

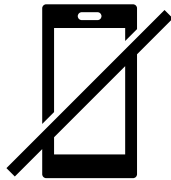
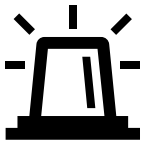


Meet the Buyer

26 March 2025



Housekeeping





Councillor Sukhbir Gill

Cabinet Member for Business and Skills



Purpose of the Day

Mike Wragg

Senior Social Value Officer



What Is Social Value?

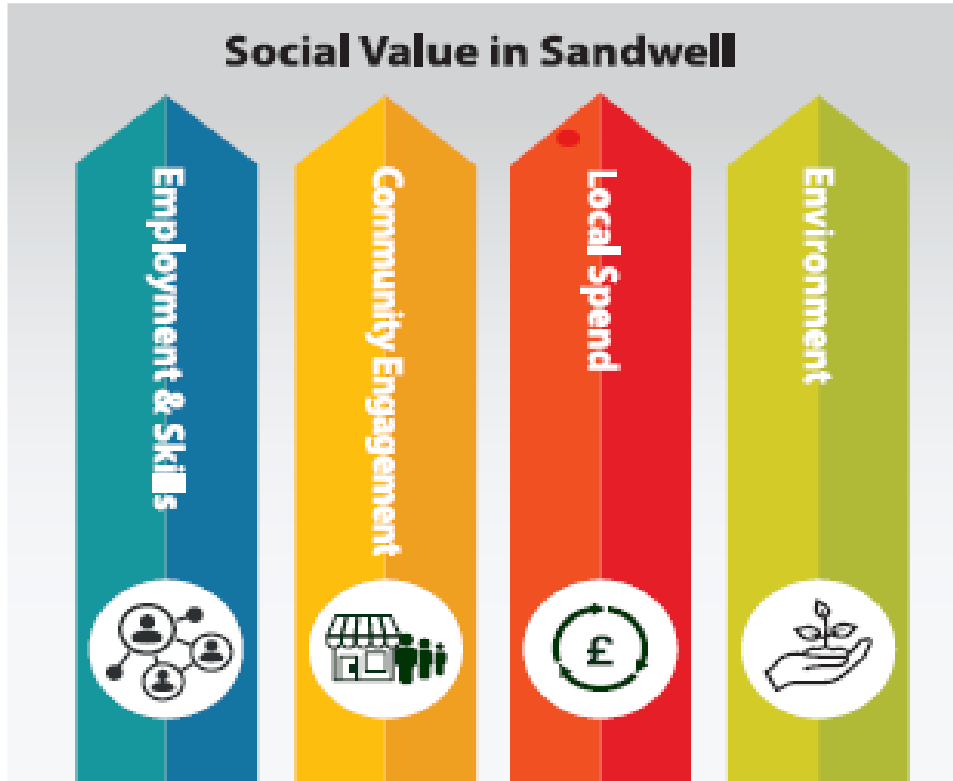
Social Value is defined through the Public Services (Social Value) Act 2012, which came into force in January 2013.

This requires public sector organisations and their suppliers to look beyond the financial cost of a contract and consider how the services they commission and procure may improve the economic social and environmental wellbeing of their region.

Sandwell Councils aim is to maximise benefits of social value for local residents and businesses through our commissioning and procurement.



What Social Value Means to Sandwell – Four Pillars



Employment & Skills - Opportunities for local people – Work Experience / Trials, Apprenticeships, Jobs...

Community Engagement – Schools / Colleges / Community Groups & Charities – Inspirational talks / activities, sharing skills, expertise, repairs, donations to food banks or of time or financial support.

Local Spend – the use of local suppliers & supply chain within 10/20 miles.

Environment – Reduce, Re-use, Re-cycle. Reduction of carbon, landfill waste, energy



Benefits to delivering Social Value well

- Social Value questions will be in tenders and contribute to your overall score. If you are competitive on price and quality answering social value questions well can make the difference in winning a tender.
- Planning committees consider social value proposals and previous performance.
- Supply chain and sub-contractors can support the main contractor to fulfil their targets.
- Feel good factor – boosts the morale of people taking part and contributing... giving back and making a difference to people's lives feels good.
- Excellent way to promote your businesses values / ethos.



Introduction to Exhibitors



think
Sandwell



Sandwell Council's Employment and Skills team

Contact us:



enquiries_recruitment@sandwell.gov.uk



www.sandwell.gov.uk/thinksandwell



Follow @SandwellJobs for updates and news



Specialist Employment Team

Grow and diversify your work force with cost-free recruitment



“Sam turns up on time every day, is 100% reliable and does everything asked of him. Its worked out really well for us”



“Bailey is very helpful, you only have to ask him to help any of the guys and he just does it. He’s learnt how to strip the work, load it onto the moving line, help with packing and cleaned up work area after himself”



“Chloe has settled in extremely well, managing to interrelate quickly with the changing demands of a busy team, travelling to different places, and speaking confidently to customers both internally and externally, professionally and showing confidence”.

Enterprise Advisor Opportunities

Kam Kaur
Enterprise Coordinator

- The Sandwell Team work closely with secondary schools across the borough to raise aspirations and standards of learning within careers.
- We promote engagement opportunities for business to assist schools through a range of activities i.e assembly talks, workshops, mock interview sessions, careers fairs or projects.
- Your contribution is valuable, and you can choose to engage as part of a give an hour option, or link in with a school to provide regular ongoing assistance.
- Through your engagement, we can enhance career readiness of pupils, broaden careers options, increase motivation and shape the workforce of tomorrow.



A C A R E E R S C O L L E G E

SANDWELL COLLEGE CONSTRUCTION PROVISION



City and Guilds 6219 Construction Skills

Derek Southam



derek.southam@novatraining.co.uk

Donovan Linton



donovan.linton@novatraining.co.uk



New Entrant Support Team

Construction Employers: Apprenticeships simplified for you



SCVO is here to support Sandwell's 1000+ charitable organisations and Social Enterprises.



We signpost 'not-for-profit' organisations to relevant support and funding, and promote their activities and services in our online directories

www.route2wellbeing.info
www.sandwellfamilylife.info

We also support and promote volunteering, both for individuals – who could be your staff – and for businesses like you.

There are so many ways to get involved in the local community, from team days to being a charity Trustee. All bring a boost to your business in many different ways. Find out more by visiting www.letsgosandwell.info or email kim@scvo.info



We are FosterSandwell

Fostering changes lives





THE HOUSE PROJECT SANDWELL

Sandwell's House Project launched its first cohort in February 2024. House Project in its simplest form is an accommodation pathway for the children that Sandwell care for who want to live independently in their own homes at 18, if not before. However, House Project is much more than simply helping someone get their own flat, it offers opportunities to make friends, build networks, learn new skills and much more in between.

Each year Sandwell's House Project will work with a Cohort of around 14 young people aged 16 and 17 and offer them hands on experiential learning opportunities within group sessions and 1-2-1's. Each week we bring the cohort together and build on skills they already have but also introduce opportunities.

We rely on partner agencies to help us deliver the House Project Programme, which is an AQA accredited portfolio of work meaning that our young people gain qualifications whilst having fun and preparing for the next chapter in their lives.

The reason we're here today is to let you know how you can get involved.

To give you a brief outline of what some other businesses have done it includes staff utilising their volunteering days to come and help young people strip wallpaper and decorate their new homes. Or just recently we've secured funding to develop the outside space at our base meaning young people have a dedicated green space that they can transform and hang out there. We've also had donations of new household essential items meaning that each young person has a goody bag of things to set them on their way as they enjoy their new home.

The possibilities are endless.

To learn more, please reach out to the Hannah Williams-Hubbard (House Project lead)

