

London 2012 Games sector briefing

general briefing

April 2010

Advantage West Midlands

London 2012 Games

General Business Briefing - April 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

8 million tickets (Olympics) plus 2 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 20th and 22nd April. 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:
 - 20th April – Black Country – Contact Chris Bate at events@blackcountrychamber.co.uk (Tel: 0845 872 4256)
 - 22nd April – Birmingham – Contact Elexis Spencer at e.spencer@birminghamchamber.org.uk (Tel: 0121 607 1911)
- Birmingham University's School of Civil Engineering will be hosting Dr John Armit, Chairman of the ODA, for the Inaugural Clark Lecture, entitled "Engineering the Olympics". This prestigious event takes place on Thursday 13th May 2010 at 5.30 pm at the University's Edgbaston campus. Prior to the lecture, at 4.00 pm there will also be an opportunity to learn more about the School of Civil Engineering's activities and an opportunity to meet with some of the staff. For further details and to register your attendance [Click Here](#).
- The SportAccord International Convention will take place in Dubai from 25-30th April. SportAccord is a 5-day gathering of 1,500 leading representatives from international sports. The annual convention is held in a different country each year and encompasses the Congress and General Assemblies of over 100 International Sports Federations and their related Associations, together with a major conference and exhibition. Commercial Doctor Ltd will be attending as part of UK Trade & Investment's UK Pavilion. For further details about SportAccord [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

- West Midlands companies are proving highly successful in winning Olympics and related business through the CompeteFor procurement system. During March, twelve tender awards have been announced, to seven different West Midlands firms, worth a minimum £456,000. These cover both Olympics and non-Olympics work.
- The West Midlands Culture Programme for London 2012 is looking for films in two categories which reflect both the spirit of Glastonbury and the Olympic movement. The Village Screen is a unique collaboration between the UK's creative agencies and the BBC. The screen will be used to showcase the work of some of the best young film making talent, digital artists and developers from the West Midlands to thousands of people at Glastonbury. For more information please contact Moira Rawlings, Editorial Content Producer, West Midlands Culture programme for London 2012 at Moira.Rawlings@artscouncil.org.uk
- A Wolverhampton-based manufacturer is taking an innovative green approach to winning contracts and delivering goods to the 2012 Olympics site. HOPPE (UK), which employs around 80 staff, is a supplier of door handles along with associated door hardware. It has joined forces with London-based architectural ironmonger Harbrine to commission a freight narrow boat, which will be used to supply goods to construction projects at the Olympic site.
- Coventry and Warwickshire's Olympic Legends programme has been singled out for special praise by London 2012 Games organisers LOCOG. The Legends of the Games project, set up to celebrate the region's proud sporting heritage, has been awarded the London 2012 Inspire Mark. Legends of the Games celebrates all the Olympic and Paralympic athletes from Coventry and Warwickshire. So far the unique scheme has uncovered 110 athletes dating as far back as the 1900 Olympics. To view the Hall of Fame [Click Here](#).
- West Midlands-based Jaguar has made its first major foray into UK sport by launching the Jaguar Academy of Sport. The Jaguar Academy has the primary aim of recognising and supporting new British sporting talent through the provision of a Bursary Fund. All sports will be considered for the Fund and the beneficiaries will be those who demonstrate the greatest potential, real dedication to their sport and an outstanding desire to succeed. To learn more about the new Jaguar Academy [Click Here](#).
- The Staffordshire Hoard has been "saved for the nation" after a cash boost from a Government heritage fund ensured it will stay in the West Midlands. The collection -

the largest ever find of Anglo-Saxon gold - was unearthed on farmland in Burntwood, Staffordshire, by metal detector enthusiast Terry Herbert last year and later valued at £3.3 million. More than 100,000 people have so far viewed items from the hoard, which bodes well for the tourism potential of the West Midlands in the period surrounding London 2012.

- The Department for Culture, Media and Sport (DCMS) has revealed that Birmingham has successfully made the shortlist for the first UK City of Culture title in 2013. The bid, developed by the Birmingham Cultural Partnership (BCP), is set within the theme of Big City Culture and reflects Birmingham's status as a global city with a world class programme of cultural activities, with a rich and diverse local heart established within its communities. The other shortlisted cities are Sheffield, Norwich and Derry and the last stage of the bidding process now begins with final bids to be submitted to DCMS at the end of May. The winning city will be announced during the summer.

