

# London 2012 Games sector briefing

## general briefing

July 2010

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# Advantage West Midlands

## London 2012 Games

### General Business Briefing - July 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

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## 2012 Business Update

### Forthcoming Events and Announcements

- The next free Business Link 2012 Business Opportunity workshop will be held on the 16<sup>th</sup> July. 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:
  - 16<sup>th</sup> July – Worcestershire – Contact Lisa Sanders at [lisaS@hwchamber.co.uk](mailto:lisaS@hwchamber.co.uk) (Tel 0845 641 1641)
- Business Link are also hosting a 2012 Procurement workshop on 14<sup>th</sup> July. Delivered by BiP Solutions, these workshops demonstrate the processes involved in tendering for public-sector contracts. For further details contact [www.procurementworkshops.co.uk](http://www.procurementworkshops.co.uk) (Tel 0845 270 7095).
- The world-famous Wenlock Olympian Games are held in July each year, attracting athletes from across the UK and beyond. The 124th Games will take place from the 9th to the 12th July 2010 at the Much Wenlock Sports Centre, the Linden Fields and other sites around the town. For further details about this year's Games [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](mailto:philip.gray@commercialdoctor.com)

### West Midlands News

- The [West Midlands Disability Swimming Squad](#) is looking for sponsorship. The squad enables young disabled swimmers in the West Midlands to train together on a regular basis and to compete at regional, national and international levels. Three squad members won medals in the 2008 Beijing Paralympics and the aim is that four members will qualify for London in 2012. The organisers want to provide more

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training and competition opportunities for the younger members to enable them achieve their full potential in the pool and in life. For further information regarding sponsorship opportunities please contact Dr Kevin O'Connor at [kevinoc@hotmail.co.uk](mailto:kevinoc@hotmail.co.uk) Tel: 07890 552 082.

- Astheimer Ltd, based in Claverdon, Warwickshire, has designed a new range of track and field sports products for children aged between 7-11. The products have already been presented to the IOC in Lausanne and received a favourable response. The company is also looking to bid for the design of the 2012 Olympic torch – Carsten Astheimer, the firm's owner, was the designer of the torch for the 2006 Turin Winter Olympics. For further information please contact Carsten Astheimer at [carsten@astheimerltd.com](mailto:carsten@astheimerltd.com) Tel: 07799 263 138
- SitNSee Ltd, based in Pershore, Worcestershire, has launched the SITNSEE Rucksack Booster Seat, designed for children to use for stadium or tiered seating arenas and on a general daily basis. As well as functioning as a rucksack for carrying drinks bottles, phones and programmes, the booster seat feature enables smaller children to actually see what is going on whilst sitting in tiered stadiums or arenas. For further information regarding SitNSee, please contact James Cox at [james.cox64@virgin.net](mailto:james.cox64@virgin.net) Tel: 07980 288 024.
- Coventry's Ricoh Arena has been named as a football venue for the London 2012 Olympics. The venue will be re-named the City of Coventry Stadium for the Olympics and will be stripped of all other branding during the Games. The 32,500-seat stadium beat competition from other Midlands venues to replace Birmingham's Villa Park as a 2012 venue. The ground will now host the qualifiers for the Olympic football competition.
- THE University of Warwick will play a role in the 2012 Olympic Games when the Ricoh Arena plays hosts to football matches. The University of Warwick will reportedly be providing training and residential facilities for Olympic football teams. Football squads from all over the world will practice on pitches at the Gibbet Hill campus and the players will also use one of the University's award-winning conference centres.
- Three West Midland manufacturers have already started their World Cup celebrations after winning contracts off the back of the tournament. A new draught beer system by Lichfield-based Lorien Engineering Solutions, and an England megaphone by CH Byron, have both been made by firms in the region for the festival

of football, while a consignment of diggers from Staffordshire's JCB have also been shipped to South Africa to help with preparations.