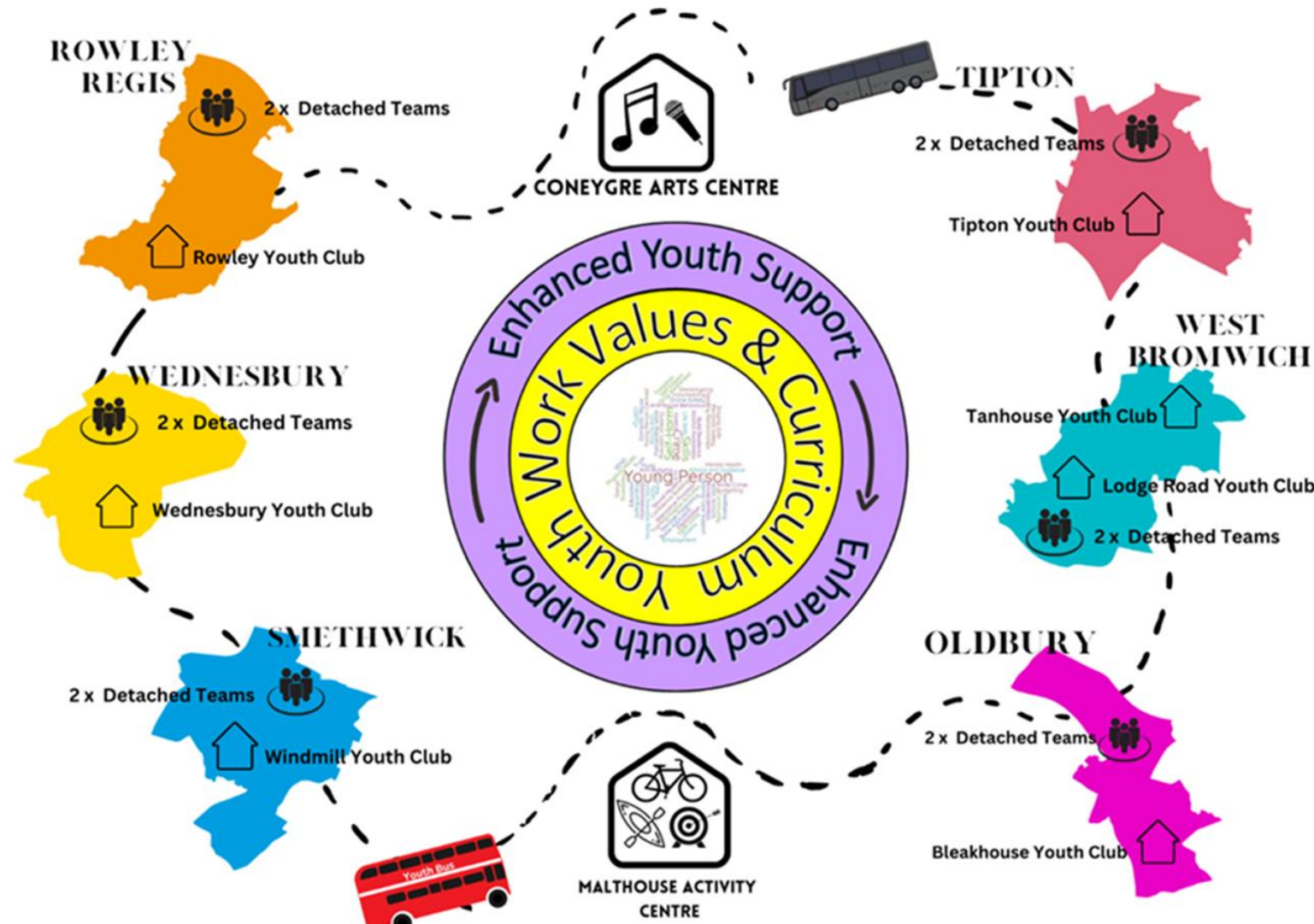
M: 07870 906 303

E: house_project@sandwellchildrenstrust.org





Sandwell's Youth Offer





Sandwell
Metropolitan Borough Council

Residential Education Service

TEAM DEVELOPMENT & CORPORATE PARTNERSHIPS

CHRIS DAVIES

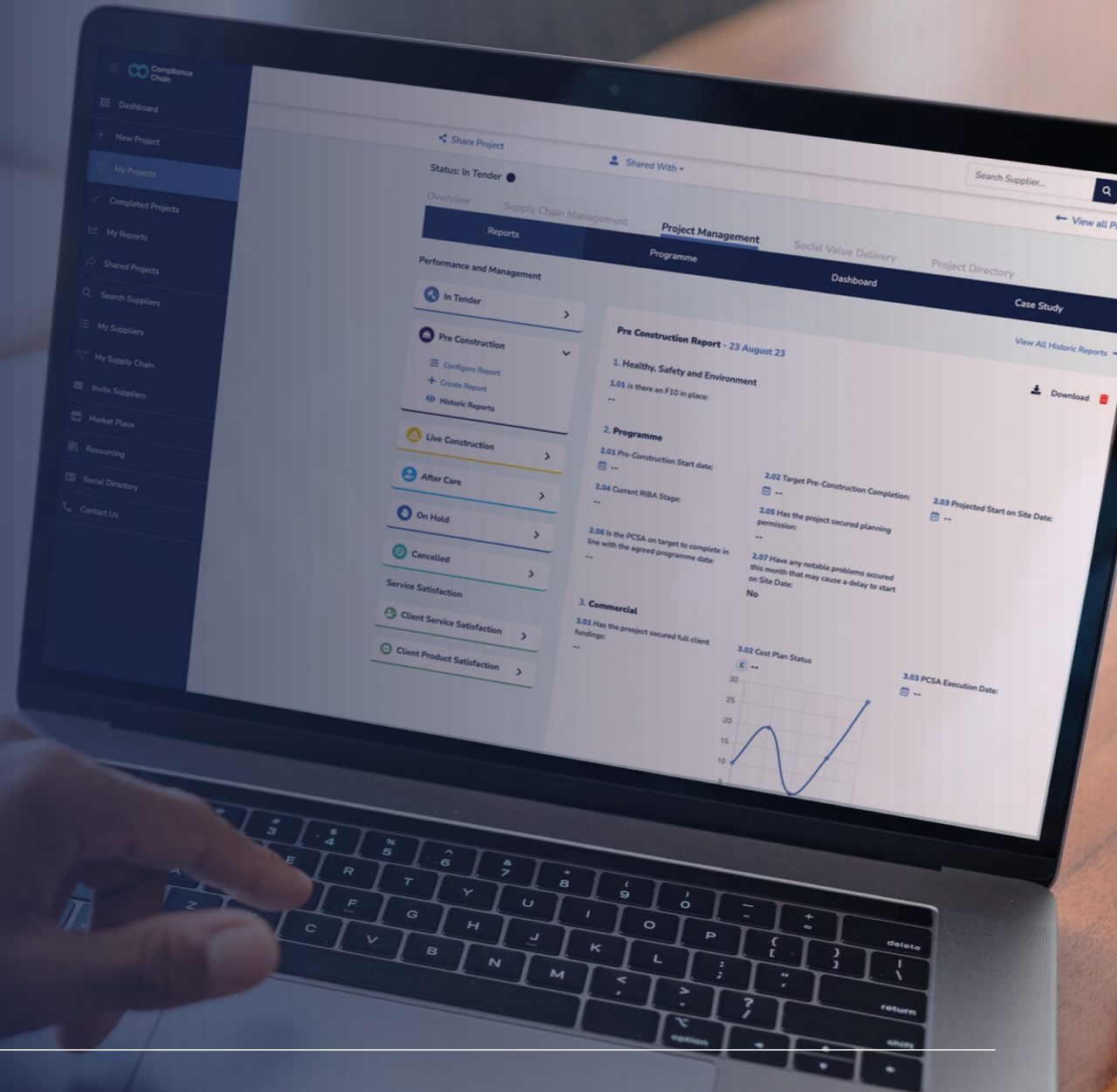
RESIDENTIAL EDUCATION & EDUCATIONAL
VISITS SERVICES

chris_davies@sandwell.gov.uk



Transforming the built environment through Software Solutions.

We help the construction industry deliver successful projects on time, within budget and to the highest standards of compliance – all whilst ensuring a greater impact is left on our communities.



www.compliancechain.com

0333 577 7575

info@compliancechain.com

DISCOVER THE **FINDITIN** **NETWORK**

- ✔ Business Engagement
- ✔ Events
- ✔ Business Opportunities
- ✔ Meet the Buyer
- ✔ Business Support
- ✔ Networking
- ✔ Social Value



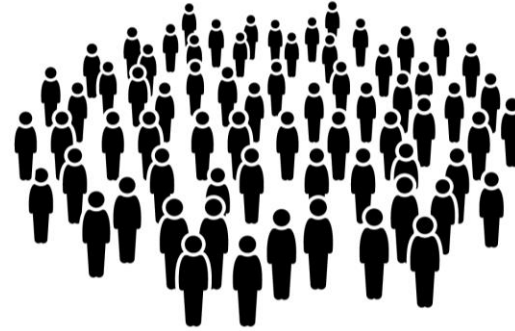
 Find it in



We understand the challenges faced by people with ME/CFS and Long Covid.

We can help businesses and individuals with advice and support about employment issues regarding ME/CFS and Long Covid

Contact: Jim Morrison
jim.Morrison@meassociation.org.uk
www.meassociation.org.uk



There are over
1.2 million
people in the UK
with ME/CFS and Long Covid

Cost on UK GDP is
£1.5 billion
(Cambridge Econometrics report 2024)



Sandwell Business Growth

Stronger Businesses, Thriving Communities

What we offer...





Business support for SMEs and strategic businesses

Business support for start-ups

Advice and business enquiries

Sandwell Enterprise Programme and start up business school training

Small grants for start-ups (under 2 years) in Sandwell

Land, property and relocation support

Hosting networking events for businesses

Wraparound Support (UKSPF)

**Sandwell Start Up Hub
Jack Judge House
Oldbury**

Support with Business Rates and Planning process

Sandwell Business Ambassadors





Constructing West Midlands

Sandwell MBC Meet-the-Buyer Event 26th March 2025

National
Association
Construction
Frameworks



*By the public sector,
For the public sector*

What is a Public Framework?



Overarching Agreement

Between one or more Contracting Authorities and one or more Suppliers designed to streamline procurement



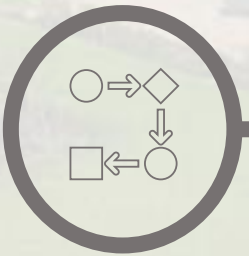
Pre-approved suppliers

Access to suppliers who have been rigorously tested and have a proven track record



Future award of contracts

Provides for the onward award of call-off contracts



Terms and Procedures

Sets out the procedures for awarding contracts and establishes the terms and conditions under which they will be delivered

Who are CWM?