London 2012 News

- LOCOG has announced more details of its ticketing plans and invited sports fans all over the country to sign up and register their interest. By signing up to www.tickets.london2012.com people will be able to indicate which sports they are interested in and receive updates on major sporting events, test events and London 2012 developments plus they will be among the first to find out when tickets go on sale in 2011 and how to apply for them. In its first major announcement on ticketing, LOCOG confirmed:
 - More tickets will go on sale for the Olympic Games than originally stated increasing from 7.7m to 8m;
 - More tickets will also go on sale for the Paralympic Games increasing from 1.5m to 2m
 - 75% of tickets will be available directly to the public via a ballot process
 - Tickets will go on sale from spring 2011
 - There will be a fair application process through a ballot
 - Prestige hospitality tickets will account for less than 1% of tickets on sale
 - More information on pricing will be issued later this year
 - The ticket sign up registration scheme is now open at www.tickets.london2012.com or by calling 0844 847 2012.
- Mayor of London Boris Johnson wants London to be the "epicentre of fun in the universe" during the 2012 Olympics, with plans in place for concert stages, big

screens and a pedestrian area, centred around Trafalgar Square. The four main live sites will feature concert stages and big screens and will be situated in Hyde Park with a capacity of 50,000, Victoria Park (40,000), Jubilee Gardens (8,000) and Potter's Gate (4,500). Entry to those sites will be limited and ticketed and planners hope they will be funded entirely by sponsors, without the need for public money.

- The London 2012 Basketball Arena is rising out of the ground with the first of the venue's 20 steel arches already lifted into place. The Arena is being built on the Olympic Park by companies from nations and regions across the UK. Once the frame of the temporary Basketball Arena is complete it will be wrapped in 20,000 square metres of fabric, which will form the canvas for an innovative lighting display during the Games. The temporary seating is being supplied by Redditch-based Slick Seating, and will start to be installed this summer, with the Arena on track to be complete and ready for Test Events by summer 2011.
- Sport England has published its quarterly snapshot of regular sports participation in England. It shows that the number of adults aged 16 and over who play sport at least three times a week has reached 7 million. Sport England's *Active People Survey* of 192,000 people each year is the biggest of its kind, and is used to measure progress against their legacy target to get one million people playing more sport by 2012/13.
- Young film makers can win a chance to get their work showcased at the London 2012 Olympic and Paralympic Games through a major new UK-wide competition Film Nation. The winners' work will be screened at the iconic venues of the Olympic and Paralympic Games in London 2012 to an audience of millions. The best films will also be showcased on giant London 2012 Live Site screens around the UK, on the London 2012 website, and on a dedicated Film Nation website. The programme will include young people's workshops across the UK offering hands-on experience in filming techniques using state-of-the-art Panasonic equipment.
- Research released by VisitBritain to mark the start of British Tourism Week, forecasts that tourism will be one of the UK's best performing sectors over the coming decade. The research, carried out by Deloitte and Oxford Economics, shows that this year should see an additional 10,000 jobs supported by the visitor economy, which will mean that one in every 12 jobs in the UK will be supported by tourism. By 2020 tourism is expected to account for 2.9 million jobs in the UK.
- National Olympic Committees (NOCs) from across the world will be visiting the UK in April as part of a programme of planning sessions being organized by LOCOG in the

run up to the Games. Representatives from every nation & region of the UK will have chance to meet the NOCs and discuss their pre-Games training requirements at a lunch event being sponsored by VisitBritain on 14 April.