- British sporting legends Roger Black and Sharron Davies have officially launched this year's EDF Birmingham Half Marathon. Planned for October 24, the 13.1-mile run is a big date in the city calendar and helps raise funds for a number of local charities. Anyone interested in running in the 2010 event can sign-up via the official website [www.birminghamhalfmarathon.com](http://www.birminghamhalfmarathon.com).

## London 2012 News

- LOCOG has updated its procurement schedule, covering the period June-December 2010. The schedule is set out in the 'Forecast Requirements' section below.
- LOCOG has appointed four world-leading British directors and producers to form a team which will oversee the London 2012 Opening and Closing Ceremonies. The team comprises Stephen Daldry, Mark Fisher, Hamish Hamilton and Catherine Ugwu. Danny Boyle, Oscar-winning British film-maker and producer, will be the artistic Director for the 2012 Olympic Opening Ceremony. LOCOG has joined forces with FiveCurrents and Unspun in association with Arcadis via their consortium entitled Flow Productions Limited, to create a standalone production company called London 2012 Ceremonies Ltd. This company will produce the Opening and Closing Ceremonies of the Olympic and Paralympic Games
- Young people across England are being given the chance take part in a new Olympic and Paralympic style competition to boost competitive sport in schools, helping more people to benefit from London 2012. Sport England is distributing £10 million of Lottery funding to create a new sports league for primary and secondary schools, resulting in a national final in the run up to London 2012. The competition is part of government plans to ensure the 2012 Games leave a lasting sporting legacy and to maximise the sporting opportunities available to everyone.
- Nearly a third of overseas students in London say the 2012 Games played a part in their decision to study in the city, according to new research. The survey, conducted by Study London in May 2010, indicates that the Games are helping to raise the profile of London's higher education sector and the trend could be expected to continue in the next two years. London currently accommodates around 100,000 overseas students from more than 200 countries, contributing approximately £1.5 billion annually to the UK's economy.

- The number of schools and colleges registered with Get Set, the official London 2012 education programme, has risen by 1000 since it was announced that schools and colleges will be the first to decide 2012 mascots Wenlock and Mandeville's journeys around the UK through a competition. There are now over 13,000 schools and colleges registered with Get Set from across the UK.
- New homes and community facilities are taking shape in the London 2012 Athletes' Village, two years since construction work began. The Village, which lies adjacent to the Olympic Park, will accommodate athletes and officials during the Olympic and Paralympic Games. After the Games the Village will deliver the legacy of 2,818 new homes for east London, of which 1,379 will be affordable, owned and managed by Triathlon Homes. The new homes will be built across 11 residential plots and will be joined by new parks and open spaces.
- Employers looking to take advantage of London 2012 business opportunities have been urged to act now rather than wait until the last minute. Bruce Dewar, chief executive of '2010 Legacies Now', the organisation tasked with creating a lasting legacy from the recent Winter Olympics in Vancouver, urged employers to do their planning and recruiting now. "Three out of 10 businesses (in Vancouver) did not reach the full complement of staff required, and this led to huge amounts of overtime," he said.
- Great Britain Basketball, the sport's UK governing body, has reportedly opted out of bidding for the temporary arena which will house the 2012 Olympic basketball tournament, with the 'flat-pack' 12,000-capacity stadium potentially being sold to Brazil for use in the Rio 2016 Games. The organisation has instead submitted a tender to the Olympic Legacy Company for Arena 3, a permanent venue in Olympic Park which will be hosting the handball tournament in 2012.
- London's New West End Company (NWECC), which represents 600 retailers, has launched a campaign to persuade the Government to relax visa restrictions for Chinese visitors, in an effort to boost spending in central London's shops ahead of the 2012 Olympics. It is estimated that lifting visa restrictions for Chinese shoppers alone could increase spending by £165m over the first two years, because while 110,000 Chinese come to Britain each year, more than two million visit the rest of Europe. Other key markets with visa restrictions include the United Arab Emirates, Russia and India.