CWM is a collaboration between Sandwell MBC, Solihull MBC and Acivico

Fully OJEU/PCR Compliant Construction Framework

Impartial experts with twenty years of framework experience

Publicly Owned and Managed for the benefit of our local- and SME-businesses communities here in Sandwell and the wider West Midlands

Gold Standard framework Member of the NACF endorsed by Cabinet Office

Working with industry, the supply chain, professional & trade bodies, academia, and central and local government



*By the public sector,
For the public sector*

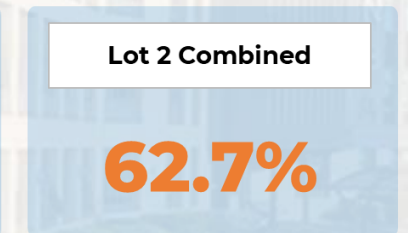
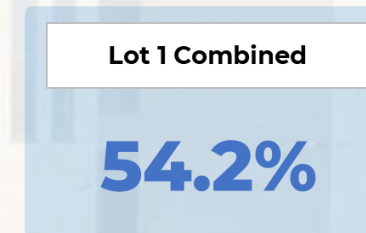
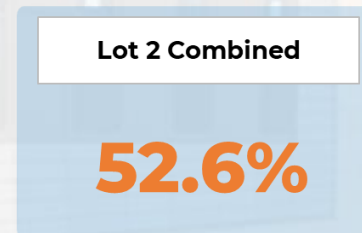
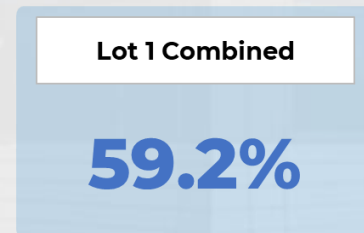
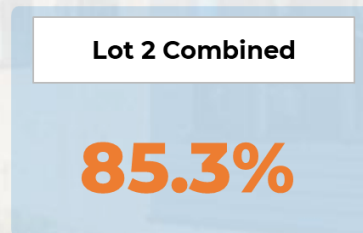
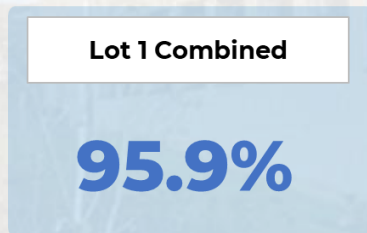


Our Contractor Partners



Our Contractor partners have been selected following a robust tender and due diligence process, carried out in compliance with OJEU and the Public Contracts Regulations and in accordance with recognised industry best-practice. They have a proven track record in the delivery of public sector projects and delivering high quality construction projects on time and on budget.

Supply Chain Engagement



What Next?



Current framework

Expires November 2026



Next Framework

To commence Q4 2026



Grow the suite?

Currently considering complimentary frameworks to supplement construction

Thank You



**MORGAN
SINDALL**
CONSTRUCTION

Agenda



- **Introduction & Supply Chain Management**
- **Social Value Update**
- **Supply Chain Onboarding**

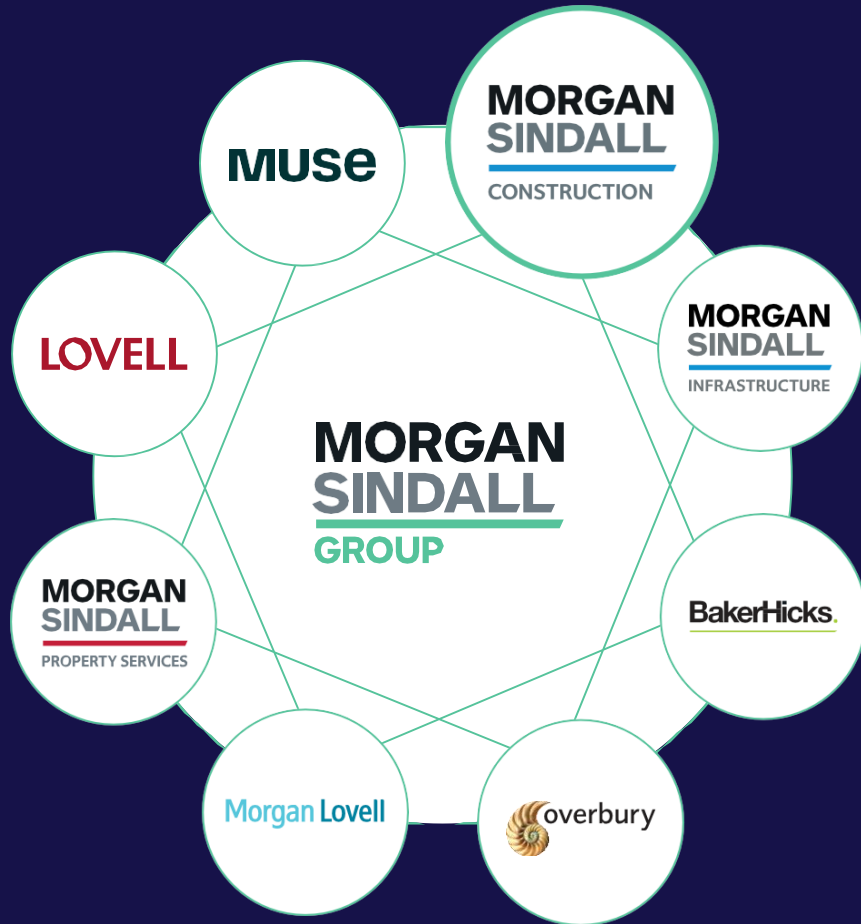
Dean Jetson, Supply Chain Manager

Andy Clayton, Social Value Manager

Naomi Oluwasanmi, Assistant Supply Chain Manager

MORGAN SINDALL GROUP

Introduction



Our offices

1. Inverness
2. Eurocentral
3. Newcastle
4. Wakefield
5. Manchester
6. Liverpool
7. Sheffield
8. Nottingham
9. Norwich
10. Birmingham
11. Rugby
12. Cambridge
13. Ipswich
14. Chelmsford
15. Welwyn Garden City
16. Cardiff
17. Bristol
18. Slough
19. London (Euston)
20. Canterbury
21. Plymouth
22. Eastleigh
23. Brighton



Morgan Sindall Construction Midlands

Regional Map



Morgan Sindall Construction Midlands

Our Frameworks

We are
currently
appointed to
45 national,
regional and local
frameworks



Constructing West Midlands (CWM)

Lot 2 - Major Capital Works (£5m+)




Scape National Lot 1 - £0m-£7.5m Lot 4 - £7.5m-£75m



Department for Education

DfE Contractors Framework

Medium Value Band Lot 3, 4, 5, 6, 7, 8, 9, 10



Shared Business Services


NHS SBS

Lot 3 (£5m - £15m) Lot 4 (£15m - £35m)



Procure Partnerships


Midlands:
£4m - £12m
£12m +



Pagabo Framework

Major Works Framework
Lot 1 (£5m - £15m) / Lot 2 (£15m - £50m) / Lot 3 (£50m+)

Medium Works Framework
Lot 2 (£1m - £5m) / Lot 3 (£5m - £10m)



Build Higher Framework - University of Birmingham

Lot 2 - (£2.5m - £10m) Lot 3 - (£10m+)



Ministry of Justice

National Framework

Lot C - £10m - £30m

Supply Chain Management

Preferred

Our top performing subcontractors with whom we have developed a strong and trusting relationship over time. They are appointed to Preferred status on an annual basis, and retain this status based on continued

high performance and proactive support.

They get the opportunity to price most relevant tenders, and will help us to reduce costs and value engineer where required.

We look for opportunities to partner with our preferred subcontractors on relevant tenders, going back-to-back or one of two (as part of our own two-stage process).

We have close working relationships, personal contacts at owner or CEO/MD level.

They support us by aligning to the Morgan Sindall Supply Chain Family of suppliers and manufacturers.

Approved

The core of our subcontractor supply chain, these are companies we are confident working with and understand each others' business philosophies.

They may offer a particular specialism, those we would

call upon to challenge the preferred subcontractors and offer competition, and those we consider as potential future preferred subcontractors.

We expect our Approved subcontractors to have an

exemplary approach to health & safety, help us to win work, consistently support us in achieving Perfect Delivery, and help us to deliver our social value and responsible business objectives.

New

New or relatively unknown subcontractors that have been recommend or been identified as a good addition to our supply chain. These subcontractors can help us to keep our supply chain fresh and encourage innovation.