- A new [website](#) for businesses connected to tourism and hoping to benefit from London hosting the 2012 Olympics and Paralympics has been set up by VisitBritain in conjunction with LOCOG and the Nations and Regions Group. As well as marketing guidance the Tourism2012Games site includes business advice and access to products and services from two of London 2012's main Top Tier sponsors, BT and Lloyds TSB.
- A landmark agreement between London's five Olympic Boroughs and central Government will help to lock in the benefits of the £9bn investment in the 2012 Olympics. Greenwich, Hackney, Newham, Tower Hamlets and Waltham Forest have signed a Multi-Area Agreement (MAA) agreement with the Government, which gives them new powers to unite and direct funding to boost local jobs and skills support and ensure public areas are ready to be showcased to the millions of visitors expected to come in 2012.
- The first ever Olympic and Paralympic legacy plan to bring about lasting changes to the life experiences of disabled people has been published by the Government. Endorsed by the International Paralympic Committee (IPC), *London 2012: A Legacy for Disabled People*, aims to improve the lives of 10 million disabled people in the UK by increasing participation in sport and physical activity; improving business, transport and employment opportunities; and changing attitudes and perceptions of disabled people in society. [Click Here](#) to access the legacy plan documents.
- A deal which clears up ownership of the Olympic Park in East London has finally been struck after "a long and complex negotiation". The agreement with the Government will see the land owned by the London Development Agency (LDA) switched to the Olympic Park Legacy Company (OPLC). They are in charge of the legacy projects and making the site in Stratford, economically viable after the 2012 Games, including finding a use for the Olympic Stadium. A new OPLC website has been launched ([Click Here](#)), setting out the development opportunities available under the project.
- Work has begun on a £10 million scheme to turn Stratford High Street into a "Manhattan boulevard". The mile-long route is a key access point for the London Olympics and will form part of the 2012 marathon. A facelift aiming to "breathe fresh life" into the high street will replace roads and pavements, remove railings and street

clutter, improve lighting and plant 70 trees and 3,500 shrubs. Authorities hope this will work in tandem with a series of major developments planned for the area.

- The United States Olympic Committee (USOC) has signed an agreement with the University of East London (UEL) to use the UEL Docklands and Stratford campuses as its base of athlete performance services and logistical operations for the London 2012 Games. More than 1,000 athletes, coaches, scientists, medical practitioners and support staff will use UEL's state-of-the-art facilities in the unique partnership.
- LOCOG has revealed the winning designs of a new set of 'Landmark London' pin badges. In September 2009, LOCOG and London Councils launched the 'Landmark London' competition. Londoners were invited to vote for the most iconic landmark in their borough that they would most like to see featured in an individual pin badge. Winning landmarks range from visitor attractions, theatres and museums to windmills, clock towers and bridges. Each of the landmarks has now been re-created into a metal pin badge incorporating the London 2012 logo.
- A report into the London Organising Committee of the Olympic and Paralympic Games (Locog) by the Commission for a Sustainable London 2012 (CSL) found that the group had put processes in place to "ramp up" sustainable procurement throughout 2010. It follows a CSL review into Locog last year, which said the organisation was not ready to face challenges such as the sheer diversity and volume of its supply chain.
- LOCOG has confirmed that Links of London has become an official licensee of London 2012. Links of London will create the Official Jewellery Collection of London 2012. The deal will see Links of London Creative Director Elizabeth Galton and her team create jewellery and precious metal collections, premium items, children's jewellery and precious metal gifts. Products will include a heritage collection, inspired by iconic images and events from previous Games. The first London 2012 jewellery will be on sale from the summer of 2010.

Other Major Sports Projects

- Brazil's government has announced a R\$958.9bn programme of investments in infrastructure for 2011 to 2014, ahead of the country hosting the 2014 FIFA World Cup and the 2016 Olympics in Rio de Janeiro. Known as the PAC II, the programme is designed to deliver an increase in Brazil's investment rate and hence its potential for economic growth, during the period of the next government which begins on

January 1 2011. A key element of PAC II will be investment in Brazil's transport infrastructure, including high-speed rail, urban transport, ports and airports.

