

London 2012 Games sector briefing

general briefing

June 2010

Advantage West Midlands

London 2012 Games

General Business Briefing - June 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 10th and 29th June. These invaluable events provide you with up to date information about business opportunities arising from London 2012, and how you can access and tender for them. For details see below:
 - 10th June – Black Country – Contact Chris Bate at events@blackcountrychamber.co.uk (Tel 0845 872 4256)
 - 29th June – Shropshire – Contact Teresa Rowe at t.rowe@shropshire-chamber.co.uk (Tel 01952 208 200)
- Business Link are also hosting two 2012 Procurement workshop on 15th and 30th June 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).
- CETA, the Community Education & Training Academy, together with Advantage West Midlands, are organising a half-day conference in Birmingham on Wednesday 16th June, on how to win London 2012 contracts. With a range of keynote speakers, the programme will cover opportunities in a variety of business sectors. Places are limited so please book early by telephoning Deleyse Campbell on 0121 333 7490.
- The leading authority on ensuring UK tourism makes the most out of London 2012 is visiting the West Midlands to help local businesses prepare for the Games. Chris Foy, Visit Britain's head of 2012 Games Unit, will be speaking at a Coventry and Warwickshire Chamber of Commerce at the Heart of England Conference Centre on June 11. The Chamber's Tourism, Leisure and Conference (TLC) Group is holding the event in conjunction with the Coventry and Warwickshire Partnership for the 2012 Games. For more information on the event, contact the Chamber on 024 7665 4321 and speak to Perm Bassi.
- Telford & Wrekin's annual CultureFest is taking place in the Arena in Telford Town Park on Saturday 24th July from 11am to 5pm as part of London 2012 Open Weekend. CultureFest, which is now in its third year, is a celebration of sport, music, dance and the creative arts and offers performances by local people on the main

stage as well as a wide range of 'have a go' activities for people of all ages. For further details visit: www.telford.gov.uk/culturefest.

- 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 town of Much Wenlock is celebrating the honour of having the mascot for the London 2012 Olympics named after it. Wenlock's name is inspired by the village where the Wenlock Olympian Games are held. Created by William Penny Brookes, the annual event was one of the inspirations that led to Baron Pierre de Coubertin to found the Olympic Movement. In an additional boost for the region, the production contract for the mascots has been awarded to Golden Bear Products Ltd of Telford.
- Over 300 guests came to the www.finditinbirmingham.com procurement portal launch event, which took place at the Edgbaston Cricket Ground. Stuart Horton, finditinbirmingham's project manager, explained how the website works, and how local businesses can use it to find work and win contracts. He said: "1,500 people are already registered, and we expect more than 5,000 to join within the year. There's nothing like doing business face to face and building sustainable relationships."
- Steve Hollingworth, Birmingham City Council assistant director, sports and events, said his organisation was pleased to have been associated with the successful staging of the JN Jamaica International Invitational (JII) at the National Stadium, Kingston, and that the atmosphere represents what they want to create for Jamaica's contingent at the London 2012. This is part of Birmingham's thrust to build awareness of the city's newly minted partnership with Jamaica, and is one of several initiatives planned leading into 2012.

London 2012 News

- LOCOG has announced details of a 70-day Olympic torch relay around Britain. The flame will arrive in Britain on 18 May 2012 and arrive in London the weekend before the start of the Games on 27 July. A nomination process will be used to pick the 8,000 torch-bearers. Details of the route will be announced next year but organisers say that 95% of Britons will be within an hour's journey of seeing the torch. LOCOG's aim is for the torch to visit different communities and cultures, drawing people in to the Games. It will also be used to showcase Britain's towns, areas of outstanding natural beauty, together with sporting and cultural landmarks.
- London 2012 and the Glasgow 2014 Commonwealth Games have signed a memorandum of understanding to maximise the benefits of hosting major sporting events. As part of the agreement LOCOG will, where practicable, offer its commercial partners the opportunity to be introduced to Glasgow 2014 for the purposes of facilitating potential involvement which could help Glasgow 2014 reach its commercial targets. Glasgow 2014 will also commence discussions with LOCOG about the purchase of equipment following the London 2012 Games.
- LOCOG is currently inviting expressions of interest for the supply of medical equipment to the emergency service department. Emergency Medical Services is one of five work-streams that comprise LOCOG Medical. LOCOG is looking to appoint a supplier (or suppliers) to provide the equipment to support the provision of Emergency Medical Services.
- Universal Music has been signed up as the official music licensee, to write, record and publish music for the London 2012 Games. In the first deal of its kind by an Olympic organiser, London 2012 will work with Universal Music to exclusively release London 2012-branded music, including compilation albums. Universal Music will also act as music consultants to London 2012. The deal begins with immediate effect.
- The government has announced that £27m is to be cut from the 2012 London Olympic budget. The decision is part of the £6.2bn of savings in public spending announced by the Conservative-Liberal Democrat coalition. The cutback affects the Olympic Delivery Authority (ODA), which is the body building the venues. The main savings are intended to come from cutting administration costs and restrictions on recruitment and pay.
- Work has begun on the London 2012 Olympic Stadium field of play, where the opening and closing ceremonies will take place, plus the track and field