Supply Chain Management

Our Strategy



Tender to *no more than*
4 Sub-Contractors



*We do not re-tender to
the market once project
secured*



*Supply Chain Strategy
Workshop*



Regular KPI Capture



B2B Meetings

“Suppliers and sub-contractors should support us in winning work, pull out all the stops to deliver and be fully engaged to deliver perfectly”

Upcoming Midlands Projects

- **Hamilton SEN, Birmingham - £22m**
- **Selly Oak Trust School - £12m**
- **Walsall Civic Centre - £16m**
- **West Mercia Firing Range - £16m**
- **Staffordshire Firing Range - £18m**
- **NCDH UoB, Tyseley - £14m**
- **Claycroft Refurb UoW - £20m**



Social Value and Sustainability

Our Responsible Business Plan



SUSTAINABLE DEVELOPMENT GOALS



Delivering social value

CWM - West Bromwich Town Hall & Library Social Value Highlights:

Social value generated (£):
£5.5million

% local labour within 20 miles:
63%

Sustained / new
employment for
Sandwell residents:
34

Local community volunteering hours donated on
the project:
252 hours

Tonnes of CO2e
saved:
219

Charitable funds /
materials donated
(£):
£24k

Apprenticeship
weeks supported
on the project:
163

% spend with SME supply chain (%):
75%
% spend within 20 miles of site:
47%



Joining our Supply Chain

Subcontractor Profiling



MORGAN SINDALL		MORGAN SINDALL CONSTRUCTION - SUPPLY CHAIN					
Company Details							
Name							
Head Office Address							
Regional Address (if applicable)							
Regional Address (if applicable)							
Company Registration Number							
Company Size (Small/Medium/Large)							
Social Enterprise (Yes/No)							
Confirm your PI insurance level							
Primary Contacts							
Name	Position	Email	Telephone	Mobile			
Company Profile							
Turnover - Historical & Estimated							
2020	2021	2022	2023	2024	2025		
Approximate Percentage of Morgan Sindall Work as Part of Total Turnover (incl. Forecast Work to end 2025)							
2020	2021	2022	2023	2024	2025		
Business Strength - Geographical Areas with Competitive Coverage (YES/NO)							
Derbyshire	Nottinghamshire	Lincolnshire	Leicestershire	Shropshire	Staffordshire	West Midlands	
Please indicate size of project or projects (bundled) where you believe your business to be competitive and with a suitable credit rating to carry out the works (YES/NO)							
Up to £50,000	£50,000 to £100,000	£100,000 to £250,000	£250,000 to £500,000	£500,000 to £1m	£1m to £2m	£2m to £5m	£5m +
Please list sectors applicable to your business (YES/NO)							
Education	Health	Commercial	Industrial	Nuclear	Coastal		
Please list the manufacturers you have trading agreements with							

Joining our Supply Chain

Builders Profile via Constructionline

Construction Central - Supply Chain | Central
Not Verified

21 of 22 Requirements Completed

Status	Requirement Name	Issues	Valid From	Expiry Date	
✓	Additional Questions for Morgan Sindall Construction & Infrastructure Additional Questions		07/11/2023	07/11/2025	View
✓	Aviation for Morgan Sindall Construction & Infrastructure Additional Questions		07/11/2023	07/11/2025	View
✓	Designer for Morgan Sindall Construction & Infrastructure Additional Questions		07/11/2023	07/11/2025	View
✓	Morgan Sindall Construction & Infrastructure Sponsor Additional Questions		07/11/2023	07/11/2025	View
✓	Supplier for Morgan Sindall Construction & Infrastructure Additional Questions		07/11/2023	07/11/2025	View
✗	Insurances for Morgan Sindall Construction & Infrastructure Commercial	 	13/03/2025	Expired	View
✓	Areas of Operation for Morgan Sindall Construction & Infrastructure Company Details		07/11/2023	07/11/2025	View

Joining our Supply Chain

Supplier Onboarding

Pre-Qualification Questionnaire – Supplier

1.0 DETAILS RELEVANT TO HEAD OFFICE			
Legal Name of Company			
Trading Name(s) (of Subsidiary companies if applicable)			
Address(es) - (Please attach locations directory if necessary)			
		Post Code	
Telephone		Annual Turnover	
Email		No of employees	
What product / service do you mainly provide			
Company Registration No		Date of incorporation	
VAT No		Please send a copy of your VAT reg certificate	

Managing our Supply Chain



Local Supply Chain

RED Ltd Business Profile : Missing Data & Not Verified

No logo available at this time

No

No

Small (<50 Employees)

29 Employees

Turnover £ 0

Labels

BUILDERS P APPROVED C&W - MIDLANDS APPROVED

CENTRAL & WEST (ALL) NORTH WEST (ALL)

Supplier Reference

CO add a reference

tip: enter multiple references by using a comma

Update

4 Trades

- Bulk Earthworks
- Foundations
- Groundworks
- Drainage

1 Office, 3 Regions

3 Business Cards

4 Memberships

SMS Not Enabled

Community Engagement

1 Reference

- PAS91/CAS Requires Attention Expired
- SSIP Requires Attention Expired

Business Documents

Requires Attention Insurances

Requires Attention Financials

Business Details

Contacts

Offices and Regions

PAS91/CAS - Missing Information

SSIP - Missing Information

Insurances - Missing Information

Financials - Missing Information

Request Profile Completion

Notes

Statistics

Feedback

180 Degree Performance :
Morgan Sindall Site Team score Subcontractors

Performance is scored quarterly on various aspects: commercial, health & safety, quality, programme, site supervision and design



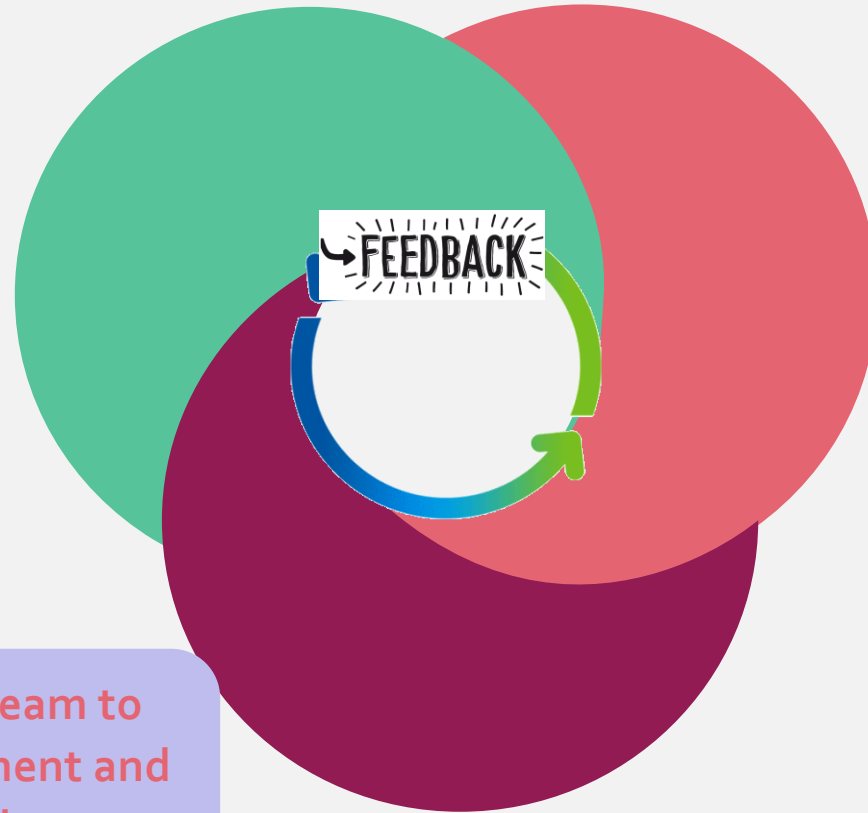
This feedback is shared with the supply chain during B2B meetings and is a key measurement in winning future work

Feedback

360 Degree Performance :
Subcontractors Scoring Morgan Sindall Site Team

Score the site team on various aspects:
commercial, health & safety, quality, programme, site supervision and design

Feedback helps the site team to identify areas of improvement and enhance the collaboration between companies



We ask for honest and constructive feedback from our supply chain on the strengths and weaknesses of the site team

Next Steps

To register your interest in joining our supply chain, please contact Naomi.oluwasanmi@morgansindall.com



Seddon

Introduction to Seddon

A family of specialist businesses,
united by *purpose*



Introductions

Andrea Wilson



Operations Director
Property Services

Nathan Jones



Supply Chain Manager
Property Services

Tony Clark



Regional Director
Housing Partnerships

Steve McCluskey



Supply Chain Manager
Housing Partnerships

About Seddon



Established in 1897 in Little Hulton, currently operating across the Midlands and North West regions with offices in Birmingham, Stoke, Yorkshire with our Head Office in Bolton.



A fourth-generation family-owned business, 127 years old.



Grown from a small family run business to one of the UK's largest privately owned and family managed contracting business.



Employ over 600 people across the Midlands and North West.

What we do

Sectors

Healthcare

Residential

Retail

Commercial

Residential

Industrial

Blue Light

Leisure

Retirement Living

Education

Heritage

Housing



Our CWM Projects



Brades SEN School



Shireland Biomedical School



Worcester Acute Hospitals Trust



Longton Police Station



Crosswells Road and St Vincents Crescent



Staffordshire Police Training Centre



Baskerville SEN School



Shire Hall



Pines SEN School



Millenium Centre



Cofton School



Walsall Campus

Our Other Midlands Projects



Wok Fresh



Almond Tree Avenue



West Midlands Fire & Rescue Service (Various)



King Edward Girls School



Derby Arena



Bell Green Environmental



Bold Lane Car Park



Britannia Road



Hawksmoor



Derby Museum and Art Gallery



Alfred Gunn House



Floyds Lane

Social Value

3000+

Community Volunteering Hours delivered



100%

Renewable energy across our offices and sites



21,000+

hours of expert business advice delivered to charities, social enterprises, micro and medium organisations



100%

reduction of gas usage



360 days

given to T-level students



153 wks

of work experience equating to 5575 hrs



What we want from our subcontractors

Engagement with our preferred trading partners through both design and build phases of a project

Provide **best practice advice** – early involvement

Work collaboratively with design and delivery team

Quality on-site – right first-time mentality

Protect Intellectual property

Support in pricing and tender submissions

Programme Advice – opportunities of betterment or potential delays

Support safety initiatives in-line with our SHEQ team

Build relationships – repeat works

Competitively price work to aid us in securing work

Geographical reach and support to match ours

Willingness to **hear feedback on performance** and give feedback

Customer Satisfaction

Working with us



Working with us

Expression of Interest

- Please complete the Seddon questionnaire provided in the afternoon's breakout session.