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## Other Major Sports Projects

- A contract to design and produce pin badges for the Glasgow 2014 Organising Committee has been awarded to Ross Promotional Products Ltd, Glasgow. Ross Promotional Products will be producing the “Four Years to Go” limited edition pin badge, a new Glasgow 2014 pin badge as well as a limited edition “Delhi 2010” Handover pin badge, to mark Glasgow becoming the next Commonwealth Games Host City in October.
- The Brazil 2014 World Cup could inject around 142 billion Reals during the next four years, according to a report by Ernst & Young in partnership with Fundação Getulio Vargas. In addition to the 22.46 billion Reals being invested in infrastructure and organisation, the study estimates that the 2014 World Cup will generate an additional 112.79 billion Reals, spread throughout the many industry sectors which will be impacted by the project.
- A significant number of German companies were involved in the building and engineering of the 2010 FIFA World Cup stadiums, according to Southern African German Chamber of Commerce and Industry CEO Matthias Boddenberg. Engineering and special equipment material for the stadiums was sourced to a large extent from Germany. The total investment in the 2010 FIFA World Cup infrastructure projects amounted to about R35-billion, he added.
- The IOC has held its Vancouver 2010 debrief conference in the Russian city of Sochi – the future host of the 2014 Olympic Winter Games. The debrief, which is in its sixth edition, brought together a large number of Olympic stakeholders in order to share their experiences and the lessons learnt from the 2010 Olympic Winter Games in Vancouver. The IOC debrief is part of a broader transfer-of-knowledge programme initiated by the IOC at the time of the Sydney Games and which is today called Olympic Games Knowledge Management (OGKM).
- Sochi 2014 has continued its steady stream of construction progress with the announcement that the first scheduled service tunnel of the Combined road “Adler – “Alpika-service” is now complete. The road will connect the Adler coastal resort and the Alpika-service mountain resort in Sochi. Work is currently still underway on a number of other service tunnels for the combined highway. In the upcoming months the fifth service tunnel is also due to be completed.

## Sponsor Activity

- The IOC says it is committed to its zero-tolerance policy on ambush marketing ahead of the London 2012 Games. FIFA has also taken a hardline approach to ambush marketing stunts during the current World cup, enforcing the prosecution of organisers. Responding to criticism of the heavy-handed approach, the IOC said they believe the protection of sponsors is vital and that they have a team of lawyers prosecuting organisations for any minor breaches.
- The Office of Fair Trading is reviewing restrictions put in place for the London 2012 Olympics which require fans buying tickets by card for the Games to only use Visa payments systems. The restricted payment process is part of the top-tier sponsorship deal struck between Visa and the IOC. Visa credit and debit cards will also be the only ones accepted at shops or cash machines at Olympic venues. Visa has been the official card for Olympic events since the Seoul Games in 1988.
- LOCOG has appointed Ulster Weavers Home Fashions Ltd to produce official London 2012 kitchen textiles. Ulster Weavers' first London 2012 products will be in the shops from the end of 2010 and will include official London 2012 tea towels, aprons, oven gloves, tea cosies and textile bags. In 2011, this will be followed by official Team GB and ParalympicsGB supporter products across these categories.
- Lloyds TSB, the official banking and insurance partner to the London 2012 Games, has launched a [business website](#) covering their Olympics activities. As part of their sponsorship activation, Lloyds TSB is making available £1 billion to lend to firms in order to fund existing London 2012 Olympic and Paralympic Games projects, as well as the many smaller contracts still to be awarded
- BMW has extended its relationship with the Olympic Movement by reaching an agreement to sponsor the United States Olympic Committee (USOC) in a deal worth \$24 million (£16 million). The German company is already a Tier One sponsor of the London 2012 Olympics and Paralympics and the major supporter of Munich's bid to host the 2018 Winter Olympics and Paralympics. It will now replace General Motors as the automobile sponsor of the USOC.
- The British Amateur Boxing Association (BABA) is overhauling its commercial practices in a bid to capitalise on the London 2012 Olympic Games. BABA currently has a kit provider in Adidas but no commercial partners. Brand Republic reports that the overhaul will see the introduction of five sponsor categories which will allow brands to tap into the sport. The categories are: Team GB boxing title sponsor, women's team partner, community sport partner, travel partner and power partner.

