

London 2012 Games sector briefing

general briefing

May 2010

Advantage West Midlands

London 2012 Games

General Business Briefing - May 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 5th and 7th May. 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:
 - 5th May – Shrewsbury – Contact Chris Jones at c.jones@shropshire-chamber.co.uk (Tel 01952 208 200)
 - 7th May – Worcester – Contact Lisa Sanders at lisas@hwchamber.co.uk (Tel 0845 641 1641)
- Business Link are also hosting a 2012 Procurement workshop on 25th May at the Royal National College for the Blind in Hereford. Delivered by BiP Solutions, these workshops demonstrate the processes involved in tendering for public-sector contracts. For further details contact www.procurementworkshops.co.uk (Tel 0845 270 7095).
- 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](#).
- 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

- A Birmingham museum has won a prestigious award, naming it one of the country's top visitor attractions. The Museum of the Jewellery Quarter, which tells the story of the city's jewellery and metalwork heritage, was named the best small visitor attraction in the Enjoy England Awards for Excellence.
- Cadbury plans to recruit 2,000 ambassadors to stage mini-Olympic Games-style events across the country as part of its sponsorship of London 2012. The confectionery company has signed a deal with Birmingham-based charity Groundwork to run the multimillion-pound, Cadbury Spots V Stripes-themed events. Universities, village fêtes and sports clubs will be targets for the sporting ambassadors to stage the mini-games, which Cadbury says will 'provide a rallying cry up to 2012'.
- Students from year 9 and 10 at Holden Lane High School and Sports College in Stoke-on-Trent, have taken part in the Get Set Trading Challenge, an exciting real-life trading competition organised by London 2012 sponsor BP. The Trading Challenge roadshow has been created in consultation with LOCOG to give students a taste of the competitive world of business, while allowing them to explore some of the Olympic and Paralympic values. BP is the official oil and gas partner and a sustainability partner of the 2012 Olympic and Paralympic Games.
- A leading business support organisation has received new funding and merged with the Birmingham Chamber of Commerce as it looks to secure its long term future. The British American Business Council in the Midlands (BABC) is responsible for developing business relationships between the region and the United States. It is understood that Advantage West Midlands and Birmingham City Council have agreed funding for the next 12 months.
- The UK's biggest free sporting event is to return to Stoke-on-Trent this summer when the Tour of Britain comes back to the streets of the city. The Tour will showcase some of the world's best cyclists for the third successive time and it forms part of a summer of cycling in Stoke-on-Trent's centenary year. As well as The Tour of Britain, the Halfords Tour Series will take place in the city centre on the 17 June and then The Prostate Cancer Charity Tour Ride will see thousands of amateur cyclists taking to the region's roads on the 26 September following the same route as the pro's two weeks after the Tour of Britain.
- Warwickshire County Cricket Club has signed a deal with construction firm Galliford Try for major work at Edgbaston International Cricket Ground. The club has signed a

deal for the £30 million-plus redevelopment, which is already underway on site. Both Birmingham City Council and Advantage West Midlands have played a key role in providing funding for the landmark project.