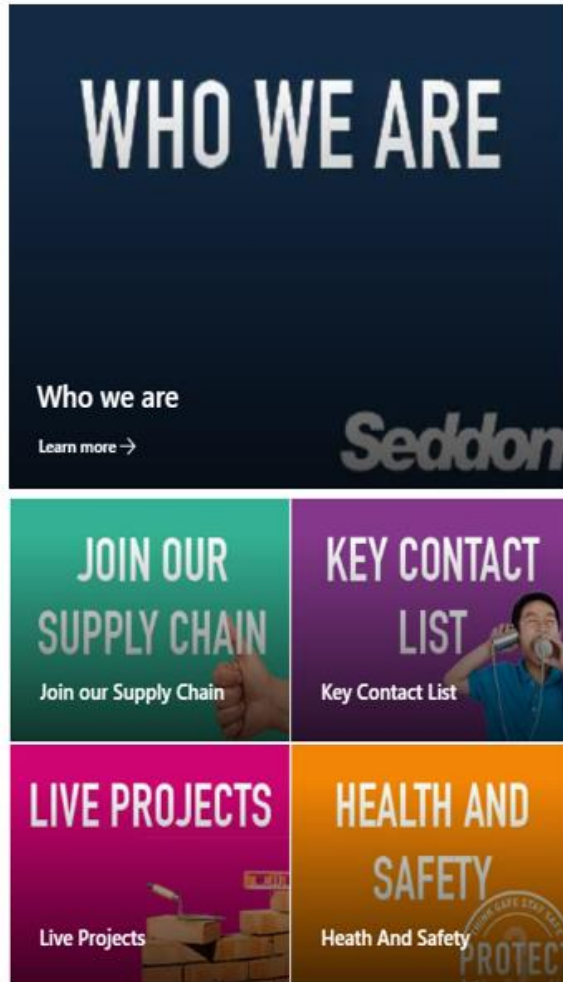
Onboarding Guidance

- Fully verified on Constructionline, minimum Silver
- Four Seddon recognised SSIP (CHAS, SMAS, [SafeContractor](#), Acclaim)
- Seddon able to view Constructionline status with their C/L registration no.
- C/L is a much more in-depth onboarding process (H&S / Insurances / Responsibilities as a contractor)
- Last resort if no C/L or SSIP, Seddon PQQ via SHEQ

Once onboard

- Feedback on performance
- Notification & invites to Meet the Buyer events (SCL / C/L)
- Favourable payment terms – Signatory of the Fair Payment Charter (top 5 of prompt payment in construction)
- Access to our Public Portal
- Visibility of Project Pipeline

Our Supply Chain Portal



The portal is by invitation only



Visibility - Project Pipeline information and Health & Safety Good Practices



Accessibility - Key Contact List & Trading Agreements



Transparency - Top 20 Spend & Vendor Performance Ratings



Mental Health Wellbeing information



WILLMOTT DIXON

SINCE 1852

Meet the buyer event

Sandwell / CWM

Jennie Hennessey

26.03.2025



WILLMOTT DIXON

SINCE 1852

Our purpose is to deliver brilliant buildings, transform lives, strengthen communities and enhance the environment, so that our world is fit for our future generations.

Willmott Dixon is a UK-based family-run business, with our Executive Chairman, Rick Willmott, being the fifth generation to lead the company.

A guiding principle is our passion and belief that our work delivers long-term societal gain, which improves life opportunities and leaves a lasting and sustainable legacy for our customers.



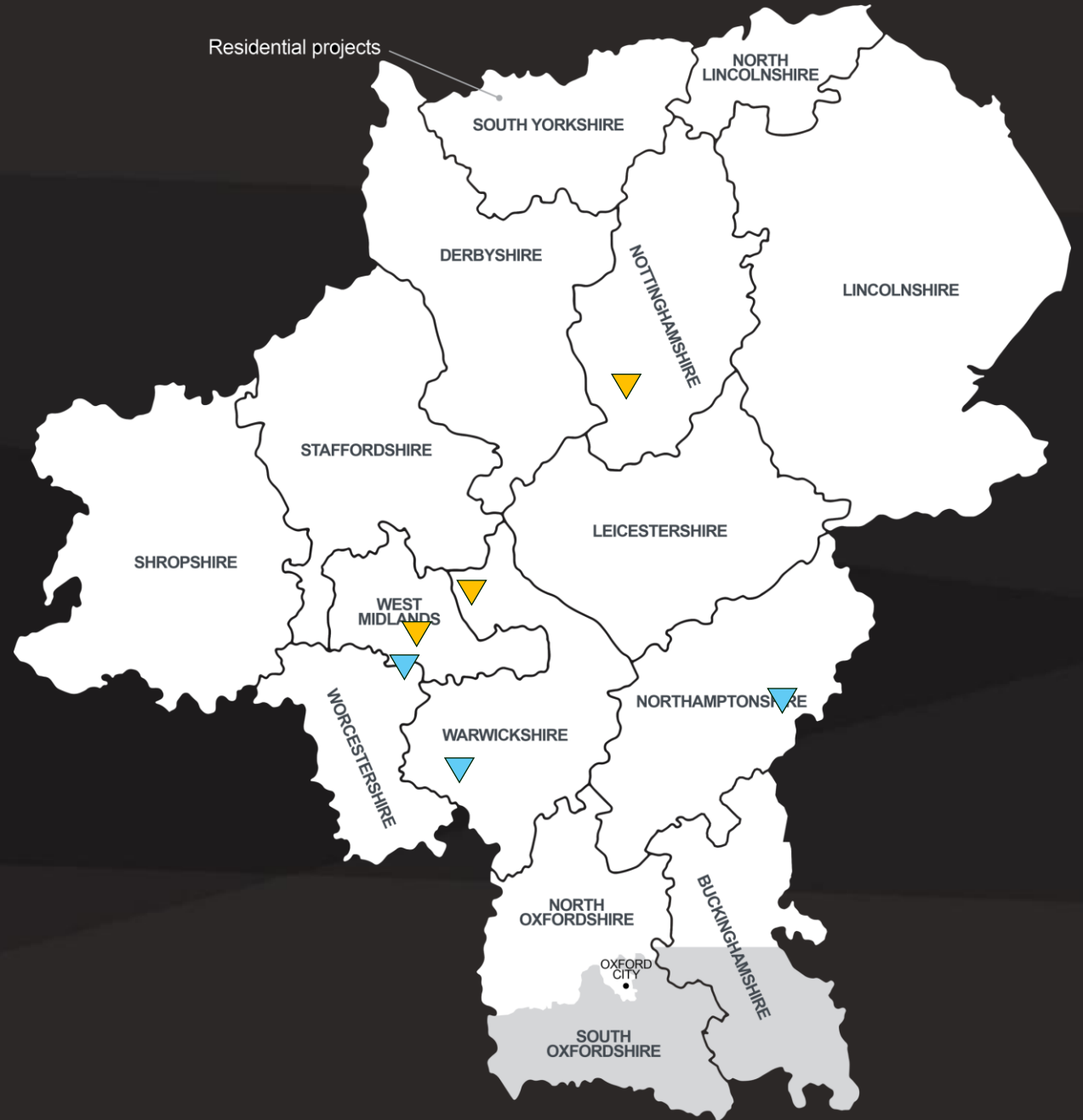
Our region



- ▼ One Snowhill, Birmingham
- ▼ Coleshill
- ▼ Nottingham



- ▼ Weoley Castle, Birmingham
- ▼ Stratford upon Avon
- ▼ Wellingborough





Retrofit

Our Retrofit services provide PAS2035 / PAS2030 compliant design, installation and funding to a wide variety of energy efficiency measures, including Solar PV/Thermal, EWI, ASHP and enabling measures, such as ventilation systems and roof extensions.



Repairs & Maintenance

We offer an integrated Repairs & Maintenance solution from call handling, 24/7 responsive repairs, voids refurbishments and compliance work including gas servicing, electrical testing and fire safety.



Capital Works

They are often delivered against specific sector funding for Social Housing Landlords. We provide Capital Elemental Replacement programmes - kitchens, bathrooms, aids and adaptations. We also deliver complex Capital Projects, including high-rise building compliance.

Client: Birmingham City Council

Timescale: 2008 > Present

Workstream: Retrofit, Repairs & Maintenance, Capital Works

Fortem has been a key partner of Birmingham City Council since 2008, delivering housing maintenance and investment works to 22,500 properties in the south of the city. The contract is worth approximately £85m per annum and is one of the largest in the sector.

Fortem delivers responsive repairs, voids, gas and electrical services, aids and adaptations, and capital and major project works.