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## Collateral Projects

- The forthcoming City Events conference has been launched at the Maison du Sport International in Lausanne. The event is scheduled for November 17 to 18 at Square - Brussels Meeting Center in Brussels, Belgium. City Events is the first international conference that brings together cities interested in hosting international sporting events and sports events owners looking for ambitious hosts for their events. For more information [Click Here](#).
- The Qatari investment drive into London property is reportedly poised to focus on an unexpected area in the next few years: the 2012 Olympic Games and its real estate legacy. The Financial Times reports that the oil-rich emirate is looking at taking part in the development behind the London games and its aftermath. The move would mark a change in a strategy that has so far focused mainly on prestigious landmark buildings in the West End and City of London.
- Free swimming for children and pensioners is to be scrapped as part of cost-saving measures. The scheme for the under-16s and over-60s was launched by the Labour government two years ago amid much fanfare as a London 2012 Olympic legacy initiative. But the Sports and Olympics minister, Hugh Robertson, said that the scheme was "a luxury" that could no longer be afforded and has been axed as part of £73m savings made by the Department for Culture, Media and Sport.
- THE final jigsaw piece in post war city planners' ambitions to link London's green belt with the Thames will be realised in time for the 2012 Olympics, nearly 70 years after its initial inception. The London Thames Gateway Development Corporation has given the green light to build the backbone for a new urban park in east London, linking the Olympic Park at Stratford with the Thames at the East India Dock Basin. The development, affectionately dubbed the Fatwalk, will create a wide, green path running alongside the River Lea in the East End, linking up with the Lea Valley Regional Park which stretches all the way to Hertfordshire.
- The London Development Agency (LDA) is looking for development partners for a site in the Albert Basin in east London's Royal Docks. The Gallions Quarter will be a vibrant mixed-use scheme, with over 600 new homes built to high environmental standards in a neighbourhood next to Gallions Reach DLR station. The move demonstrates the LDA's confidence in the residential market in London. The LDA wants to capitalise on the transformation of east London, sparked by the London 2012 Olympic and Paralympic Games.

- Prince William is to spearhead an ambitious £7 million project to protect and create 2,012 playing fields in time to mark the Queen's diamond jubilee in two years time. The charity Fields in Trust - formerly known as the National Playing Fields Association - have already earmarked 550 sites across the UK to become Queen Elizabeth 11 Fields and want local authorities to nominate a further 1,462 new plots. Members of the public will have the opportunity next year to vote for their favourite field at [www.qe2fields.com](http://www.qe2fields.com)

## Current Supplier Listings – CompeteFor Registrations

As at 1<sup>st</sup> July there are 4,580 West Midlands companies and other organisations (an increase of 132 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 57,798 (an increase of 1,678 since our last report).

For further information, please visit the Help section on the CompeteFor website [www.competefor.com](http://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 June:

Publication Date	Title	Client
29/06/2010	ODA - Project Manager, Sustainability Learning Legacy	ODA
29/06/2010	Vehicle Barrier Maintenance	ODA
11/06/2010	ODA Spectator Powered Lighting	ODA
01/06/2010	Arts and Culture - Inside Out Programme - Phase II	ODA

**LOCOG tenders issued during June:**

<b>Publication Date</b>	<b>Title</b>	<b>Client</b>
15/06/2010	Veterinary Services	LOCOG
11/06/2010	Football / Hockey Goalposts and other field-of-play equipment / furniture	LOCOG
03/06/2010	Cycling and other wheeled products: Licensing opportunity	LOCOG
01/06/2010	Medical Furniture	LOCOG

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

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.