- Loughborough University has been chosen as the training base for the Great Britain team ahead of the London 2012 Olympics. Two years ago the British Olympic Association (BOA) announced it would use Aldershot Army Barracks, but these fresh plans follow a review. The new agreement means Team GB's athletes will spend time at the venue in the weeks before the Olympics. The university will also be hosting the Japanese Olympic team and it is thought a number of smaller countries are also considering using the university's facilities.
- If you're planning an event during the weekend of 23rd to 25th July, make sure you register it as part of London 2012 Open Weekend. Organisations planning to register need to set a challenge the public can participate in, encouraging people to try something new or take existing interests to the next level. [Click Here](#) to find out more.
- LOCOG Chairman Lord Coe was joined by Matthew Fry, the face of the Staffordshire and Stoke-on-Trent element of the West Midlands for 2012 volunteering campaign at Trentham Lake Staffordshire, to launch '[Volunteers – we need YOU!](#)' Prior to launching the volunteer campaign, Lord Coe marked the start of production of the official London 2012 souvenirs and merchandise by Waterford, Wedgwood and Royal Doulton during a tour of the Wedgwood Visitor Centre and ended his visit at the City of Stoke-on-Trent Sports Awards, which showcase and celebrate the sporting excellence within the area.
- London 2012 fencing contractor Zaun is set to create new jobs after starting work on a new 50,000 sq ft extension to its current manufacturing facility in Wolverhampton. The new £5 million factory, which is due to be officially opened later this year, will double Zaun's manufacturing capabilities and create around 30 new jobs for the area. The investment follows support from the regional development agency Advantage West Midlands (AWM). Jim Johnston, AWM's business manager for the 2012 Games said: "The 2012 games offer a huge number of opportunities for West Midlands businesses, and Zaun successfully bid for the fencing contract through the 'Compete For' procurement system. The company is a shining example of how manufacturers are bucking the economic trend and we are pleased to be working with them."

London 2012 News

- LOCOG has invited expressions of interest through the CompeteFor procurement system, for the striking and production of the victory medals for London 2012 athletes. The medals are one of the most potent symbols of the Olympic and Paralympic Games, and the competition to manufacture them will be keenly fought. The West Midlands' world-class capabilities and heritage in medal and jewellery production mean that LOCOG has a ready-made partnership here, keenly looking forward to this vital task.
- LOCOG has launched its official online shop. The website at www.london2012.com/shop launched initially with approximately 250 product-lines including clothing, collectables and pin badges. By summer 2010 there will be 500 lines of product and the shop will eventually grow to sell thousands of London 2012, Team GB and ParalympicsGB products in the coming months and years.
- London will be the official host city for the 2011 International SportAccord Convention. The prestigious event, which will take place from April 3-8, 2011, will see over 1,500 of the world's top sporting officials and business people from more than 60 countries come to the capital. The convention is expected to contribute over £3m to the London economy. However, it is expected to be worth many more millions through contracts for new businesses and more major events coming to the capital and the UK beyond 2012.
- LOCOG Chair Seb Coe, and Debbie Jevans, Director of Sport, have updated the Association of Summer Olympic International Federations (ASOIF) at the SportAccord conference in Dubai, on London 2012's progress, highlighting the success of its 'Sign Up' programme. Since its launch in March, more than one million people have registered their interest in London 2012 Olympic and Paralympic tickets via www.tickets.london2012.com. Seb Coe commented: 'We are thrilled by the level of interest in our "Sign Up" programme. What has been really interesting is that there has been significant interest across all Olympic and Paralympic sports.'
- Olympic gold medallist and London 2012 Board member, Jonathan Edwards has launched the largest cultural consortium of universities in the UK in support of the Cultural Olympiad. The Creative Campus Initiative, which has received the Inspire Mark, involves 13 universities and is bringing together leading artists and performers to collaborate with students, academics, schools as well as local communities to create a programme of new art and cultural events this summer.