Key information

173 years of delivering amazing projects

- 2023 full accounts – T/O £1.17bn
Cash at bank £115m
No borrowings
- Commitment to 'prompt payment code' – end of last year 70% paid in 30 days and 29% paid 31-60 days (99%)

Partnership with CWM



Partners
since 2011



Combined
total £220m

Further Education Projects

- UoB – The Green Heart Public Realm - £11.5m
- UoB – Teaching and Learning Block - £22.7m
- UoB – School of Engineering - £48m
- UoB – Data Centre (Park Grange) - £4.3m
- UoB – Old Gym Refurbishment - £7m
- UoB – OLRC Alteration - £1.3m
- UoW – Sports and Wellness Facility - £36.4m



The Green Heart



Teaching & Learning Block



School of Engineering



Data Centre



Old Gym Refurbishment



Sports and Wellness Facility

Harvest View Integrated Social Care Home, Sandwell

- 80 bedrooms
- Treatment rooms
- Communal lounges
- Hairdressing salon
- Physiotherapy facility

£11.7m

CWM Constructing
West Midlands

 Sandwell
Metropolitan Borough Council


WILLMOTT DIXON
SINCE 1852



Sandwell Schools Programme

A 900-place expansion of three local schools:

- Q3 Academy, Langley
- West Bromwich Collegiate Academy
- Bristnall Hall Academy

£23.7m



Kingshurst Village Regeneration

The phased delivery of Solihull MBC Masterplan

Phase 1:

- Demolition of the shopping parade
- 25 net-zero carbon social housing dwellings

£7.7m

Phase 2 (in preconstruction):

- New community hub, retail, pharmacy, dentist and GP surgery

Additional phases:

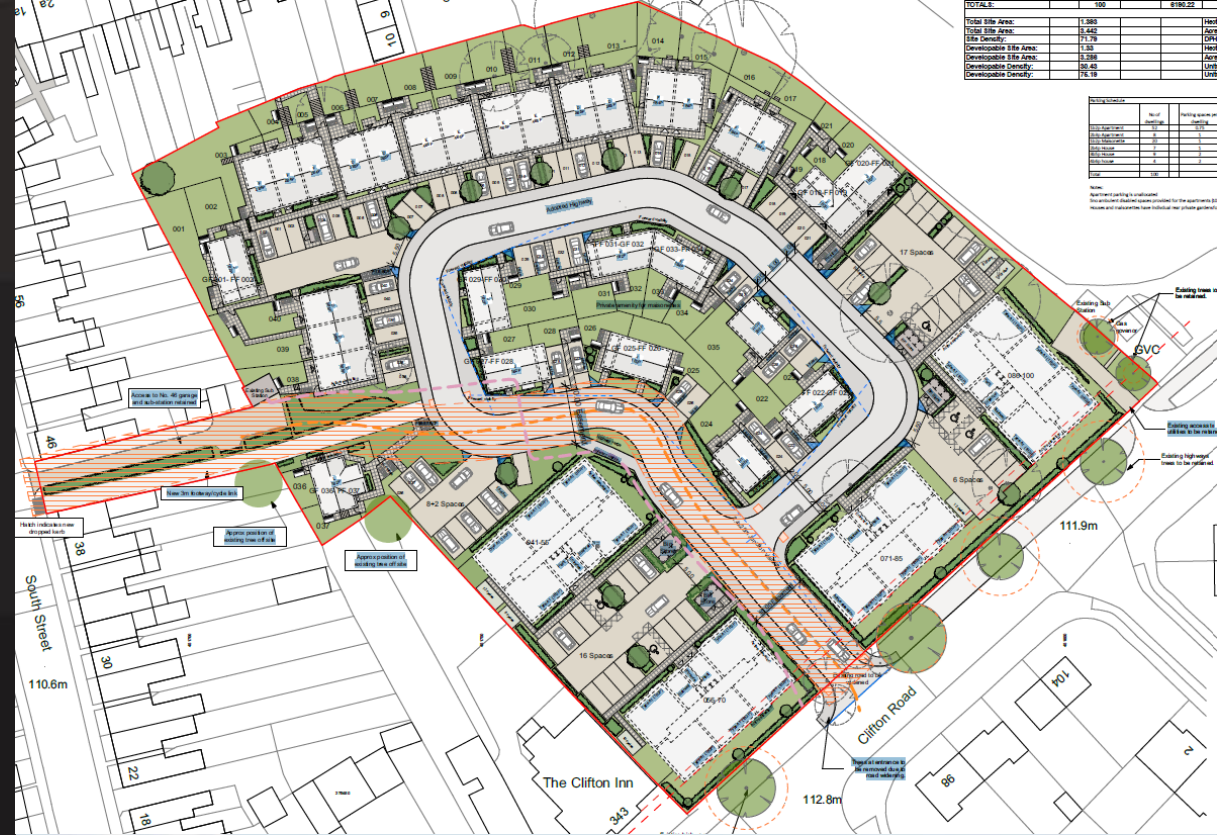
- More energy-efficient low-rise housing, a vicarage, parking and associated landscaping



Biart Place, Rugby

We are working in collaboration with Rugby Borough Council to deliver a £22m project to replace a high-rise tower block with 100 new affordable and sustainable residential homes, comprising of a combination of 2/3-storey houses and apartments.

All properties will benefit from renewable energy generated by air-source heat pumps, PV panels and EV charging points. These sources of renewable energy will help to reduce energy costs for tenants.



University of Staffordshire Student Village

- Collaborative consortium
- 700 new and 300 refurbished beds
- Village hub
- EPC A, low carbon, Passivhaus principles

£68m



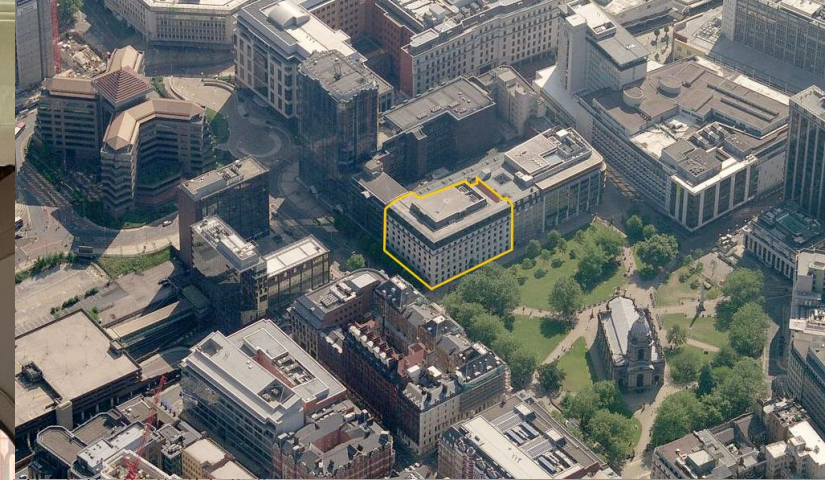
10 Brindleyplace

212,000ft² back to the frame transformation focussed on sustainability, wellness and technology.



Five St Philips Place, Birmingham

Category A fit-out and
roof top extension,
creating 80,000ft² of
efficient, centrally
located, Grade A
office accommodation.



19 Cornwall Street, Birmingham

Back to the frame
redevelopment creating
over 134,000ft² of
exemplar, sustainable,
Grade A office space.



Our impact



£46,990,495

Social return on
investment (SROI)



5,485 weeks

dedicated supporting
people into work and **352**
apprenticeship weeks

Our KPIs include:

- Local labour and local spend
 - 60% within 30 miles and
 - 80% within West Midlands
- A focus on supporting SMEs, micro businesses, and social enterprises
- A commitment to fair and prompt payment and paying the “real” living wage

In addition, our CWM projects support:

- New and sustained Apprenticeships
- New opportunities for NEETs
- New and sustained Training Opportunities
- Work Placements
- Donation of Volunteer Hours to the communities we work in
- Young offenders back to work
- Expert business advice to local VCSEs and SMEs
- An approach focussed on reducing CO₂ emissions

Local commitment to enabling construction careers in Solihull

Kingshurst Village Regeneration

- 48% of workforce lived within 10 miles from site
- 4 local people given full-time employment

Construction Training Hub, Building Lives Academy

- 29 Local Young NEETs participated
- 9 gained employment
- 16 achieved their CSCS Card
- 23 completed Level 1 health & safety training



Interested in becoming a Supply Chain Partner?

We would like to hear from you if:

- You continue to develop and improve ✓
- You have a full and relevant environmental policy ✓
- You are committed to carbon reduction and reporting ✓
- You maintain a fully trained and competent workforce ✓
- You support apprenticeships and social value activities ✓
- You work and engage with SMEs and social enterprises ✓
- You are an active member of the Supply Chain Sustainability School ✓



WILLMOTT DIXON

SINCE 1852



WILLMOTT DIXON

SINCE 1852

Supply Chain enquiry form

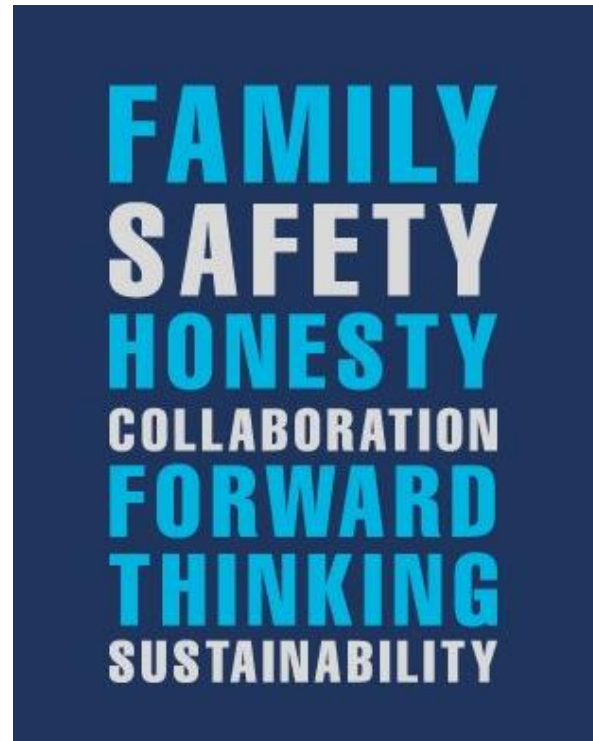
Working with

SpellerMetcalfe
innovation & excellence in construction

Ed Mcdonald

Operations Manager | **Speller Metcalfe Ltd.**

Who are Speller Metcalfe?





