

London 2012 Games sector briefing

building technologies

August 2010

Advantage West Midlands

London 2012 Games

Building Technologies and Construction

Business Briefing - August 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 workshop will be held on the 16th, 17th, and 23rd September. 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:
 - 16th September – Coventry & Warwickshire – Contact Christine Stobbs at chriss@cw-chamber.co.uk (Tel 02476 654 108)
 - 17th September – Hereford & Worcestershire – Contact Lisa Sanders at lisaS@hwchamber.co.uk (0845 641 1641)
 - 23rd September – Birmingham – Contact Elexis Spencer at e.spencer@birminghamchamber.org.uk (0121 607 1911)
- Business Link are also hosting a 2012 Procurement workshop in Worcestershire on 29th September. 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).
- Between 14th - 22nd August the FA are hosting the 2010 IBSA World Blind Football Championships at thePoint4, at the Royal National College for the Blind (RNC) in Hereford. The event, the largest disability football event ever to be held in England, will act as a direct qualifier for the Paralympics in London 2012 and will showcase the very best blind football teams from across the world as they compete for the most prestigious prize in the sport. [Click Here to find out more.](#)
- 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 BBC reports that West Midlands businesses are expecting a huge boost from the 2012 Olympics. The region has reportedly secured more contracts than any other non- London area. Two of the world's largest teams - the USA and Jamaica - will stay and train in the area. The Shropshire town of Much Wenlock, credited with being the birthplace of the modern Olympiad, is set to benefit from an influx of tourists. A Shropshire company has designed and is making the Olympic mascots; Cadbury is involved in sponsorship; and several Midlands firms are engaged in construction of the stadium and the Olympic village.

London 2012 News

- The 2012th seat has been fitted in the Olympic Stadium by IOC President Jacques Rogge, London 2012 Organising Committee Chair Sebastian Coe and Olympic Delivery Authority Chief Executive David Higgins. The external structure of the 80,000 capacity venue is complete, work has started on the field of play and the roof cover is nearing completion. The installation of the black and white seats has started and will continue at a rate of around 700 a day. Work has also begun on creating the correct ground conditions for the running track and the turf for the field events. Over the coming months, ducts and a drainage system will be installed and the base layers will be laid in preparation for laying the turf and track next year.
- New images released by the ODA show the huge roof of the London 2012 Velodrome now covered with the timber ceiling of the venue in place. The cable-net roof of the Velodrome was lifted into place earlier this year to form the distinctive double-curved shape of the venue. More than 1,000 exposed timber panels have now been lifted into place to sit on top of the cable-net structure, helping cover the roof and form the timber ceiling of the venue. The completion of the roof covering makes the Velodrome building weather-tight and allows work to continue inside the venue in preparation for the cycling track to be installed in the autumn. Work is also now underway to install the venue lighting and public address systems, handrails and balustrades and other internal finishes.
- The 12,000-seat Basketball Arena – one of the largest temporary venues ever built for an Olympic and Paralympic Games – has had its external cladding completed. Elsewhere in the 500-acre Olympic Park, the main structure is now in place for the 7,000-seat Handball Arena. The Basketball Arena, which is longer than a football

pitch at 114m, 98m wide and as tall as the Tate Modern at 35m, is moving towards completion next spring, while the Handball Arena has a summer 2011 finish date.