- Tickets for the inaugural 2010 Youth Olympic Games in Singapore, running from 14-26th August are now on sale. About 320,000 tickets will be available for the various sports. The Singapore Youth Olympic Games Organising Committee says the tickets for the 26 sports are priced affordably at S\$10 for preliminaries, S\$15 for the quarter and semi-finals, and S\$30 for the finals. For the first time in the history of the Olympic Games each ticket purchased will be accompanied by a Singapore 2010 DBS Visa Prepaid Companion Card that combines payment and transit functionality, said the Singapore 2010 committee in a statement. [Click Here](#) for more information.
- Over 2,000 pounds (900 kilograms) of surplus athlete medical and dental supplies and equipment from the 2010 Winter Games are being provided to Canadian medical teams in Haiti as part of the Vancouver 2010 Olympic Truce program and as a legacy of the Games. The first shipment included a wide assortment of soft goods and surgical instruments ranging from bandages and suture kits to orthotic knee braces. The remaining inventory of supplies will be collected and stored in Vancouver and shipped as required with Canadian Medical Assistance Team doctors and volunteers as future teams are deployed to Haiti.
- Two key deadlines are looming for Brazil's 2014 World Cup organisers, presenting several serious project-management challenges. First on May 3rd is the already-extended deadline set by FIFA and the Local Organising Committee (LOC), for commencement of works on all of the host stadia. Most have yet to move any earth whatsoever. June 3rd meanwhile, is reported to mark the final day for Brazilian Government bodies to enter into publically-funded agreements before November's presidential election. The consequences of delays to these types of project are clear – massively increased costs and political pressure as the immovable delivery date draws near.
- London's Olympic Stadium is set to go head-to-head with Beijing's Birds Nest, which hosted the 2008 Games, for the right to stage the 2015 World Athletics Championships. The International Association of Athletics Federations (IAAF) has announced that bids for the sport's flagship event have been received from London, Beijing and Chorzow in Poland. A decision is due to be announced in November.
- The Rio 2016 Committee statute has been approved by the Brazilian Olympic Confederations. The work for the structuring of the entity began straight after the IOC Orientation Seminar, held in October 2009. Since then the model of

organization, the fiscal structure, and the makeup of the Rio 2016 Committee board have been defined. Before being validated by the Brazilian Olympic Confederations, the statute was approved by the IOC.

- The England 2018 World Cup Bid 'Fly the Flag' Tour has kicked off, as a giant flag embarks on a tour of candidate host cities over the coming weeks. The 'England United, the World Invited', flag will visit the stadiums and cities that make up England's World Cup Bid. Supporters can back the bid by texting 'ENGLAND' to 62018, logging onto the official website www.England2018bid.com, joining the official Facebook site www.facebook.com/England2018 or by following the bid on Twitter www.twitter.com/England2018bid.
- The new £95,000 logo for Glasgow's 2014 Commonwealth Games has been unveiled at an event in the city. Organisers say the concept behind the logo is derived from time, data and measurement, with four distinctive parts. The logo was developed by Marque Creative Ltd, who were appointed in October 2009.
- A new study claims that South Korea's success at the Vancouver 2010 Olympics, when they finished fifth overall in the medals and produced the star of the Games in figure skater Kim Yu-Na, was worth a jaw-dropping 20.2 trillion won (£12 billion) to the country's economy. Writing in the JoongAng Daily, economist Lee Dong-hun has estimated that the economic benefits of the team's performance represents 2% of South Korea's gross domestic product.

Sponsor Activity

- The London Evening Standard reports that with London 2012 just two and half years away some companies may be leaving it too late to make the most of the promotional rights they have purchased. Promotional spend so far has been for one-off rather than sustained campaigns — for example, Visa spent £1 million on a street party in the Mall to mark the handover to London and official Games sponsor BT marked the 1,000-days-to-go milestone by lighting up the BT tower in the colours for 2012.
- Cadbury will back its sponsorship of the London 2012 Olympics with its biggest marketing campaign to date. The confectionery company is planning a multimillion-pound push called 'Spots V Stripes' that will engage the public in a series of sporting encounters across the country in the run-up to the Games. Ads targeting 20 to 30 year-olds as well as 'Cadbury loyalists' will be led by a quirky TV spot akin to the

previous 'Gorilla' and 'Eyebrows' ads. Cadbury plans to promote its Tier Two sponsorship well in advance of the Games, for which it will provide all confectionery and ice creams sold at the Olympic Park.

- LOCOG has confirmed that Next has been appointed as Official Clothing and Homeware Supplier to London 2012 and has become its 27th domestic sponsor in a tier three deal. Next will design outfits for the Opening and Closing Ceremonies and formal suits for Team GB and Paralympics GB for the Olympic Games and Paralympic Games in 2012. In addition Next will produce formal uniforms for the 4,500 technical officials required for the Games, as well as suits for LOCOG's reception staff. Next will also supply some of the home furnishings and linen required in the Athletes' Village.
- TOP Olympic sponsor Coca-Cola is extending its 'Schwim Free' campaign under the Schweppes Abbey Well brand, allowing consumers to swim for free on any weekday. The number of participating pools has been increased from 350 to more than 500. The 'Schwim Free' microsite, www.SchwimFree.co.uk, allows swimmers to search for their nearest participating pool, via a Google Maps application. One aim of the activity, apart from driving sales, is to get more people active as part of the London 2012 Olympic Games legacy.
- In an astute sponsorship move, Toyota Ireland have announced they will provide a Toyota Auris to double World and four times European boxing champion Katie Taylor for the next three years as she prepares for the London Olympics in 2012. Ian Corbett, Promotions and PR Manager, Toyota Ireland commented: "Katie is a fantastic role model for all young sportspeople. Her achievements to date make her one of Ireland most successful sport stars and we look forward to supporting her quest for Olympic glory in 2012."