competitions. Two years into the stadium construction programme, the centre of the showpiece £537 million venue has been cleared so that builders can focus on creating the right ground conditions for competition. Ducts and a drainage system are being installed ahead of the turf and track being laid next year.

- Over 6,000 contracts have now been published on CompeteFor, including 428 from public sector organisations beyond the London 2012 project. These include Crossrail, the London Borough of Haringey, Tower Hamlets Homes and Transport for London. In April, LOCOG updated their procurement schedule. Opportunities are listed for the next five months until September (see 'Forecast Requirements – LOCOG' below).
- Jeremy Hunt has been appointed secretary of state for culture, Olympics, media and sport in a newly created department in the Lib Dem/Conservative coalition government. Mr Hunt's new brief combines the Department for Culture, Media and Sport with Tessa Jowell's ministerial responsibility for the London 2012 Olympics.
- The ODA has published the latest employment and skills figures for the Olympic Park (March 2010) and employment figures for the Olympic Village. 6,442 people are currently working on the Olympic Park and 3,228 are working on the Olympic Village. To view the figures in detail [Click Here](#).
- AEG, the owner of the O2 arena, has emerged as a contender in the race to take over the Olympic Stadium after London 2012. The American sports and entertainment company is one of 106 parties to have expressed an interest in assuming control of the venue after the London Games. A shortlist of about 30 is expected to be drawn up with a final decision to be announced in March 2011.
- London 2012 officials are reportedly working on having around 250,000 people in the Olympic Park precinct at any time so that as many people as possible – including those who have not bought tickets to events – can enjoy the 'Olympic experience'. The aim is to create more 'atmosphere' and bring the Games to the people, something that the Beijing Olympic organisers were criticised for not doing.
- London will be the official host city for the 2011 International SportAccord Convention. The prestigious event, taking place from 3rd – 8th April 2011, will see over 1,500 of the world's top sporting officials and business people from more than 60 countries come to the city. It is a unique chance for the UK to increase its market share in the US\$111 billion global sports business industry. London follows on from previous host cities including Beijing, which also hosted SportAccord in the year

before the 2008 summer Olympics. Other previous host cities include Dubai, Denver, Lausanne and Olympic cities Seoul and Athens.

Other Major Sports Projects

- After six years of sustained hard work and intense global scrutiny of their ability to deliver, South Africa's nine host cities have produced 10 World Cup stadiums – matching and exceeding international standards – which will soon be known to television viewers the world over. Gleaming, fully complete, along with perfectly manicured pitches and world-class technology, South Africa's 10 football "cathedrals" are testament to the country's ability to produce the goods, whatever the circumstances.
- The head of the IOC commission for the Rio 2016 Olympics, Nawal El Moutwakel, said she sees “rock solid” support from government for the 2016 Olympics. When asked about concerns, IOC Olympic Games Executive director Gilbert Felli said the visit had not produced new concerns. But he said that concerns raised a year ago by the IOC Evaluation Commission remain priorities to address in the preparation of the Games.
- France has been selected as the host nation of UEFA EURO 2016, the first UEFA European Football Championship final round to feature 24 teams. The French bid included 12 stadiums, of which seven will require major renovations and four will be new, in 11 cities: Bordeaux, Lens, Lille, Lyon, Marseille, Nancy, Nice, Paris (Stade de France and Parc des Princes), Saint-Etienne, Strasbourg and Toulouse.
- Rome has been picked as Italy's bidder for the 2020 Olympic Games after beating off a proposal from Venice, the Italian Olympic Committee (CONI) has announced. Officials in the Italian capital, which hosted the Games in 1960, are confident of bringing the Olympics to the ancient city because they believe it will be Europe's turn following the 2016 Olympics in Rio de Janeiro.
- The International Rugby Board has announced that Russia will stage the 2013 Rugby World Cup Sevens. IRB chairman Bernard Lapasset made the announcement at the organisation's annual Council meeting in London. Three years after the World Cup in Russia, Sevens will feature at the Olympic Games in Rio de Janeiro with the battle for the gold medal set to become the pinnacle of the shortened version of the game.