- The Legacy Roof which spans the London 2012 Olympics Aquatics Centre is one of four Award winning entries in this year's Structural Steel Design Awards, which were announced at a special ceremony at London's Imperial War Museum. The three other new structures that the judges felt equally worthy to stand alongside the iconic Olympic structure are Audi West London, the Infinity Footbridge in Stockton-on-Tees, and Dublin Airport Terminal 2.
- The London Borough of Newham has given its backing to the 114-metre high ArcelorMittal Orbit tower to be built at the 2012 Olympic Park. The plans for the tower were approved at a Strategic Development Committee meeting. The application will be decided by the ODA, which is the planning authority. The striking tubular steel structure was designed by artist Anish Kapoor and will be Britain's tallest sculpture.
- LOCOG has begun a public consultation process to seek the views of Weymouth and Portland residents, in advance of submitting planning applications to Weymouth and Portland Borough Council later this year. The existing layout and world class facilities of both the Weymouth and Portland National Sailing Academy (WPNSA) and Portland Marina will be used as the London 2012 Olympic and Paralympic Sailing venue. A planning application, expected to be submitted in October 2010, will specify the temporary facilities such as portacabins, marquees, tents and cabling, known as venue overlay, required to stage the sailing competition. Further planning applications, expected to be submitted in December 2010, will be for the temporary use of the ZeroC housing development as the athlete's accommodation for the London 2012 Sailing events and the additional temporary facilities necessary to cater for more than 500 competitors and officials.
- IOC president Jacques Rogge said London 2012 was a "beautiful example" of what the Olympics should be about, with a Games that breathe life back into a run-down part of a host city. The International Olympic Committee chief said the regeneration of the "polluted, derelict" quarter of east London at the heart of the Games was a "remarkable" project. "East London was totally polluted, derelict, and we are going to revive it." He said. "We are going to put back a heart, a soul, life, housing and a local population. That's what's remarkable."

Other Major Sports Projects

- As part of the preparations for the 2010 Delhi Commonwealth Games, the Government of India has invested an excess of \$500 million towards the development of stadia and other sports facilities in the city. Taking a cue from the Manchester Commonwealth Games of 2002, the Government plans to hand over five stadia/sports complexes that are currently under its control to private entities after the conclusion of the Games. As a first step in this process, the Government has published a notice inviting interested parties to submit their applications for undertaking the project.
- The opening of a tender for the construction of a new hotel in Brazil's capital city, Brasilia, could be a prime opportunity for international contractors. Infraero, Brazil's federal body for airports, is developing the new 150 bed hotel just a few hundred metres from the city's international airport, primarily to cater for passengers in transit. The project is expected to cost around R\$13.5 million and international groups are able to bid for the work. The tender closes September 15 and the work is expected to take 18 months. The winning bidder will also have the right to develop a number of associated commercial facilities, such as shops and restaurants.
- Rio de Janeiro has commenced work on an express road corridor, linking the 2016 Olympic zone at Barra da Tijuca, with those at Santa Cruz. The 'TransOeste' project is the first major initiative for Rio directed at the Brazil 2014 World Cup and Rio 2016 projects, comprising a 32km section of segregated carriageway, for the new BTR (But Rapid Transit) system.

Sponsor Activity

- A major new multi-million pound scheme that will enable Britain's smaller businesses to get involved in the London 2012 Olympics and Paralympics, has been launched. "Our Team 2012" is aimed at mobilising the support of the country's small and medium-sized (SME) businesses to help Britain's athletes prepare for the Games. Firms that sign-up for the new scheme, which will also complement existing National Lottery and Government funding, will receive official status linked to London 2012. [Click Here to find out more.](#)

Collateral Projects

- Boris Johnson and Mayor of Newham Sir Robin Wales have set out a new vision for the “revival” of the Royal Docks in east London. The document sets out how the area can capitalise on existing developments in the area including the ExCeL Exhibition Centre and London City Airport, as well as the arrival of Crossrail in 2017.
- Inter Ikea, the investment and construction arm of the Swedish furniture giant, has bought a 13-acre site, near to the Olympic Park, at Sugar House Lane in Stratford. Within the next few years, Inter Ikea will have built a mixed-use development consisting of office and retail space as well as lots of Ikea housing – some 1,500 units or so – and it has already started working on a master plan for the site. Peter Andrews, the chief executive of the London Thames Gateway Development Corporation (LTGDC) , says that he fully expects it to become "a Covent Garden in the East End".
- Over 3 million cubic metres of dredging has now been completed for the new London Gateway port and logistics park being developed in the Thames Estuary, that will bring the world’s largest container ships to within 25 miles of central London. Visitors can now walk 200 metres out onto new land that has been created from the beneficial reuse of the dredged material. Meanwhile, the UK’s coastline is being changed to create a new wildlife reserve as part of the project. DP World is creating a new wetland 30 times the size of Trafalgar Square by breaching part of the Essex coast’s flood defence wall. Carillion, the contractor for DP World, is removing 300m of existing sea wall at low tide. A new flood defence wall has been created around the land to be flooded.