<b>Publication Date</b>	<b>Title</b>	<b>Client</b>
30/06/2010	Call for Design Surgeons for London Design Surgeries Ref: UDL/LDS	Urban Design London c/o London Development Agency
24/06/2010	Global London Project Evaluation Tender	GLE
22/06/2010	Partnership Opportunity - New Security Fence & Gates for the London 2012 Olympics - Athletes village )	Littlewood Fencing Ltd
22/06/2010	Transport Coordination Centre (TCC)	Transport for London
21/06/2010	Crossrail Tunnelling Academy - External Windows and Doors	Sir Robert McAlpine Ltd
18/06/2010	New Security Fence & Gates - Athletes Village -	Athletes Village - Bovis

	London 2012 Olympics	Lend Lease
18/06/2010	Road Marking	Skanska Civil Engineering
18/06/2010	Olympic Basketball Arena - Mastic Sealing Works Package C10287	VolkerFitzpatrick Ltd
18/06/2010	Olympic Basketball Arena - Soft Flooring Package C10287	VolkerFitzpatrick Ltd
18/06/2010	Olympic Basketball Arena - Painting and Decorating Package C10287	VolkerFitzpatrick Ltd
16/06/2010	Roofing & Cladding Sub-Contractors - Crossrail Tunnelling Academy, Ilford	VolkerFitzpatrick
16/06/2010	Structural Steelwork Sub-Contractors - Crossrail Tunnelling Academy, Ilford	VolkerFitzpatrick
16/06/2010	Vibro Stone Columns Sub-Contractors - Crossrail Tunnelling Academy, Ilford	VolkerFitzpatrick
15/06/2010	Supplier of Arm Barriers	Bike Dock Solutions
15/06/2010	Freelance PowerPoint/Graphics Ops for Live Events	Visual Response Ltd
14/06/2010	Litter Bins	Bike Dock Solutions
14/06/2010	Bins and Boxes	Bike Dock Solutions
14/06/2010	Collision Protection Barriers	Bike Dock Solutions
14/06/2010	Door supplier	J. A. Stott Carpentry Ltd
10/06/2010	Hotel, restaurant and retail trade services	Dorset Police
10/06/2010	Facilities Management - Cleaning and Support Training	Seetec
09/06/2010	Crossrail C350 Main Civil Works at Pudding Mill Lane Portal	Crossrail Ltd

09/06/2010	Supply of engineering materials to Cross Rail project (Bond Street)	McNicholas Construction Services Ltd
04/06/2010	Civil works at Pudding Mill Lane Portal	Crossrail Ltd
04/06/2010	Steel Parapets & Handrailing - Land Bridge L01	Skanska Civil Engineering
04/06/2010	Ruckholt Road - Surfacing	Skanska Civil Engineering
04/06/2010	Ruckholt Road - Signage	Skanska Civil Engineering
03/06/2010	Sheetpile Installation Contractor	BAM Nuttall Ltd
02/06/2010	Crossrail Tunnelling Academy, Ilford	VolkerFitzpatrick
01/06/2010	LDA - Gallions Quarter, Albert Basin	London Development Agency

### Contracts awarded during June:

Title	Client	Award Announced	Winner
Reinforced Concrete Outfalls	Skanska Construction UK Ltd. T/A Skanska Infrastructure Services	30/06/2010	MVM Contractors Ltd
Disabled Adaptations sub-contractors	Asphaltic Limited	30/06/2010	Field White Services
Pre Cast Furniture	Skanska UIS	30/06/2010	Cornish Concrete Products Ltd
Bridge Works	Morrison Construction	30/06/2010	P&R Steel Fabrications Ltd