- Emerging black entrepreneur Mandla Sibeko (31) has scooped a multimillion rand FIFA deal to handle the entire look and feel of the 2010 FIFA World Cup. Sibeko, who grew up in rural Mpumalanga and owns 40% of Icon SA - a partnership with a UK-based company - declined to disclose the deal's monetary value, but confirmed to Bizcommunity.com that the contract will create 3,000 jobs nationwide from, among others, production and installations.
- 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.
- "Brand" police will patrol 2010 Soccer World Cup stadia to make sure the Fifa brand is not "hijacked", the world football body has said. No brand but the Fifa brand will be allowed in the commercial restriction zones in and around stadiums countrywide. Soccer fans will sip their cold drinks in "neutral, clear" glasses, will eat food served in "unbranded wraps" and will not read newspapers, since newspaper sales are not allowed inside stadiums.
- FIFA's secretary general Jerome Valcke has highlighted several areas of concern after receiving a report on the progress of the 12 stadia being constructed or upgraded by Brazil to host the 2014 World Cup tournament. Valcke told Associated Press: "The stadiums are the basic points we need to have a World Cup and in Brazil, for the time being, most of the deadlines are already over and we have to work on new deadlines." Brazil 2014 World Cup chairman Ricardo Teixeira has given the 12 host cities a month to make progress on plans to build or renovate stadia. Cities which do not accelerate preparations will lose their host status and be replaced by others.
- The President of the Turkish Parliament, Mr Mehmet Ali Sahin has announced that the country will launch a bid for the 2020 Summer Olympic Games. The President used the 73rd AIPS Congress as an opportunity to confirm the bid, describing it as part of a longer term strategy to encourage Turkey's youngsters to be inspired by sport.

Sponsor Activity

- Lloyds TSB has launched the 2010 National School Sport Week, in partnership with the Youth Sport Trust, and will provide over four million British schoolchildren with the opportunity to try an Olympic or Paralympic sport that they have never experienced before. At the launch, the financial services firm unveiled new research that indicates that excitement about the London 2012 Olympics amongst schoolchildren is growing rapidly. National School Sport Week will run from 28th June – 2nd July 2010 and is part of the London 2012 Get Set education programme.
- LOCOG has announced that Italian company Mondo has become a Tier Three supplier to London 2012. Mondo becomes the Official Supplier of Sports Flooring and Equipment. At Games time, Mondo will supply the track and warm-up track for the Olympic Stadium, and athletics equipment such as hurdles, high-jump bars and hammer cages. It will also provide surface and sprung flooring for as many as ten different Olympic and Paralympic sports, including Basketball, Table Tennis, Wheelchair Basketball and Goalball.
- Coca-Cola, Lloyds TSB and Samsung have been unveiled as the presenting partners for the London Olympic 2012 Torch Relay. The commercial partnerships will commence between May and July 2012 in the run-up to the Games. As presenting partners, the three brands will have the opportunity to nominate torch bearers to run with the Olympic Flame. All three brands are committed to launching prominent global advertising, marketing and public relations campaigns in support of their Olympic activity.
- ArcelorMittal, the largest steel company in the world, has been confirmed as the latest Tier Two sponsor of the London 2012 Olympics and Paralympics and the "Official Steel Supporter" of the Games. The deal follows confirmation that ArcelorMittal will fund most of the construction of a £19.1 million (\$29 million) 115 metre high visitor attraction in the Olympic Park in time for 2012, which will be designed by artist Anish Kapoor and structural engineer Cecil Balmond. As part of the deal, London 2012 will benefit from the sale of tickets to visit the viewing platform of the tower around the Games, as well as being able to provide hospitality in the attraction, named 'The Orbit' during Games-time.
- BT has announced its long term commitment to Paralympic sport in the UK, helping secure a lasting legacy for Paralympic athletes through the London 2012 Paralympic Games and beyond. BT will continue to support the British Paralympic Association

(BPA) after the London 2012 Paralympic Games, supporting ParalympicsGB athletes as they compete in Sochi in 2014 and Rio de Janeiro in 2016.

