier of Sound equipment - Induction Loops	Event Management Systems	04/02/2010	Proel
Supplier of Sound equipment - Feedback Destroyers	Event Management Systems	04/02/2010	Proel
Olympic Programme External Lighting Supply	ODA	02/02/2010	Philips Electronics UK Ltd

Delivery of international trade support in London Region	UKTI London Region	02/02/2010	Greater Enterprise	London
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Forecast Requirements - LOCOG

LOCOG has published their updated procurement forecast covering the period February – June 2010. The forecast covers the following eight broad categories: Artists, Performance & Events; Sports; Security; Technology; Services; Transport & Logistics; Facilities Management & Catering; and Venues & Infrastructure. [Click Here to access the forecast.](#)

Forecast Requirements - ODA

Contract title	Category	Procurement Start Date
Lea Navigation Legacy Highway Bridges	Works	Q4 - 2010
Landscape and Public Realm - Greenway Works - phase III ramps	Works	Q2 - 2011
Greenway Ramps - Contractor	Works	Q2 - 2011
Structures, Bridges & Highways Legacy Conversion	Works	Q2 - 2011

Recruitment

ODA recruitment advertising during February:

18/02/2010	Accounting and Systems Assistant
12/02/2010	Visits Coordinator

LOCOG recruitment advertising during February:

24/02/2010	Project Manager – Results Distribution
22/02/2010	Lead Training Venue Planner
22/02/2010	Training Venue Planner
22/02/2010	Workforce Systems Administrator
19/02/2010	International Education Project Manager
19/02/2010	Revenue Accountant – Licensing and Accommodation
15/02/2010	Workforce Content Analyst
15/02/2010	Senior Management Accountant
11/02/2010	Lead Venue Planner
11/02/2010	Line Producer – Sport Presentation
11/02/2010	Technology Programme Office Analyst
11/02/2010	Canoe Services Manager
11/02/2010	Accommodation Systems Coordinator
11/02/2010	Anti-Doping Workforce Coordinator
11/02/2010	Venue Results Manager
11/02/2010	Assistant Venue Project Manager
11/02/2010	Venues Project Manager
11/02/2010	Oceania National Olympic Committee Continental Manager
09/02/2010	Spectrum Delivery Manager
08/02/2010	Inspire and Non-Commercial Brand Manager
08/02/2010	Materials Planning Analyst

08/02/2010	Employment and Commercial Contracts Solicitor
04/02/2010	Spectator Services Operations Planning Manager
02/02/2010	Applications Architect

Conclusions:

The West Midlands is where the action is right now! Jamaica's athletics stars will be training in Birmingham as well as the Americans ahead of London 2012. Hereford's Royal National College for the Blind will be hosting the 2010 IBSA World Blind Championship this summer, and groups of West Midlands businesses are heading off to Brazil and Russia, developing markets for their products and services with the next major sports projects following London 2012.

Don't miss out on the forthcoming series of 2012 Business Opportunity workshops – the next events will be held on the 9th, 10th and 18th March. In addition, there will be a Creative Cultural & Media sector-specific workshop on 23rd March, plus a Food & Drink sector-specific workshop on 25th March (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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