- Juan Antonio Samaranch, a reserved but shrewd dealmaker whose 21-year term as president of the International Olympic Committee was marked by both the unprecedented growth of the games and its biggest ethics scandal, died Wednesday 21st April at hospital in Barcelona, Spain. He was 89.
- The BBC has announced it will broadcast an innovative multi-platform project across TV, radio and online, entitled 'World Olympic Dreams'. Beginning on 27 July 2010, the BBC will track 25 athletes from around the world as they strive to turn their hopes for Olympic success at London 2012 into a reality. With the third instalment of successful documentary series Olympic Dreams currently running on BBC One, World Olympic Dreams moves beyond the UK with the 25 athletes drawn from across all five continents and competing in 20 different Olympic Sports.
- UK homeowners looking to escape the 'disruptions' of the 2012 Olympics, which hits London and other UK venues in less than 850 days time, now have the perfect opportunity with home exchange, where two families swap homes for holidays. "We got the idea of escaping the Olympics with home exchange when some of our Members started telling us that this is what they were doing," says Ed Kushins, President of www.HomeExchangeNow.co.uk. "They weren't looking forward to the disruptions the Games would bring to the UK with more traffic, noise, crowds - just the logistics of getting around."
- The ODA has advertised its last major construction contract, to design and build hockey pitches for the 2012 Games. The framework agreement will run over four years and includes the supply, installation and maintenance of pitches, which will be used for hockey during the games and for five and seven-a-side football during the Paralympic Games. Interested bidders have until 4 May to submit pre-qualification questionnaires through the ODA's e-tendering system. Up to five teams will then be shortlisted for the work.
- The National Lottery has announced that with just over two years to go, £500 million has been raised by lottery players for London 2012. The money was raised by sales of its specially designated games, including Dream Number, Scratchcards and interactive instant win games. To celebrate the landmark, The National Lottery has launched a search for the UK expert in all things Olympic and Paralympic. The Games Brain of Britain is the ultimate test of Olympic and Paralympic Games knowledge.
- Delegates from 17 National Olympic Committees from around the world have visited LOCOG's London headquarters for an update about plans for the Games, including

transport, sport competition and logistics. The group also met representatives from the Nations and Regions to discuss the availability of Pre-Games Training Camps and had a tour of the Olympic Park and ExCeL, which is the biggest venue outside the Park.

- The London 2012 Young Leaders Programme is one of many opportunities to get involved in projects around sport, enterprise, media and leadership. The programme comprises a group of 100 committed young people from across the UK who will take part in a two-year programme which will train them to become high profile volunteers during the Olympic and Paralympic Games. For more details [Click Here](#).
- LOCOG has produced an updated procurement forecast covering the period April-September 2010. The detailed forecast is set out in the 'Contracts and Tenders' section below.
- The ODA has issued new images showing the testing of the London 2012 Aquatics Centre dive pool and two 50m swimming pools. The three concrete pools are being tested with over 10 million litres of water before being sealed and lined with 180,000 tiles. Work is also underway lining the unique 160m-long wave-shaped steel roof. In the coming weeks cladding will start on the curving timber ceiling and work is continuing on the huge 250m and 45m-wide land bridge that forms the main walking access into the Olympic Park and the roof of the training pool.
- LOCOG and UK Anti-Doping have signed a memorandum of understanding covering delivery of the London 2012 Doping Control Programme. Under the authority and direction of the International Olympic Committee and the International Paralympic Committee, LOCOG will collect and test approximately 5,000 samples at the Olympic Games and 1,200 at the Paralympic Games. This is a significant increase from the previous Games and represents record numbers.
- The Orbit sculpture in London will be used for corporate events during the Olympic Games, mayor Boris Johnson has said. Designed by sculptor Anish Kapoor, the Orbit - dubbed Britain's answer to France's Eiffel Tower - will be Britain's tallest landmark at 115 metres and will include a restaurant and viewing platform at the top. The London Development Agency is spending £3.1 million on the structure but the majority of the funding is being supplied by steel magnate Lakshmi Mittal.
- The Olympic Board has agreed a special package of measures to help the London Borough of Barking and Dagenham receive maximum benefits from London 2012. While Barking and Dagenham will not be hosting any Olympic and Paralympic

events, the proximity of the borough to the Olympic Park site means that residents will still be involved with the Games on a daily basis.

- The distinctive double-curved roof of the London 2012 Velodrome has been lifted into place in one of the biggest cable-net roof lifts in the UK, keeping the venue on track for completion in early 2011. The 6,000-seat Velodrome will host the Olympic and Paralympic Track Cycling events in 2012. After the Games, the venue will be used by elite athletes and the local community and will include a café, bike hire and cycle workshop facilities.