- TOP sponsor McDonalds has teamed up with LOCOG to lead the charge on delivering British farmed food to participants and spectators during the 2012 Games. In a huge boost to the farming industry, LOCOG has announced it will procure UK Red Tractor Assured food wherever seasonally possible. Meanwhile, McDonalds will seek British produce to provide one in five of all meals consumed during what has been described as the biggest peacetime catering operation in history.
- UPS has rebranded its entire 3,000-strong UK fleet with the London 2012 Olympic and Paralympic Games logo. The new livery is the first time in the company's 102-year history that a partner logo will appear alongside the UPS gold and brown shield on its vehicles and uniforms in the UK. The courier says it hopes the new design will remind customers, employees and the general public of UPS's role as official logistics and express delivery supporter of the 2012 Olympics
- LOCOG has announced that Eurostar has become a tier 3 sponsor of London 2012, the 30th domestic sponsor. The high-speed rail company has become Official International Rail Services Provider and will be providing London 2012 with arrival and departure services at St Pancras International for those competing and working at the Games who are travelling to London on its trains. It will also provide international rail services for London 2012's operational requirements. Outside of its sponsorship with LOCOG, Eurostar will naturally be carrying many spectators from main land Europe to and from the Games in 2012 itself.
- TOP Olympic sponsor Coca-Cola has become a Presenting Partner for the Singapore leg of the Journey of the Youth Olympic Flame (JYOF). Coca-Cola will work with the Singapore Youth Olympic Games Organising Committee (SYOGOC) to select torchbearers from Singapore's Voluntary Welfare Organisations. In addition, Coca-Cola will coordinate programmes to motivate torchbearers and spectators in the run up to the six day relay in Singapore.
- LOCOG has appointed Sainsbury's as its first Paralympic-only, Tier One Partner of the London 2012 Paralympic Games. Sainsbury's will utilise its network of over 850 stores to help promote the Paralympics and will make Paralympic Games and ParalympicsGB merchandise available across the UK. As part of its commitment, Sainsbury's will run a media campaign in 2012 to support the Paralympic Games and its employees will have the opportunity to be seconded to LOCOG.

Collateral Projects

- After missing out on the European Capital of Culture title to Liverpool in 2008, Birmingham has submitted its bid to become the first UK City of Culture. Liverpool's Capital of Culture year went on to boost the regional economy by a reported £800m, attracting millions of new visitors. Birmingham is hoping to emulate Liverpool's success by winning the title of UK City of Culture 2013, competing against Londonderry, Norwich and Sheffield.
- IOC President Jacques Rogge, has opened the first joint forum between the IOC and the United Nations (UN) at The Olympic Museum in Lausanne. The event, titled "The Importance of Partnership", brings together sporting officials and UN representatives in order to leverage the IOC's recently obtained UN observer status and strengthen cooperation in the field of development through sport. The Forum looked at the following areas:
 - What (else) sport can do to support the Millennium Development Goals
 - Targeting youth in development
 - Gender equality
 - Healthy lifestyle and promotion
 - Peace-building and humanitarian assistance and actions.
 - The way forward
- The first new images of the £1.5billion London Gateway port and logistics park have been revealed at the national freight transportation and logistics expo, Multimodal 2010. Over 500 people visited London Gateway's stand at Multimodal to view the new images. A futuristic animation, which is now available on London Gateway's website www.londongateway.com, demonstrates how businesses will be able to improve the efficiency of their supply chains and reduce their carbon footprints.
- The British Olympic Association (BOA) has launched an Athlete Career Programme to help sportsmen and women manage work and sport. Recruitment firm Adecco is working in partnership with the BOA on the programme, which will run alongside the Home Country Sports Institutes and the Dame Kelly Holmes Legacy Trust, providing athletes with the skills to find work to support them through their training.