Collateral Projects

- Teenagers across the country are to get the chance to join one of 3,000 new after-school clubs offering Olympic and Paralympic sports. Six million pounds of Government and Lottery money is being invested to create a network of new after school clubs in secondary schools and colleges across England. The £6 million will pay for new equipment and qualified coaches to run the clubs alongside young volunteers.

- Sport England has announced National Lottery funding of £10 million for the Active Universities scheme, aimed at getting more university students playing sport. Just under three in 10 university students currently play sport regularly. Active Universities is a drive to get 100,000 more students participating at least three times a week by creating accessible sporting opportunities for the 72% who say they would like to do more sport. To find out more about the scheme [Click Here](#).
- The British Olympic Association (BOA) has signed a “groundbreaking” agreement with the United States Olympic Committee (USOC) to help develop Olympic sports in both countries and around the world. The partnership will see the two organisations take steps to:
 - Jointly establish a congress to take place in 2011 in London to develop and share information on best practices in national governing body leadership;
 - Work to bring together National Olympic Committees and private sector expertise to assist the process of taking forward the 2009 Olympic Congress resolutions on new digital technologies;
 - Establish a joint forum to share best practices in the development of youth and education programmes in sport and recreation;
 - Explore areas of co-operation in winter sports in preparation for the Sochi 2014 Winter Olympics, particularly in sports governed by the Federation Internationale de Ski. Specific opportunities will include coaching and technical exchanges, winter-sport training camps and other high-performance programmes;
 - Explore partnership opportunities between British Ski & Snowboarding and the United States Ski & Snowboard Association to assist in the establishment of British Ski & Snowboarding as a model national governing body;
 - Co-ordinate issues of mutual interest in planning for London 2012.
- The London Thames Gateway is set to outperform other UK regions once recovery resumes, an independent report reveals Jones Lang LaSalle’s [London Thames Gateway: Inward Investment Progress and Prospects](#) reports that London and the south east will see stronger growth, and in east London particularly, regional economy drivers Stratford City, Canary Wharf and Crossrail will help sustain it further. The London Thames Gateway area, made up of the London Boroughs of Tower Hamlets, Newham, Greenwich, Hackney, Havering and Barking and Dagenham, will see an increase in economic output. Gross Value Added (GVA) for the area is anticipated to grow at a rate of 8.2% between now and 2013, three times faster compared to the UK as a whole.

Current Supplier Listings – CompeteFor Registrations

As at 1st April there are 4,236 West Midlands companies and other organisations (an increase of 167 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 53,436 (an increase of 2,397 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 March:

Publication Date	Title	Client
30/03/2010	20 Risk Assessment Training Courses (I.O.S.H. accredited)	ODA
24/03/2010	Design and Analysis of a Transport Safety Risk Model	ODA
17/03/2010	Temporary Venues Health & Safety File Collator	ODA
08/03/2010	Timber - Partial Project Certification	ODA

LOCOG tenders issued during March:

Publication Date	Title	Client
26/03/2010	Provision of Project Management Services for Temporary Venues and Overlay	LOCOG

25/03/2010	Competition Mats (Taekwondo) and General Stretch / Crash mats	LOCOG
24/03/2010	London 2012 life sized mascot costume characters	LOCOG
11/03/2010	Ticket Print & Fulfilment	LOCOG
11/03/2010	Marine Outboard Engines & Support Packages	LOCOG
11/03/2010	Rigid Inflatable Boats (RIBs)	LOCOG
09/03/2010	Translation Services	LOCOG
03/03/2010	Greenwich Irrigation for Cross-Country Course	LOCOG
03/03/2010	Weightlifting and Paralympic Powerlifting Equipment	LOCOG