Other Major Sports Projects

- Qatar's bid for the 2022 World Cup started off as an outside bet but is being taken increasingly seriously and has received unusually strong backing from the FIFA president, Sepp Blatter. Qatar has unveiled ambitious plans for flat-pack stadia, at the SportAccord conference in Dubai. The oil-rich state has pledged to deconstruct some of the stadiums it will build for the tournament and transport them to less well-resourced countries. In-stadium cooling technology, being developed to reduce temperatures for players and spectators that can average a sweltering 41 degrees in June, a huge handicap for any Middle Eastern bid, will also be shared with other countries which have found their climates incompatible with hosting major events.
- Dubai's ruler Sheikh Mohammed Bin Rashid Al Maktoum has said that if Dubai submits a formal bid for the 2020 Summer Olympic Games, it will be "in it to win it". Sheikh Mohammed reportedly said "no matter what we decide in terms of a possible bid, this process will be good for Dubai. It will help us identify the strengths and weaknesses of our transportation systems, our tourism facilities, our sports venues and other vital infrastructure. The learning process will benefit Dubai even if we never bid for the Olympic Games".
- Brazil's Minister of Sport, Orlando Silva, has revealed the results of an economic impact survey of the forthcoming 2014 World Cup. Between 2010 and 2019 it is expected that the event will add around 183 billion Reals (£69 billion pounds) to the Brazilian economy.
- FIFA is expecting a spectator turnout of 95-97% for the 2010 FIFA World Cup™ – numbers also achieved in Germany in 2006. FIFA is also confident that more than 300 000 tickets left for the tournament will be sold out before kick-off on 11 June. Addressing the media in Zurich FIFA president Sepp Blatter said that, judging by the

ticket sales to date and the excitement around Africa's first World Cup, there was no reason to get numbers below what was achieved in Germany.

- Russia's Prime Minister Vladimir Putin, has promised that Russia will spend 60 billion roubles (£1.3 billion) this year, to ensure that preparations for the 2014 Sochi Olympics and Paralympics remain on track. The undertaking was made to the IOC's Coordination Commission, headed by Jean-Claude Killy, Most of the facilities for the Games are being built from scratch along with major infrastructure improvements at a total cost of 195.3 billion roubles (£4.3 billion/\$6.7 billion).
- Sports practitioners from across the UK and Commonwealth will come together during the [3rd Commonwealth Sports Development Conference](#), taking place at Glasgow's Mitchell Library between 3rd and 4th June 2010. The event, entitled "Achieving Sustainable Development – Building Capacity in Communities, Clubs and NGOs", will provide a forum to share ideas, network and hear about innovative programmes from across the Commonwealth.
- UEFA has visited the three candidates to stage UEFA EURO 2016 as part of the technical analysis process to decide which of Turkey, Italy and France will be appointed host nation. With the decision on the hosts of UEFA EURO 2016 fast approaching, UEFA's visit is part of the technical analysis of the three bids, which were handed over to UEFA in February. The hosts of UEFA EURO 2016 will be announced in Geneva on 28 May.
- The economic impact of golf tourism for Wales, which hosts The Ryder Cup this October at Celtic Manor in Newport, has been valued at £34.7 million for 2009, an increase of 18 per cent from 2008. According to figures from the National Golf Tourism Monitor, the number of golfing visitors to Wales has increased by 11 per cent over the past year with increases also in the length of stays and average expenditure by visitors.
- Rio de Janeiro, which will host the 2016 Olympics and Paralympics, was stricken after torrential rain triggered landslides that killed several hundred people. Large landslips cut huge paths of destruction through several of the hillside favela shanty-towns which cover the steep and unstable hillsides surrounding the city. Brazilian President Luiz Inacio Lula da Silva called the events "a disgrace," and said it was the biggest storm in the history of the city. Neither the 2014 World Cup nor the 2016 Olympics will be held during Brazil's rainy season, which normally takes place during the Southern Hemisphere's summer in December through February but this year has lasted into April.