Current Supplier Listings – CompeteFor Registrations

As at 1st June there are 4,448 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 56,120 (an increase of 1,336 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 May:

Publication Date	Title	Client
19/05/2010	Transport requirement for London Open House Event	ODA
19/05/2010	Catering requirement for London Open House Event	ODA

LOCOG tenders issued during May:

Publication Date	Title	Client
25/05/2010	Emergency Medical Services Equipment	LOCOG
19/05/2010	Accreditation Card Material Supply	LOCOG
17/05/2010	Lifts, hydraulic platforms and access platforms	LOCOG
17/05/2010	Provision of Construction Management Services for Temporary Venues and Overlay	LOCOG
05/05/2010	Building Projection Services	LOCOG

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

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
26/05/2010	Supplier of bollards	Bike Dock Solutions
26/05/2010	Olympic Basketball Arena - Carpentry Package C10287	VolkerFitzpatrick Ltd
24/05/2010	Athletes Village N09&N10 - letter boxes	John Sisk & Son Ltd
24/05/2010	Athletes Village N09&N10 - Mastic	John Sisk & Son Ltd
24/05/2010	Athletes Village N09&N10 - Signage package	John Sisk & Son Ltd
24/05/2010	Athletes Village N09&N10 - Soft Flooring package	John Sisk & Son Ltd
24/05/2010	Athletes Village N09&N10 - Tiling package	John Sisk & Son Ltd
21/05/2010	Provision and support of an externally hosted web casting solution	London Borough of Haringey
21/05/2010	LDA_An Assessment of London's ICT Infrastructure	London Development Agency
21/05/2010	supply of cardiovascular workout gym equipment for the university of Bath	University of Bath
19/05/2010	Crossrail X2219 Train Accident Risk Model	Crossrail Ltd
17/05/2010	Reinforced Concrete Works	Costain Skanska Joint Venture
17/05/2010	THE SUPPLY OF DOG KENNELLING SERVICES DURING THE OLYMPIC AND PARALYMPIC GAMES – LONDON 2012	Metropolitan Police Service

14/05/2010	Suspended Ceilings	Carillion Plc
14/05/2010	Household WEEE Collection Services Under Reulation 39 Contracts x 24 UK Regions	Weeeco (Incorporating Northern Compliance Ltd, WEEE Light Ltd, WEEE Suitcase Ltd)
13/05/2010	Queens Park Low Carbon Zone Home Energy Advice	Westminster City Council
12/05/2010	Olympic commemorative gift tender	British Olympic Association
11/05/2010	Boat Mounted Hydro-graphic Survey - Pudding Mill Lane	Costain Skanska Joint Venture
10/05/2010	Core Procurement Training Agreement	London Borough of Tower Hamlets
07/05/2010	New Bond Street Station upgrade - General Builders Work Partnership	Balfour Beatty Civil Engineering Ltd
07/05/2010	For the provision of muck away & recycled aggregates for Cross Rail project, Bond Street, WC1	McNicholas Construction Services Ltd
07/05/2010	Tarmac Surfacing - ODA South Park	Skanska Construction UK Ltd. T/A Skanska Infrastructure Services
05/05/2010	Environmental Consultancy	Centre for economics and business research Ltd
05/05/2010	Catering - Pudding Mill Lane	Costain Skanska Joint Venture
05/05/2010	Office Cleaning - Pudding Mill Lane	Costain Skanska Joint Venture
05/05/2010	Security - Pudding Mill Lane	Costain Skanska Joint Venture

05/05/2010	Site Photography - Pudding Mill Lane	Costain Skanska Joint Venture
05/05/2010	UXO - Pudding Mill Lane	Costain Skanska Joint Venture
05/05/2010	Painting and Decorating	ISG InteriorExterior PLC
05/05/2010	Soft Floor Finishes	ISG InteriorExterior PLC
05/05/2010	Operated Plant	Skanska Civil Engineering

Contracts awarded during May:

Title	Client	Award Announced	Winner
Skip and tanker drivers	Veolia Environmental Services	30/05/2010	MPL Transport
360 Excavator hire	Veolia Environmental Services	30/05/2010	John Hanlon & Company Ltd
Operated Plant	Skanska Civil Engineering	30/05/2010	L.Lynch Plant Hire
Three Mills Green Landscape Architect led consultancy services	Lee Valley Regional Park Authority	30/05/2010	Churchman Landscape Architects
Steelwork - Pedestrian Bridge E13	Skanska Civil Engineering	30/05/2010	Adey Steel Ltd
Demolition for U01	Skanska Civil Engineering	30/05/2010	George Killoughery Ltd