About Speller Metcalfe

A people-first company



One of the UK's leading regional contractors



A second-generation family business



Multi award-winning company



Public and private sectors



Non-adversarial approach



Teamwork ethos

About Speller Metcalfe

A people-first company

Turnover:

£160m

Number of staff:

250

Office Locations :

Malvern & Wolverhampton

Divisions:

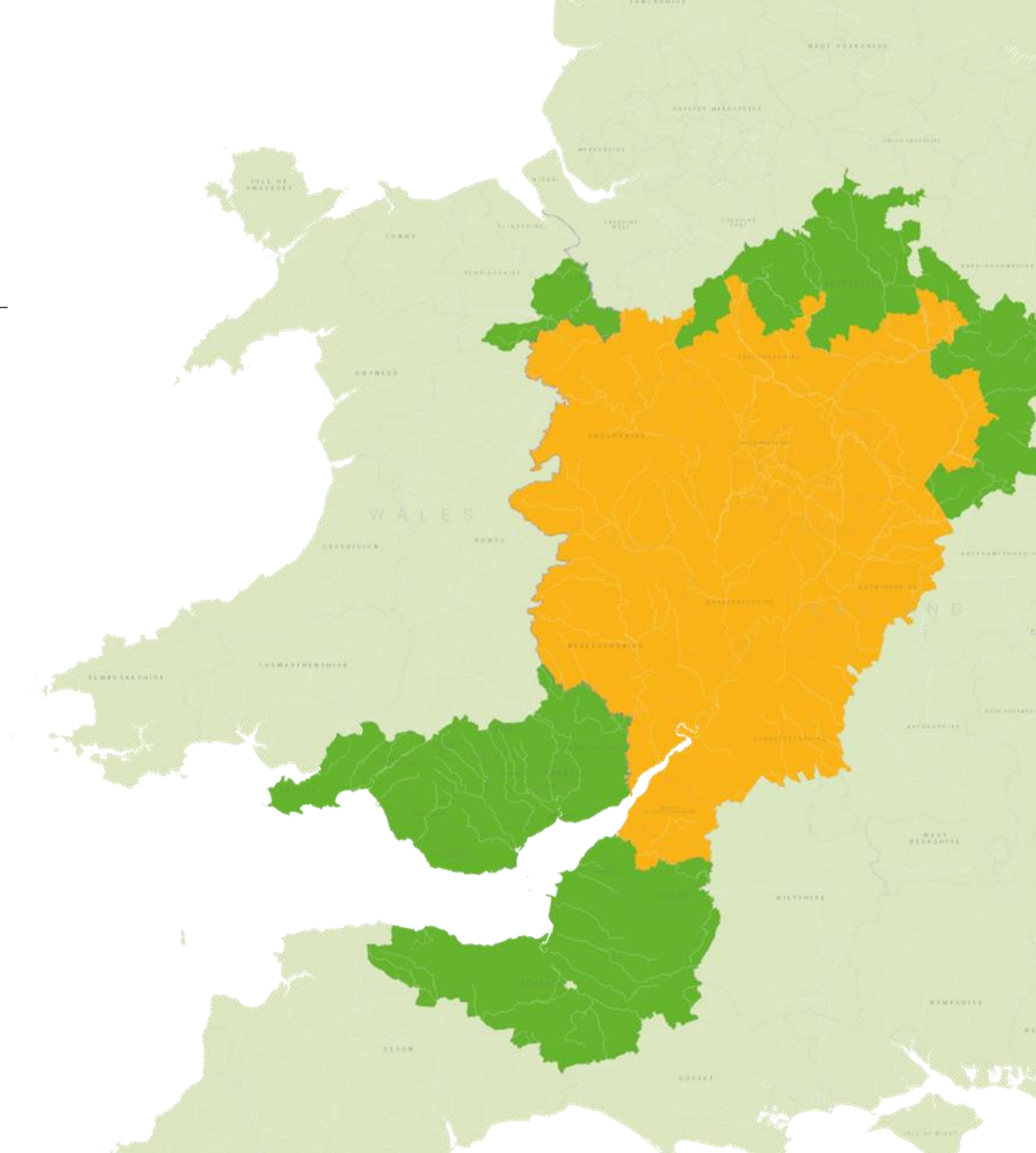
Construction (£3m - £30m)

Small Works (£50k - £3m)

Living (residential)

Geographical coverage:

Midlands and Southwest



Our Sectors



Automotive



Blue Light



Commercial & Industrial



Education



Healthcare



Heritage



Hospitality



Residential



Retail



Sports & Leisure

Our Local Client Base



Working with our Supply Chain

- Our supply chain is a partnership and we invest in them
- Early engagement with our supply chain partners
- People are our most important asset and we are committed to providing a safe, calm and considered environment on site.
- Open communication is fundamental to developing any relationship
- We review and share work across our projects

We aren't perfect:

- Pipeline visibility.
- Automatic feedback on tenders, regardless of the outcome.



What we will expect from you.

- We expect you to make a profit, manage risk and deliver
- Our Cornerstones- Health & Safety, Quality and Programme
- Black Hat supervisor to oversee Work and lead
- Trust, Ownership & Accountability drives success
- Collaborative planning – Reduce risk and make money!
- Continuity and commitment of teams attending site.
- A commitment to support us in winning work.
- Social Value and Sustainability.
- Utilisation of Fieldwire software to manage the quality process



The Process – How to join our supply chain.

- If you are a supplier you will need to get in contact with one of our buyers. Please talk to our team on the stand for more information
- If you are a subcontractor who is not already registered with us, you can register an expression of interest via our website
- Following this you will be sent a PQQ to complete
- If you have Constructionline Silver or above, you will only have to complete a small amount of the form
- You'll need:
 - £2M public liability
 - £5M employers liability
 - Credit check
- Once approved you will be sent enquiries



Pipeline - Local Projects

Live and pipeline schemes across multiple market sectors for Local Authority clients including:

- Sandwell MBC
- Birmingham City Council
- Walsall MBC
- Wolverhampton City Council
- Warwickshire County Council
- Cannock Chase District Council
- Tamworth Borough Council
- Staffordshire Moorlands

Blue light

- West Midlands Police station refurbishment, West Mercia Police and Hereford and Worcester Fire and Rescue



Sandwell College Welding Shed



Sandwell College Education Hub

Local Projects

Works on site and in the pipeline for a number of West Midlands based NHS Trusts including:

- Sandwell and West Birmingham NHS Trust
- Dudley Group NHS Foundation Trust
- University Hospitals Birmingham NHS Foundation Trust

Works for local FE and HE providers including:

- Sandwell College
- Newcastle and Stafford Colleges Group
- Dudley College of Technology



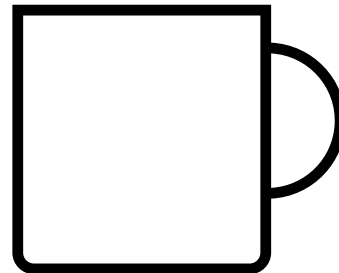
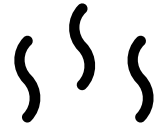
Thank you





Break

Please grab a drink





Sandwell Meet the Buyer Event

26th March 2025

 GallifordTry

Introduction



Mike Deeming
Operations Director



Richard Wilkes
Senior Buyer





David Smith
Buyer

Project Map










Offices

-  West Midlands Office, Solihull

Live Projects

-  2 Colmore Square & Cannon House, Birmingham
-  Mason Hall, University of Birmingham

Preferred Bidder

-  Gaydon Hotel
-  Energy Accelerator Building, University of Birmingham
-  Clinical Skills, University of Birmingham
-  Project Shelby, Birmingham
-  Moseley Baths
-  Hill West Primary School
-  HMP Birmingham
-  Walsall Magistrates Court
-  HMP Hewell

Clients



Social Value

£59.3m

We have delivered a combined Social and Local Economic Value (SLEV) £59,278,784.79

49.30%

Average Social and Local Economic Value (SLEV)

***against Group target of >25% on 60% of projects*

45

Average Considerate Constructors Score of 45 for WM&SW Schemes *against an industry average of 39*