Steel Fabrication	Morrison Construction	30/06/2010	P&R Steel Fabrications Ltd
Security Systems	Morrison Construction	30/06/2010	Galliford Try Ltd
Borehole M & E	Morrison Construction	30/06/2010	G.Stow PLC
Electrical Installations	Morrison Construction	30/06/2010	SPEC Ltd
P/A system supply and install	Morrison Construction	30/06/2010	Galliford Try Ltd
Foul Water Pumping Package	Morrison Construction	30/06/2010	Morrison Construction
Rainwater Harvesting System	Morrison Construction	30/06/2010	Morrison Construction
Water treatment and filtration	Morrison Construction	30/06/2010	BiWater Ltd
PVC Waterproof Lining Works	Morrison Construction	30/06/2010	Landline Ltd
FRC Works	Morrison Construction	30/06/2010	Modebest Builders Ltd
Design, Supply and install floating pontoons	Morrison Construction	30/06/2010	Pontoon & Dock Company Ltd
Venues required for corporate events - Gloucestershire, Herefordshire, Worcestershire & Warwickshire	ThirtyFifty Ltd	30/06/2010	Horts Bristol
Arcola Theatre - Feasibility Study - Project Manager	Arcola Theatre Production Company	25/06/2010	Mouchel Project Management

Mayor's Great Spaces initiative - Project Manager	Design for London	24/06/2010	General Public Agency
WP412 Insulation -external walls	Balfour Beatty	22/06/2010	Pyramid Builders
Web-based Video Management System	LOCOG	22/06/2010	Twofour Group Ltd
Supplier & Designer of Gold, Silver, Bronze Medals	AEG Europe / The O2	19/06/2010	Thomas Lyte
Floral & Plant Supplier Required	AEG Europe / The O2	19/06/2010	EFG
Hydro & Grass Seeding	BAM Nuttall Ltd	16/06/2010	Frost Landscapes
LOT 2 - H4a Insitu Concrete Barrier Construction	BAM Nuttall Ltd	16/06/2010	Form-Fab
Corporate electronic leisure management system	Lee Valley Regional Park Authority	16/06/2010	Clarity Commerce Solutions
Wetlands - Timber Decking	BAM Nuttall Ltd	16/06/2010	Hoppings Softwood Products Plc
2012 London Cultural Skills Fund	Arts Council England	14/06/2010	Various
2012 London Cultural Skills Fund (Round 2)	Arts Council England	14/06/2010	Various
Athletes Village N09&N10 - Access Hatches	John Sisk & Son Ltd	09/06/2010	Specialist Roofing Services
WP466 Metalwork in basement	Balfour Beatty	09/06/2010	McGrath
PPE / Safety Equipment - Hi-Viz jackets (yellow) x 50	Zone Contractors Limited	07/06/2010	Hi Viz Clothing & Construction Supplies
PPE / Safety Equipment - safety	Zone	07/06/2010	Hi Viz Clothing &

glasses x 100	Contractors		Construction Supplies
PPE / Safety Equipment - Rail Hi-Viz jackets - "Link Up" approved x 50	Zone Contractors	07/06/2010	Bodyguard Workwear

### 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	
Jun 2010	No new opportunities to be published
Jul -Sep 2010	Event Production : Evening celebrations in 2012
	Event Production : Volunteer orientation
Oct -Dec 2010	To be advised
Facilities Management & Catering	
Jun 2010	No new opportunities to be published
Jul -Sep 2010	Alcoholic beverages

	Look, signage and accessories elements
Oct -Dec 2010	To be advised
<b>Security</b>	
Jun -Sep 2010	Currently no new opportunities to be published
Oct -Dec 2010	Security fencing
	Electronic security
<b>Services</b>	
Jun 2010	Recruitment and training venues -fit out
Jul -Sep 2010	Interpreters & sign language
Oct -Dec 2010	To be advised
<b>Sports</b>	
Jun 2010	Triathlon equipment
	Swimming pool equipment
	Buoys
	Tennis equipment
	Medical Equipment
Jul -Sep 2010	Hockey Equipment
	Anemometers
	On water safety
	Football Equipment
	Aquatics Equipment

	Goal posts Equipment
	Shooting Equipment
	Fencing Equipment
	Horses
	Beach volleyball
	Sailing Equipment
	GPS
	Flags
	Goal ball Equipment
	Water polo Equipment
	Hockey Equipment
	Weighing Scales
	Handball Equipment
	Equestrian Equipment
	Cycling Equipment
	Triathlon Equipment
	Canoe Equipment
	Rowing Equipment
Oct-Dec 2010	Boccia equipment
	Consumables
	Alcohol test units