- Two cities have submitted formal nominations to the Commonwealth Games Federation (CGF) to host the 2018 Commonwealth Games - but in a surprise development the Nigerian capital Abuja, which have previously claimed that they would bid again following their defeat to Glasgow for the 2014 edition, was not among them. Instead, the Gold Coast in Australia and the Sri Lankan city of Hambantota have put themselves forward as candidate cities. Each will now hope to be selected as the 2018 host city by the CGF General Assembly, consisting of representatives of all 71 member nations and territories, when it meets in St Kitts and Nevis in November 2011.
- Singapore is reportedly set to spend \$6 million (£2.8 million) on just six athletes, in the hope of winning its first individual medal for 52 years at the London 2012 Olympics under a new scheme, the Olympic Pathway Programme (OPP), which is funded by the Tote Board and Ministry of Community Development, Youth and Sports (MCYS).

Sponsor Activity

- British Airways has been unveiled as the official airline of the England 2018 World Cup Bid with the airline also signing up former England striker Gary Lineker to front the sponsorship. As an England 2018 ambassador, Lineker unveiled the British Airways aircraft that will fly the England 2018 bid book to Zurich, home of FIFA. The Airbus A319 aircraft will sport a giant black and white football on its nose. British Airways will launch its campaign by flying the England 2018 team to FIFA's headquarters on 13th May, to officially hand over the bid book to President Sepp Blatter.
- In support of its long-term sponsorship of UK Athletics, insurance brand Aviva has launched an 'Elevating Athletics Fund', pledging to provide practical training and support to every single sports teacher in the UK. With London 2012 just over two years away, Aviva's positioning comes in response to new research that revealed that over half of the UK's PE teachers feel they need further training and better facilities to teach athletics effectively. Aviva's Elevating Athletics Fund will provide support in three ways; free places on athletics teaching courses for every school in the UK (over 30,000 schools), detailed curriculum resource packs for all teachers and the chance for schools to win a £10,000 sports grant for facility upgrades.
- Coca-Cola is launching a multi-million pound global campaign to promote its sponsorship of the 2010 FIFA World Cup in South Africa. The three-phase

campaign, by ad agency Santo, begins with a TV and digital push entitled 'The longest celebration', centred on goal celebrations. Consumers are then directed towards Coca-Cola's YouTube channel, in which users are encouraged to video their own celebrations and load them up to the site. The two subsequent phases of the campaign will only run online in the UK. An animated ad, 'Quest', follows a young African footballer trying to devise his own goal celebration. A third ad, 'Border crossing', will be used to promote a tour of the World Cup trophy across 83 countries.

- TOP Olympic sponsor General Electric (GE) has announced that it has bolstered its UK corporate communications efforts ahead of London hosting the 2012 Olympics with two new appointments. Mark Maguire has been appointed in the newly created role of communications director for GE UK, and will be responsible for the company's corporate image and brand identity amongst external stakeholders - in particular through the media. In addition, GE UK has also appointed Simon Langford as manager, corporate communications, London 2012 Olympic Games. He will be responsible for developing strategic marketing, public affairs and PR campaigns to enhance GE's sponsorship of the Games.
- With three years to go to the London 2012 Opening, BT's London 2012 delivery programme team is on target to deliver the communications services for the Games. Coming up in the next three months are a number of additional milestones for the team, including the high-level service design completion. Later this year following approval of the design, the first venue to go live will be LOCOG's headquarters at 1 Churchill Place, London. During Games-time operation, BT plans to deploy 600 people supporting the communications services, including 400 on-site staff.
- Atos Origin, a TOP Olympic sponsor, has announced that it has appointed the former world mile record holder Steve Cram as its UK ambassador for London 2012. As worldwide IT partner of the IOC, Atos Origin works with a consortium of IT partners, and is responsible for leading the integration of the design, build and operation of the massive, mission critical IT infrastructure and solutions that will support the London 2012 Games. This includes the systems which will process the accreditation badges for the 200,000 members of the Olympic Family, manage staffing rotas and deliver the results to the world in less than a second.
- An overwhelming majority of rights holders at a recent industry networking event stated that the new economic climate had changed their approach to finding sponsors. More than 80 chief executives and commercial directors from across the sports industry gathered in La Manga in Spain for the Leaders in Football event –

and 85 per cent said the global downturn had changed the way they did business. Seventy four per cent believed their offering was now more compelling. The sports represented at the three-day conference were football, rugby, cricket, golf, basketball, NFL and F1.