Supply of drainage materials	Frosts Landscape Construction Ltd	30/05/2010	Burdens Ltd
Supply of herbaceous and marginal plants	Frosts Landscape Construction Ltd	30/05/2010	Robin Tacchi Plants / Tamar Nurseries
Supply of containerised ornamental and native plants	Frosts Landscape Construction Ltd	30/05/2010	Robin Tacchi Plants / Tamar Nurseries
Irrigation System Installation	Frosts Landscape Construction Ltd	30/05/2010	Ocmis Ltd
Topsoil and subsoil Supplier	Frosts Landscape Construction Ltd	30/05/2010	Freeland Horticulture Limited
Wildflower Plugs	Frosts Landscape Construction Ltd	30/05/2010	British Flora
Expansion joints to bridge decks	Morrison Construction Ltd	30/05/2010	Universal Sealants Ltd
Diversion of electrical and communication cables	Morrison Construction	30/05/2010	Electrical Power Specialists Ltd / NBC (Watford) Ltd
Asphalt works	Morrison Construction	30/05/2010	Spadeoak Construction Co. Ltd

Security guards for remote site security	Morrison Construction Ltd	30/05/2010	Express Security Solutions Ltd
Digital Telecommunications Network for CCTV and Other Traffic Operations Applications	Transport for London	30/05/2010	Easynet Limited
Cleaner	Veolia ES	30/05/2010	Mayday Cleaners
Meta-evaluation of the impacts and legacy of the London 2012 Olympic and Paralympic Games	Department for Culture Media and Sport	26/05/2010	Grant Thornton LLP
Insulation (Sub-Contractor)	Skanska Rashleigh Weatherfoil Ltd	26/05/2010	Broughton Thermal Insulation Ltd (Awarded IBC Office & IPS Studios) / Excel (Portam) Ltd (Awarded MPC Offices)
Smoke Ventilation (Sub-Contractor)	Skanska Rashleigh Weatherfoil Ltd	26/05/2010	Air Design Systems Ltd
Athletes Village N09&N10 - Lourves	John Sisk & Son Ltd	24/05/2010	Levolux Ltd
Minor Building Works	LOCOG	24/05/2010	Overbury Plc, Modus Group Ltd, Ellmer Construction
Licensee Opportunity : Drinks bottles, lunchware, melamine tableware and picnic sets	LOCOG	21/05/2010	Spearmark International Ltd
Licensee Opportunity : Luggage, bags, travel and accessories	LOCOG	21/05/2010	Highlander (Scotland) Ltd, Grant Barnett & Co Ltd, Branded Leisure
Nightwear, Underwear, Infant wear and Socks : Licensee	LOCOG	21/05/2010	Roy Lowe & Sons Ltd / TDP Textiles Ltd / Cohen and Wilks International

Opportunity			Ltd / Aykroyd and Sons
Publishing : Books Licensee Opportunity	LOCOG	21/05/2010	John Wiley and Sons / Carlton Books Limited / Time Out Group Ltd
London 2012 mascots - Design, launch and 360 marketing and communications plan	LOCOG	21/05/2010	iris Worldwide
Lifts, hydraulic platforms and access platforms	LOCOG	20/05/2010	
10027 - Olympic Park Highways Manager - Lifeline Road - Anti Skid	VolkerHighways	20/05/2010	Volker Highways
10027 - Olympic Park Highways Manager - Lifeline Road - Formwork/Reabr/Concrete Placing	VolkerHighway	20/05/2010	Lorclon
10027 - Olympic Park Highways Manager - Lifeline Road - Groundworks	VolkerHighway	20/05/2010	Lorclon
10027 - Olympic Park Highways Manager - Lifeline Road - Structural Joint Sealing	VolkerHighways	20/05/2010	Lorclon
10027 - Olympic Park Highways Manager - Lifeline Road - Traffic Management	VolkerHighways	20/05/2010	Volker Highways
Volume Control Dampers	ASM Engineering Ltd	20/05/2010	Advanced Air, Action Air, BSB Engineering
10027 - Super Highways - Olympic Park - Fence Maintenance Contractor - Tree Work	VolkerHighways	20/05/2010	Volker Highways