Contracts and Tenders

ODA tenders issued during July:

NONE

LOCOG tenders issued during July:

Publication Date	Title	Client
29/07/2010	Fencing & Electronic Security Systems	LOCOG

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

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
29/07/2010	Partnership opportunity for Bathroom Fittings- Athletes Village Plots N11 Polyclinic 03-03750	Mansell
29/07/2010	Partnership opportunity for Brickwork / Blockwork - Athletes Village Plots N11 Polyclinic 03-03750	Mansell
29/07/2010	Partnership opportunity for Carpentry - second fix - Athletes Village Plots N11 Polyclinic 03-03750	Mansell
29/07/2010	Partnership opportunity for Curtain Wall / Windows - Athletes Village Plots N11 Polyclinic 03-03750	Mansell
29/07/2010	Partnership opportunity for Doors - Roller Shutter - Athletes Village Plots N11 Polyclinic 03-03750	Mansell
29/07/2010	Partnership opportunity for Doors -Timber - Athletes Village Plots N11 Polyclinic 03-03750	Mansell
29/07/2010	Partnership opportunity for Flooring - Tiling - Athletes Village Plots N11 Polyclinic 03-03750	Mansell
29/07/2010	Partnership opportunity for Groundworks - Athletes Village Plots N11 Polyclinic 03-03750	Mansell
29/07/2010	Partnership opportunity for Installation of Fixtures, Fittings & Equipment - Athletes Village Plots N11 Polyclinic 03-03750	Mansell
29/07/2010	Partnership opportunity for Ironmongery - Athletes Village Plots N11 Polyclinic 03-03750	Mansell
29/07/2010	Partnership opportunity for Light Boxes - Athletes Village Plots N11 Polyclinic 03-03750	Mansell

29/07/2010	Partnership opportunity for Main LV/ Busbar/ Distribution / Sub-Distribution - Athletes Village Plots N11 Polyclinic 03-03750	Mansell
29/07/2010	Partnership opportunity for Metalwork - Architectural - Athletes Village Plots N11 Polyclinic 03-03750	Mansell
29/07/2010	Partnership opportunity for PA/VA Systems - Athletes Village Plots N11 Polyclinic 03-03750	Mansell
29/07/2010	Partnership opportunity for Painters and Decorators - Athletes Village Plots N11 Polyclinic 03-03750	Mansell
29/07/2010	Partnership opportunity for Refridgeration Equipment - Athletes Village Plots N11 Polyclinic 03-03750	Mansell
29/07/2010	Partnership opportunity for Rooflights - Athletes Village Plots N11 Polyclinic 03-03750	Mansell
29/07/2010	Partnership opportunity for Sanitaryware - Athletes Village Plots N11 Polyclinic 03-03750	Mansell
29/07/2010	Partnership opportunity for Security Hoardings/Gates - Athletes Village Plots N11 Polyclinic 03-03750	Mansell
29/07/2010	Partnership opportunity for Signage - Athletes Village Plots N11 Polyclinic 03-03750	Mansell
29/07/2010	Partnership opportunity for Smoke Controls - Athletes Village Plots N11 Polyclinic 03-03750	Mansell
29/07/2010	Partnership opportunity for Staircases - steel - Athletes Village Plots N11 Polyclinic 03-03750	Mansell
29/07/2010	Partnership opportunity for Street Furniture - Athletes Village Plots N11 Polyclinic 03-03750	Mansell
29/07/2010	Partnership opportunity for Wind Turbines - Athletes Village Plots N11 Polyclinic 03-03750	Mansell