- LOCOG has signed up its 28th domestic sponsor in Gymnova. The International Gymnastics Federation-approved supplier will provide equipment for artistic, rhythmic and trampoline competitions and training. Gymnova's sister companies will provide wrestling mats and podiums for several other sports.

Collateral Projects

- With London once again voted the best European city for business, and Birmingham and Leeds also getting nods in the survey, there has never been a better time to hold an event or incentive in Britain. In the annual survey of business leaders conducted by Cushman Wakefield, London held on to the top spot for the best business city in Europe. Birmingham made the most progress this year, rising seven places in the overall rankings, and sharing the top spot with Leeds in the value for office space category.
- Telford Homes, a London regeneration specialist, has said business is booming as demand for housing around the Olympic site soars. The firm said annual profits will be “materially ahead of market expectations” of £7 million after a sharp recovery in the housing market in East London. Telford finance director Jon Di-Stefano said: “The housing market in East London has shown positive signs of recovery, with regeneration surrounding the build up to the 2012 Olympics continuing to stimulate demand. The legacy of the Olympics makes that whole area much better than it was. No one is buying a flat there just because of the Olympics and four weeks of sport.”
- Westminster City Council has unveiled a £430 million, three-year plan which will help ensure that central London retains its place as a world-class city ahead of the Olympics and Paralympics in 2012. Over the next three years the Council is planning to complete a range of regeneration projects which will see its sports facilities improved, the West End revamped and more housing available for its residents.

Current Supplier Listings – CompeteFor Registrations

As at 1st May there are 4,342 West Midlands companies and other organisations (an increase of 106 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 54,784 (an increase of 1,348 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 April:

Publication Date	Title	Client
20/04/2010	Advanced Geospatial Data Use Technical Consultancy	ODA
13/04/2010	Hockey Pitches - Field of Play	ODA

LOCOG tenders issued during April:

Publication Date	Title	Client
21/04/2010	Production Services: London 2012 Victory Medals	LOCOG
16/04/2010	Greenwich Ground Improvement for the Cross-Country Course	LOCOG
09/04/2010	Training Venues	LOCOG
08/04/2010	Kitchen Appliances and White Goods	LOCOG

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

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
30/04/2010	Brick Cladding	Balfour Beatty Group Limited
28/04/2010	Site Photography	Costain Skanska Joint Venture
22/04/2010	16 Seat minibus hire	BiP Solutions
22/04/2010	Catering Service	GE Infrastructure
21/04/2010	N25 - Multi Storey Car Park - Staircore, and kiosk doors (41 in total)	Bourne Construction Engineering Ltd
21/04/2010	N25 - Multi Storey Car Park - Stair core Balustrade	Bourne Construction Engineering Ltd
21/04/2010	N25 - Multi Storey Car Park - Waterproofing and line painting	Bourne Construction Engineering Ltd
21/04/2010	Temporary Decking To Central Park Bridge - Olympic Park	Lagan Construction Ltd
19/04/2010	Installation of Bound Gravel	BAM Nuttall Ltd
19/04/2010	Installation of Lighting Columns	BAM Nuttall Ltd
15/04/2010	Temporary Buildings	Carillion Plc
14/04/2010	Press and PR work for City Bridge Trust, City of London Corporation	City of London Corporation
14/04/2010	Press and PR work for Economic Development at City of London Corporation	City of London Corporation