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

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
27/03/2010	The High Street Life Strategy and Pilot Shop Fronts Implementation brief	London Borough of Waltham Forest
27/03/2010	Provision of Coach and Driver Hire Services	London Fire Brigade
27/03/2010	TfL_OJEU_Electric Vehicles Delivery Project - Lease and Supply of Electric (including battery/hybrid) and Ultra Low Carbon Vehicles and associated Services.	Transport for London
27/03/2010	"TfL_OJEU_Electric vehicles delivery project – the supply, installation, operation and maintenance of charge point infrastructure"	Transport for London

25/03/2010	Olympic Stadium legacy	Olympic Park Legacy Company
24/03/2010	Reinforced Concrete Outfalls	Skanska Construction UK Ltd. T/A Skanska Infrastructure Services
23/03/2010	Athletes Village N09&N10 - Lourves	John Sisk & Son Ltd
23/03/2010	Market Research for the Design and Delivery of a Host City Volunteer scheme	London Development Agency
22/03/2010	London Visitor Survey	London Development Agency
19/03/2010	Medical Equipment Calibration	Duradiamond Healthcare Ltd
19/03/2010	Hire of Hody Hoists	Swift Brickwork Contractors Ltd
19/03/2010	Skip and tanker drivers	Veolia Environmental Services
19/03/2010	360 Excavator hire	Veolia Environmental Services
18/03/2010	Commercial Electric Gates	Lorclon Ltd
18/03/2010	Podium Steps and Powered Access	Swift Brickwork Contractors Ltd
18/03/2010	Setting Out Engineers - Sub Contractors	Swift Brickwork Contractors Ltd
16/03/2010	Disabled Adaptations sub-contractors	Asphaltic Limited
16/03/2010	Mastic Installers - Sub Contractors	Swift Brickwork Contractors Ltd
12/03/2010	2012 Employment Legacy	London Development Agency

12/03/2010	Personal Protective Equipment	Swift Contractors Ltd	Brickwork
10/03/2010	Requirement for a Media/ News Management & Distribution Software / Application	London Agency	Development
09/03/2010	Broxbourne leisure pool & picketts lock	Lee Valley Regional Park Authority	
09/03/2010	Terrazzo Floor Tiling	Lorclon Ltd	
04/03/2010	Operated Plant	Skanska Civil Engineering	
04/03/2010	Pre Cast Furniture	Skanska UIS	

Contracts awarded during March:

Title	Client	Award Announced	Winner
Staff Promotions / Corporate Schemes	3663 - First for Food Service	29/03/2010	Incumbent supplier retained under existing contracts
Supplier of drainage services - Birmingham only	Sir Robert McAlpine	29/03/2010	Ashworth Frazer / WT Burden / Plaspipes / BSS
Supplier of 1st aid kits and medical equipment - Birmingham area only	Sir Robert McAlpine	29/03/2010	Safety First Aid / Kay's First Aid / Clayton First Aid
Supplier of PPE - Birmingham area only	Sir Robert McAlpine	29/03/2010	Greenham Trading Ltd
Supplier of fixings - Birmingham area only	Sir Robert McAlpine	29/03/2010	Readyfix /Orbital Fasteners / Surefix
Supplier of paint products - Birmingham area only	Sir Robert McAlpine	29/03/2010	Johnson Paints / Dulux

Supplier of 1st aid kits and medical equipment - London and South East area only	Sir Robert McAlpine	29/03/2010	Safety First Aid / Kay's First Aid / Clayton First Aid
Case study research for large enterprises	LDA	29/03/2010	Westminster Business School, University of Westminster
Case study research for small and medium sized enterprises	LDA	29/03/2010	Small Business Research Centre, Kingston University
Drainage Suppliers	White Horse Contractors Ltd	25/03/2010	Wolseley UK (West Midlands Company)
LOT 2 - Surfacing & Surface Dressings of Highway Footpaths	BAM Nuttall	25/03/2010	Marshalls Mono LTD
Aquatics Centre - Render	Balfour Beatty	25/03/2010	WB Simpson
Aquatics Centre - Blockwork	Balfour Beatty Group	25/03/2010	Pyramid Builders
Aquatics Centre - Floor Screeds	Balfour Beatty	25/03/2010	WB Simpson
Aquatic Centre - Off-site prefabrication of pipework and multi-service modules	Balfour Beatty Group	25/03/2010	Autarky
Aquatic Centre - Mains cable (Supply Only)	Balfour Beatty Group	25/03/2010	Marco Electrical
Aquatic Centre - Plate heat exchangers (Mechanical plant supply only order - no installation)	Balfour Beatty Group	25/03/2010	Alfa Laval
Aquatic Centre - Mechanical commodities	Balfour Beatty Group	25/03/2010	Pipetech
Aquatics Centre - LV Switchgear	Balfour Beatty Group	25/03/2010	E&I Engineering