10027 - Super Highways - Olympic Park - Fence Maintenance Contractor - Arboriculturist	VolkerHighways	20/05/2010	Volker Highways
10027 - Olympic Park Highways Manager - Lifeline Road - Asphalt Surfacing	VolkerHighways	19/05/2010	Marlborough Surfacing Ltd
10027 - Olympic Park Highways Manager - Lifeline Road - Road Signs	VolkerHighways	19/05/2010	Volker Highways
10027 - Olympic Park Highways Manager - Lifeline Road - Roadmarkings & Studs	VolkerHighways	19/05/2010	Volker Highways
10027 - Olympic Park Highways Manager - Lifeline Road - Street Lighting	VolkerHighways	19/05/2010	Volker Highways
Temporary Venues Health & Safety File Collator	ODA	14/05/2010	Riddell Project Management
Fire Dampers	ASM Engineering Ltd	10/05/2010	BSB Engineering, Advanced Air, Action Air
Commissioning and Water Treatment	Balfour Beatty Group Limited	08/05/2010	Smoothflow
Water Treatment Management	Balfour Beatty Group Limited	08/05/2010	Core Group
Direct Expansion Cooling Systems	Balfour Beatty Group Limited	08/05/2010	Denco
Underfloor Heating	Balfour Beatty Group Limited	08/05/2010	JHL
Aquatic Centre - Facade heating (Mechanical plant item)	Balfour Beatty Group	07/05/2010	Seele

Aquatics Centre - Modular Wiring	Balfour Beatty Group Ltd	07/05/2010	Balfour Beatty Modular
Aquatics Centre - Waterside Package	Balfour Beatty Group Ltd	07/05/2010	Pipetech
Aquatics Centre - Generator Required	Balfour Beatty Group Ltd	07/05/2010	Bells Controls
Aquatics Centre - Lighting Control	Balfour Beatty Group Ltd	07/05/2010	Simmtronic
Aquatics Centre - AV Installation	Balfour Beatty Group Ltd	07/05/2010	Marcoe Electrical
Aquatics Centre - IT structured Cabling	Balfour Beatty Group Ltd	07/05/2010	Dimension Data

Forecast Requirements - ODA

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

Forecast Requirements – LOCOG

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 forecast
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 May:

30/05/2010	Surface Transport Operations Manager
20/05/2010	Livelihood System Manager

LOCOG recruitment advertising during May:

30/05/2010	Director of Transport
30/05/2010	National Olympic Committee / National Paralympic Committee Regional Coordinators
30/05/2010	Catering, Cleaning & Waste Manager
30/05/2010	Education Content Coordinator

30/05/2010	Lead Village Logistics Manager
24/05/2010	Transport System Manager
21/05/2010	Deputy Manager, Venue Press Operations
20/05/2010	Overlay Contracts Manager
20/05/2010	New Media Project Manager
20/05/2010	Publications Executive
20/05/2010	Deputy Manager, Photo Operations
14/05/2010	Assistant New Media Producer, london2012.com
14/05/2010	Games Operations Lawyer
11/05/2010	Volunteer Recruitment Coordinator
11/05/2010	Customer Relationship Management (CRM) Manager
11/05/2010	Procurement Analyst – Catering, Cleaning & Waste
10/05/2010	Ticketing Venue Operations Executive
08/05/2010	Look Venue Managers
08/05/2010	Sport Entries European Coordinator
08/05/2010	Retail Manager
05/05/2010	Venues Group Security Manager
05/05/2010	Personnel Security Manager
05/05/2010	Water Polo Manager
05/05/2010	Lead Venue Security Planner
05/05/2010	Security Risk Assessor
05/05/2010	Rights Management Coordinator

05/05/2010	Shooting Services Manager
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Conclusions:

It is great to see the recognition by LOCOG of the role of Much Wenlock in the development of the modern Olympics. The naming of the mascot is really welcome, made even more so by the awarding of the production contract to a firm from nearby Telford.

May has seen another diverse set of tender opportunities, ranging from emergency medical services equipment, through to painting and decorating at the Olympic Velodrome. A number of sponsorship and licensing agreements have also been announced by LOCOG during the month.

Don't miss out on the forthcoming series of 2012 Business Opportunity workshops – the next events will be held on 10th, 16th and 29th June (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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