13/04/2010	Courier Service	GE
12/04/2010	Athletes Village N09&N10 - Access Hatches	John Sisk & Son Ltd
09/04/2010	UK-Birmingham: community games programme support.	Arts Council England
09/04/2010	Business Adviser(s) for ERDF project	Centre for Innovation and Partnerships, (CIPs) Newham College of Further Education
09/04/2010	Steel Flashing and Steel Panels	Skanska Civil Engineering
09/04/2010	Steel Masts (25m) Fabrication & Supply only	Skanska Construction UK Ltd.
06/04/2010	GLA Avian Pest Control	Greater London Authority

Contracts awarded during April:

Title	Client	Award Announced	Winner
West End LIVE -Sponsorship, Event Development and Commercial Partnerships	City of Westminster Council	28/04/2019	Media Circus Ltd
Durasteel cladding to ceiling of HV room	Buckingham Group Contracting Limited	28/04/2010	R&S Driwall Ltd
Visit London Awards 2010 - Event Management Partner	Visit London	28/04/2010	SML Marketing & Events Ltd
Athletes Village N09&N10 - Builders work	John Sisk & Son Ltd	28/04/2010	Howell Drilling

Athletes Village N09&N10 - Painting and Decoration	John Sisk & Son Ltd	28/04/2010	Cousins Group Ltd
Athletes Village N09&N10 - Carpentry	John Sisk & Son Ltd	28/04/2010	J A Stott Carpentry Ltd
Road Marking	Balfour Beatty Group Limited	22/04/2010	Wilson & Scott (Highways) Ltd
Arts Project Consultant	ODA	22/04/2010	Modus Operandi Art Consultants Ltd
Road Signage	Balfour Beatty Group Limited	22/04/2010	J McCann (Nottm.) Limited
The Provision of Facilities Management Services to Office Buildings	LOCOG	15/04/2010	Ecovert FM Ltd
Fire Alarms	Skanska Rashleigh Weatherfoil Ltd	15/04/2010	Direction Fire Ltd
BMS	Skanska Rashleigh Weatherfoil Ltd	13/04/2010	Lloret Control Systems Ltd
Syphonic Rainwater (Sub-Contractor)	Skanska Rashleigh Weatherfoil Ltd	13/04/2010	Fullflow Group Ltd
Supplier of food & beverages	Custom House Hotel	09/04/2010	Brakes Bros
Workplace cycle parking equipment	Transport for London	09/04/2010	Cyclepods Ltd / Bike Dock Solutions / Broxap Ltd
Workplace Cycle Servicing	Transport for London	09/04/2010	Cycle Systems Ltd. TA 'The Bike Doctor' / Cycle2Job Ltd

London Coach Parking Voucher Scheme Feasibility Study	LDA	08/04/2010	Ove Arup & Partners Limited
LDA_Crystal Palace National Sports Centre - Water proofing and cavity drainage works	LDA	08/04/2010	Cemplas Waterproofing & Concrete Repairs Ltd
Gymnastics Equipment & Trampolines	LOCOG	06/04/2010	Gymnova
Formal Clothing	LOCOG	06/04/2010	Next Plc
Supply of labour	Morrison Construction	06/04/2010	Square Mile
Supply of bricklayers	Morrison Construction	06/04/2010	Oakwood's
Supply of plumbers	Morrison Construction	06/04/2010	M&G Solutions
Supply of carpenters	Morrison Construction	06/04/2010	Zone Contractors
Supply of electricians	Morrison Construction	06/04/2010	M&G Solutions
Office fit out	Morrison Construction	06/04/2010	M&G Solutions
Fencing	Morrison Construction	06/04/2010	HS Jacksons & Son (Fencing) Ltd
Free Issue of 10m high ball fencing		06/04/2010	Erith Demolition