	Scoreboards / charts
	Chairs / tables
<b>Technology</b>	
Jun 2010	Accreditation Paper
Jul -Sep 2010	IT Reseller Agreement
	Command & Control –incident management Application
	Work Order Management Application across Venues
	Customer Relationship Management System
Oct -Dec 2010	To be advised
<b>Transport &amp; Logistics</b>	
Jun 2010	Freight Barge Operations
	Golf Carts & Mobility Vehicles
Jul -Sep 2010	Material Handling Equipment
Oct -Dec 2010	Vehicle Livery & Graphics
<b>Venues &amp; Infrastructure</b>	
Jun 2010	No new opportunities to be published
Jul -Sep 2010	No new opportunities to be published
Oct -Dec 2010	Alteration to existing buildings and CAT B fit out
	Scaffold & Superstructure systems
	Site works and infrastructure
	Temporary event fit out

## Recruitment

### ODA recruitment advertising during June:

24/06/2010	Security Operations and Plans Manager
24/06/2010	CAD Operator (x 2)
24/06/2010	GIS Analyst
19/06/2010	Venue Transport Operations Manager (Senior)
19/06/2010	Venue Transport Operations Manager
11/06/2010	Finance Analyst
04/06/2010	Stakeholder Relations Executive
01/06/2010	Document Controller

### LOCOG recruitment advertising during June:

30/06/2010	Security Programme Coordinator
30/06/2010	Internal Auditor
30/06/2010	Integrated Security Technology Manager
30/06/2010	Licensing Executive - Publishing
30/06/2010	Procurement Manager - Catering, Cleaning and Waste
24/06/2010	Olympic and Paralympic News Service, Operations Manager
24/06/2010	Deputy Manager, Main Press Centre (Night Manager)
23/06/2010	Marketing Manager (Licensing and Retail)
23/06/2010	Wrestling Services Manager
22/06/2010	Applications Analyst

21/06/2010	Technology Test Manager
19/06/2010	Asset and Disposition Manager
19/06/2010	Track Cycling Manager – Olympic and Paralympic Games
19/06/2010	Campaign Marketing Executive
19/06/2019	Spectrum Delivery Manager
19/06/2010	Broadcast Coordinator
16/06/2010	Event Services Staffing Cluster Manager
14/06/2010	Basketball Services Manager
14/06/2010	Modern Pentathlon Services Manager
11/06/2010	Hockey and Wheelchair Rugby Services Manager
09/06/2010	NOC and NPC Volunteer Programme Manager
09/06/2010	Fleet Operations Manager
09/06/2010	Account Manager, Look and Feel
09/06/2010	Wayfinding and Signage Manager
09/06/2010	Manager, Olympic and Paralympic Family Hotels
07/06/2010	Anti-Doping Venue Coordinator
07/06/2010	Senior Designer – Graphic Designer Print/Digital Specialist
04/06/2010	Studio Manager
04/06/2010	Airport Protocol (Meet and Greet Services) Manager
04/06/2010	Dignitary Operations Manager
04/06/2010	Event Services Lead Planner

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## Conclusions:

The news that Coventry's Ricoh Arena has been named as a London 2012 football venue is great news for the region. As we have seen with this month's World Cup in South Africa, the economic activity surrounding these mega-events is huge, with many diverse opportunities for local businesses (within the 2012 branding rules of course!),

June has again seen a diverse mix of new tendering opportunities and contract awards. Locog is now procuring sports equipment and is forecasting an intensive purchasing programme through to December this year. Meanwhile CompeteFor is being adopted by Crossrail, with many construction and railway engineering opportunities appearing on the system.

Don't miss out on the forthcoming series of 2012 Business Opportunity workshops – the next event will be held on the 16<sup>th</sup> July (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](http://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](http://www.villagesupplychain.com)

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