Aquatic Centre - Mains cable - cable pulling	Balfour Beatty Group	25/03/2010	Marco Electrical
Aquatics Centre - UPS	Balfour Beatty Group Ltd	25/03/2010	General Electric
Aquatics Centre - Lightning Protection	Balfour Beatty Group Ltd	25/03/2010	RC Cutting
Aquatics Centre - Fire Alarms	Balfour Beatty Group Ltd	25/03/2010	Protec Fire
Aquatics Centre - security / cctv	Balfour Beatty Group Ltd	25/03/2010	First City Care
Aquatics Centre - Luminaires	Balfour Beatty Group Ltd	25/03/2010	Philips
Aquatics Centre - Public Address Systems	Balfour Beatty Group Ltd	25/03/2010	Protec Fire
Commissioning Management	Balfour Beatty Group Limited	25/03/2010	Pipetech
Rainwater systems	Balfour Beatty Group Limited	25/03/2010	Pipetech
Pumps, Pressurisation and Boosters	Balfour Beatty Group Limited	25/03/2010	Grundfos
Air side package	Balfour Beatty Group Limited	25/03/2010	Hotchkiss
Building Management Systems, Controls	Balfour Beatty Group Limited	25/03/2010	Building Solutions Automated
Sectional Water Tanks	Balfour Beatty Group Limited	25/03/2010	Balmoral

Thermal Insulation	Balfour Beatty Group Limited	25/03/2010	Hotchkiss, Pipetech
The supply and installation of workstations for an integration lab	LOCOG	24/03/2010	Task Systems Limited
UK-Birmingham: people dancing public engagement & digital platform.	Arts Council England	24/03/2010	Indigo Ltd, Audiences Central, (West Midlands Companies)
Plant Handling	Balfour Beatty	24/03/2010	Plant Handling
Aquatic Centre - Sanitaryware (Supply only order - No installation)	Balfour Beatty Group	24/03/2010	Pipetech
Aquatic Centre - Electrical accessories (Switchplates, bucket, trunking, conduit etc)	Balfour Beatty Group	24/03/2010	Marco Electrical
Aquatic Centre - Chillers	Balfour Beatty Group	24/03/2010	Johnson Controls / York
Aquatics Centre - Over Door Heaters	Balfour Beatty Group	24/03/2010	Pipetech
LOT 5 - Metal Gallery Panel	BAM Nuttall Ltd	22/03/2010	Access Designs (West Midlands Company)
Wetlands - Stainless Steel Deck Drainage	BAM Nuttall Ltd	22/03/2010	Littlehampton Welding
Wetlands - Bridge Deck Waterproofing	BAM Nuttall Ltd	22/03/2010	Pitchmastic PMB
Wetlands - Misc Steel Components	BAM Nuttall Ltd	22/03/2010	Access Designs (West Midlands Company)
Anti-Doping Sample Collection Kit	LOCOG	19/03/2010	Berlinger
Laboratory Services	LOCOG	19/03/2010	GSK, Kings College,

			London
Eton Manor Sports Complex	ODA	19/03/2010	Mansell Construction Services
JBoss Subscription and Consulting Services	LOCOG	18/03/2010	Red Hat
Supply of video equipment, Midlands	First Light (London) Ltd	18/03/2010	Gordon Audio Visual
Busbar	Skanska Rashleigh Weatherfoil Ltd	17/03/2010	E & I Engineering Ltd
Distribution Boards	Skanska Rashleigh Weatherfoil Ltd	17/03/2010	E & I Engineering Ltd
FireStopping (Sub-Contractor)	Skanska Rashleigh Weatherfoil Ltd	17/03/2010	Sharpfibre Limited
Framework agreement for the provision of landscape improvements and associated work	London Borough of Tower Hamlets	16/03/2010	Volker Highways, T Loughman & Co, J B Riney & Co
ODA Call Centre Support Services	ODA	16/03/2010	Springboard Marketing Limited
Venue requirement for Buyer Engagement Team networking event – March 2010	ODA	12/03/2010	De Vere Venues Canary Wharf
Public Relations and Public Affairs Consultancy	LOCOG	11/03/2010	Freud Communications
TfL90001 Partnering Opportunities for Engineering and Project Management Framework	Transport for London	11/03/2010	Contact TFL for details re: successful bidders