	Athletes Village Plots N11 Polyclinic 03-03750	
26/07/2010	Partnership Opportunity - BMW Branded PPE for Crossrail packages C300 and C305	BMW
26/07/2010	Partnership Opportunity - Concrete Additives for Crossrail packages C300 through C520	BMW
26/07/2010	Partnership Opportunity - Labour Supplies for Crossrail packages C300 through C520	BMW Limited
26/07/2010	Partnership Opportunity - Security Guarding Services for Crossrail packages C300 and C520	BMW Limited
26/07/2010	Partnership Opportunity - Traffic Management for Crossrail packages C300 through C520	BMW Ltd
26/07/2010	London Ambassador Pod Design Competition	London Development Agency
22/07/2010	Crystal Palace National Sports Centre – Specialist Entry Systems	GLL
06/07/2010	Anti Climb Fencing	Bike Dock Solutions
06/07/2010	Crowd Control Barriers	Bike Dock Solutions
06/07/2010	LDA_Crystal Palace National Sports Centre - Refurbishment of the Southern Dry changing rooms	London Development Agency
06/07/2010	LDA_Crystal Palace Park - Refurbishment of the 7 residential properties within the grounds of the National Sports Centre	London Development Agency
05/07/2010	Outdoor Canopies (Tensile Structures)	Bike Dock Solutions
05/07/2010	Supplier of Outdoor Shelters	Bike Dock Solutions

Contracts awarded during July:

Title	Client	Award Announced	Winner
Landscape and Public Realm - Soil Scientist Monitoring Services	ODA	22/07/2010	Tim O'Hare Associates LLP
Inspection and maintenance of waterway booms	ODA	22/07/2010	Bridgezone
West Ham Station London 2012 Capacity Enhancement Project	ODA	22/07/2010	Barhale Construction (West Midlands Winner)
Plant Hire & Builders Merchant Facilities	ODA	22/07/2010	Construction Site Solutions LLP, Ashtead Plant Hire Hire Co Ltd
Maintenance - Burford Road Site	ODA	22/07/2010	Gratte Brothers Service Maintenance
Athletes Village N09&N10 - cycle racks	John Sisk & Son Ltd	16/07/2010	OMC
(Partnership Opportunity - New Security Fence & Gates for the London 2012 Olympics - Athletes village)	Littlewood Fencing Ltd	15/07/2010	GSG
High Street 2012 Historic Buildings Conservation Scheme	London Borough of Tower Hamlets	08/07/2010	JMP Consultants / Alan Baxter & Associates LLP /

Forecast Requirements - ODA

Contract title	Category	Procurement Start Date
Greenway Ramps - Contractor	Works	Q2 - 2011

Landscape and Public Realm - Greenway Works - phase III ramps	Works	Q2 - 2011
Structures, Bridges & Highways Legacy Conversion	Works	Q2 - 2011

Forecast Requirements – LOCOG

Security	Oct -Dec 2010
	Security fencing
	Electronic security
Services	Jun 2010
	Recruitment and training venues -fit out
Facilities Management & Catering	Jul-Sep 2010
	Look, signage and accessories elements
Venues & Infrastructure	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 July:

NONE

LOCOG recruitment advertising during July:

31/07/2010	Venue Operations Managers, Olympic Park
26/07/2010	Production Manager, Olympic and Paralympic Victory Ceremonies
26/07/2010	Project Coordinator, Olympic and Paralympic Victory Ceremonies
26/07/2010	Olympic Park General Manager
16/07/2010	Venue Technology Supplier and Contracts Manager
16/07/2010	Venue General Managers

London 2012 Ceremonies Ltd - Recruitment advertising during July:

29/07/2010	Operations Director
29/07/2010	Technical Director

Conclusions:

Few people can now claim to be unaware of the fact the Olympics are coming to London in two years time. Some good news for the West Midlands this month was that companies in the region have won more contracts with London 2012 than any other region outside London. This is a tangible indication that entrepreneurship and competitive advantage is alive and kicking in the West Midlands!

The opportunities with London 2012 are as numerous as ever – and are shifting in focus from building and construction towards the products and services required for Games-Time operations. That said, a number of attractive construction opportunities have arisen on CompeteFor this month for the Athlete's Village, as well as for the collateral Crossrail project. These are in the form of 'Partnership' opportunities – posted by companies which are themselves bidding for larger contracts.

On the recruitment front, London 2012 Ceremonies Ltd ('L2012CL') has now started building its organisation, which will ultimately comprise around 450 full-time staff plus hundreds of contractors and volunteers. L2012CL will also hopefully soon be procuring goods and services through CompeteFor.

Don't miss out on the forthcoming series of 2012 Business Opportunity workshops – the next events will be held on 16th, 17th, and 23rd September (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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