Forecast Requirements - ODA

Contract title	Category	Procurement Start Date
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	Apr-Jun 2010
	Torch Relay: Event production
	Torch Relay: Torch design
	Medals & Medallions: Production
	Jul-Sep 2010
	Photography Roster
Security	Apr-Sep 2010
	Currently no new opportunities to be published
Services	Apr-Jun 2010
	Volunteer venues fit out – Regional
	Volunteer venues fit out – London
	Workforce Training Venues

Facilities Management & Catering	Apr-Sep 2010
	Look Elements - including signage, banners and flags
Sports	Apr – Jun 2010
	Equestrian Equipment
	Aquatics Equipment
	Cycling Equipment
	Triathlon Equipment
	Canoe Equipment
	Rowing Equipment
	Sailing Equipment
	Medical Equipment
	Swimming Pool Equipment
	Jul - Sep 2010
	GPS
	Hockey Equipment
	Shooting Equipment
	Fencing Equipment
	Weighing Scales
	Handball Equipment

Technology	Apr - May 2010
	Torch Relay Planning Tech Application
	Jun - Sep 2010
	IT Reseller Agreement
	Command & Control – incident management application
	Work Order Management application across venues
Venues & Infrastructure	Apr – Jun 2010
	Project Management
	Lifts
	Jul-Sep 2010
	Potable Water & Waste
Transport / Logistics	Apr – May 2010
	Golf & Mobility carts
	Jun - Sep 2010
	Bus Depot Handling Equipment
	Material Handling Equipment & Machinery
	Vehicle Tracking system(s)
	Bus & Coach recovery services
	Freight Barge Operations

Recruitment

ODA recruitment advertising during April:

28/04/2010	Facilities Assistant
28/04/2010	Information Content Manager
16/04/2010	Business Continuity Analyst

LOCOG recruitment advertising during April:

30/04/2010	Document Control Manager
30/04/2010	Workforce Systems Support Administrator
30/04/2010	Client Groups Ticket Sales Executive
30/04/2010	Sailing Field of Play Manager (Part Time)
30/04/2010	Diving Manager
30/04/2010	Ticketing Customer Sales Executive
30/04/2010	Ticketing Customer Services Executive
30/04/2010	Athletics Technical Operations Manager
30/04/2010	Eventing Manager
30/04/2010	Beach Volleyball Manager
30/04/2010	Advance Manager(s), Olympic & Paralympic Torch Relays
30/04/2010	Rowing Services Manager
30/04/2010	Sailing Technical Operations Manager
30/04/2010	Tour Manager, Olympic and Paralympic Torch Relays
29/04/2010	Mountainbiking Manager

22/04/2010	Technical Manager
22/04/2010	Technical Services Manager
22/04/2010	Spectator Services Cluster Manager
20/04/2010	Internet and Applications Security Manager, Business Technology Services (BTS)
14/04/2010	IT Security Operations Lead, Business Technology Services (BTS)
14/04/2010	Operations Team Member, Internet Technology Services
09/04/2010	Network Lead
08/04/2010	Spectator Services Pedestrian Flow Manager
07/04/2010	Financial Systems Analyst
06/04/2010	Licensing Executive, Product Development and Approvals
06/04/2010	Manager, Workforce Operations

Conclusions:

The SportAccord conference in Dubai provided a great opportunity to hear John Armit, Chairman of the ODA, and Paul Deighton, CEO of LOCOG, give presentations on the excellent progress being made on the 2012 Olympics programme. The message to the world is clear – the UK is doing this project right. Indeed, the hottest give-aways at the busy UK Trade and Investment exhibition stand were stressballs – in the shape of UK brains!

Activity on the 2012 project is developing across a broad range of fronts. From tender opportunities, through contract awards, and especially recruitment activity, the sheer diversity of requirements means that most business sectors should now be finding opportunities. It is important not to wait around for tenders to be issued, but to be actively researching, networking and selling – because for sure, that is what your world-wide competition is doing!

Don't miss out on the forthcoming series of 2012 Business Opportunity workshops – the next events will be held on the 5th and 7th May (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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