Waste Management services	Custom House Hotel	10/03/2010	Biffa
Drainage installation	Frosts Landscape Construction	04/03/2010	Caulfield Contractors
LDA London Working Futures Report	London Development Agency	04/03/2010	Oxford Economics
Olympic News Service: Biographies & Historical Results	LOCOG	04/03/2010	Infostrada Sports
LDA - Events for London Project Evaluation	London Development Agency	04/03/2010	ECOTEC Research and Consulting

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

Forecast Requirements – LOCOG

Artists / Performance & Events	Feb-Mar 2010
	Film Production Roster

	Apr – Jun 2010
	Photography Roster
	Torch Relay: Event production
	Torch Relay: Torch design
Security	Feb – Mar 2010
	Manned Security
Services	Feb – Mar 2010
	Ticket print & fulfilment
	Translation Services
Facilities Management & Catering	Feb – Mar 2010
	Village Housekeeping
	Protective Clothing
	Apr – Jun 2010
	Flags
	Signage
	Uniforms
Sports	Feb – Mar 2010
	Archery Equipment
	Rowing Equipment
	Canoeing Equipment
	Boat Charter
	Boat Manufacturer
	Marine Engines
	Fitness/Gym Equipment

	Cycling Equipment
	Weight Lifting
	Apr – Jun 2010
	Equestrian Equipment
	Show Jumps – Equestrian Arena
	Horses (Modern Pentathlon)
	Aquatics Equipment
	Shooting Equipment
	Sailing Equipment
	Medical Equipment
Technology	<i>No Schedule Currently Available</i>
Venues & Infrastructure	Feb – Mar 2010
	Portable Buildings for Rate Card
	Apr – Jun 2010
	Project Management
Transport / Logistics	Apr – Jun 2010
	Golf & Mobility carts
	Non-Motorised Vehicles

Recruitment

ODA recruitment advertising during March:

17/03/2010	Traveller Information Services Manager
17/03/2010	Transport Procurement Officer
17/03/2010	Travel Advice to Business Manager

17/03/2010	TDM Project Coordinator
17/03/2010	TDM Programme Manager
04/03/2010	Editorial Copywriter

LOCOG recruitment advertising during March:

17/03/2010	Head of Health and Safety
16/03/2010	Retail Manager
16/03/2010	Results Testing Manager
15/03/2010	Commercial Manager
15/03/2010	Spectator Services (SPS) Deputy Olympic Park and Common Domain Cluster Manager
12/03/2010	Catering, Cleaning & Waste Cluster Manager
12/03/2010	Venues and Villages Logistics Manager
08/03/2010	Personal Assistant (PA) to Director of Sport

Conclusions:

The London 2012 project is at an incredibly busy and exciting phase of its lifecycle right now. We can see a shift in procurement activity taking place, with tender invitations now appearing which cover the overlay, fitout and Games-time operations (such as Ticketing, Catering, Translation Services, Mascots). Meanwhile, when we look at contract awards, these are overwhelmingly still covering the construction sector, from buyers including BAM Nuttall, Balfour Beatty and Skanska. LOCOG's rate of contract awards is also starting to pick up.

Other major sports projects are reaching their 'delivery point' during 2010. We have just seen Vancouver host the highly successful 2010 Winter Olympics and Paralympics. South Africa will host the FIFA World Cup in June, Singapore's Youth Olympic Games takes place in August, and finally the 2010 Commonwealth Games will be in Delhi during October. The completion of these projects will cast the spotlight more and more brightly on London 2012

as the next global sports event. Meanwhile Brazil, the hosts of the next World Cup in 2014 and the Rio 2016 Olympics, is experiencing a deluge of missions by businesses from countries around the world, all keen to be involved in these major opportunities.

Don't miss out on the forthcoming series of 2012 Business Opportunity workshops – the next events will be held on the 20th and 22nd April (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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