54.35%

Project budget spent with SMEs based within 30 miles of site

*Total invoiced within 30 miles / Total Contract Value * 100*

19,935

Training days delivered

4.8

Average training days per employee

96%

Prompt Payment Invoices paid within 45 days

10.2%

Graduates, Trainees or apprentices

1,500

Students reached via educational activities

22.5%

Women within our workforce

Recent social value events



Kingshurst Community Garden



Horsebox Café



VR Headset Training, HMP Parc



T-Level student site visit

Upcoming Projects



Gaydon Hotel, Warwickshire

Value: £16.5m

Client: Maxeve

Start on site: Q4 2025

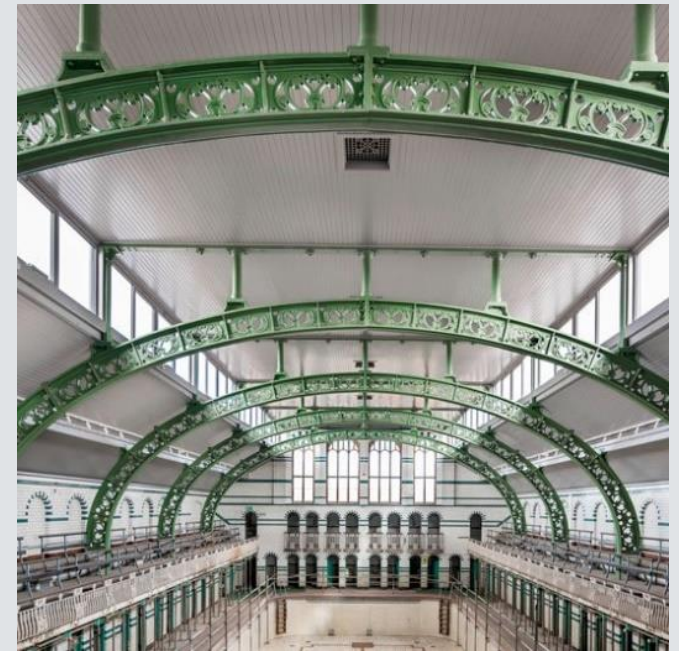


Energy Accelerator Building

Value: £23m

Client: University of Birmingham

Start on site: Q2 2025



Moseley Road Baths

Value: £14m

Client: Birmingham City Council

Start on site: Q2 2025

Upcoming Projects



Hill West School

Value: £13m

Client: Department of Education

Start on site: Q3 2025



Clinical Skills

Value: £20m

Client: University of Birmingham

Start on site: Q2 2025



HMP Birmingham

Value: £30m

Client: MoJ

Start on site: Q3 2025



Framework A

Walsall Magistrates Court - £2.5m

HMP Hewell STW - £3m

HMP Birmingham Vehicle Gate - £2m



Supply Chain Partner

What we look for from a supply chain partners

- Our focus is to work with high quality Supply Chain partners and our overriding approach is to prioritise “local” small and medium sized companies to maximises local spend, employment and the associated wider benefits to the communities in which we work
- We have a mix of either subcontract or supply packages on our schemes and we procure these usually on a job specific basis
- We look to work with partners who have the right capabilities, desire and aptitude with our overriding objective being to have a network of Safe Supply chain partner
- We carry out work to ensure that you have the right capabilities, experience and competencies, including H&S, Financial standing and capacity
- Ultimately you would need to be onboarded onto our Builders Profile accreditation system where broadly speaking Constructionline accreditation is the main requirement.
- Our team is on hand to help you through the prequalification process if necessary

Expressing an interest to get onto our supply chain

- Come to meet us this afternoon
- See details on the final slide including a QR code which we would ask you to access and complete our short questionnaire to help us understand more about you. This is the first stage of our journey

Winning work with Galliford Try

- Engagement is key for us and nurturing relationships is really important
- If your service is one that we wouldn't normally procure then we can point you in the right direction. An example might be working with our MEP partners to supply them. We can let you have details of such organisations and make those introductions
- We will work closely with you so that you understand the tendering process and if necessary help to simplify our processes
- We will work with you to work through any commercial terms
- Members of our Procurement Team are here today so please come to see us

Contact Information

Hayley Shandley, Buyer

✉ hayley.shandley@gallifordtry.co.uk

☎ 07484 036 486

David Smith, Buyer

✉ david.smith@gallifordtry.co.uk

☎ 07936 367 370



Please scan the QR code to complete your details



Meet the Buyer 2025

CWM & Sandwell Council

Interclass

WARD NUGENT
CENTRE



About Interclass

49th
Year

**£ 250k -
15million**



Wombourne,
Wolverhampton



56
Employees

£55m
Turnover



15
Live projects



Who we are



We believe that building strong relationships with our supply chain and community stakeholders is as important as the buildings we create and the legacy we leave behind.

Our vision



To be the contractor of choice for value minded customers and high performing employees.

Our purpose



Proud of our history, we continue to shape the future of our industry by building a company that continues to protect it's community and the environment, to provide for it's people, and to find solutions for a better future of all.

Our sectors



LEISURE



EDUCATION



HEALTHCARE



RESIDENTIAL



RETAIL



COMMERCIAL



HOSPITALITY



INDUSTRIAL



HERITAGE



BLUE LIGHT

**WHY
WORK
WITH US?**

**Financial
strength**



**Simplified
process**



**Quick
payments**



**Local
projects**



**Pipeline and
reputation**



**Regular
feedback**



What are we looking for?



Reliability



Long-term partnerships



High standards of safety & quality



Honesty & transparency



Collaboration

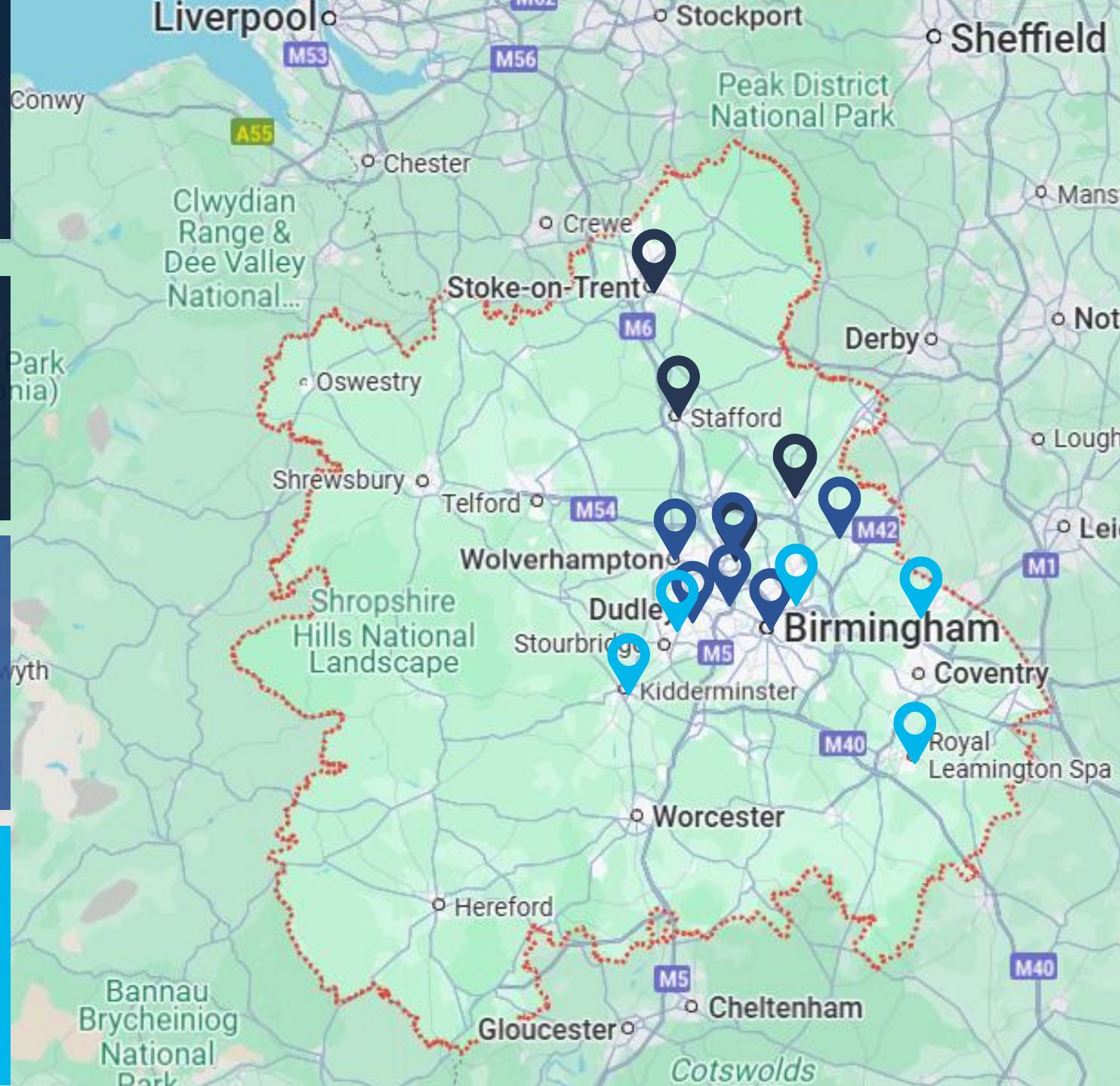


Compliance & financial stability

Our clients



Live projects



- Harplands Hospital, Stoke-On-Trent £14m
- Omicron, Stafford £6m
- Hawthorn House, Lichfield £6m
- The Guildhall, Walsall £3m

- Walsall Manor Hospital £5m
- New Cross Hospital, Wolverhampton £15m
- Coppice & Langley School, Sutton Coldfield £5.5m
- Pens Meadow SEN School, Dudley £15m
- West Bromwich Indoor Markets £3m
- Dame Ellen Pinsent School, Birmingham £750k

- Deacon Products, Brierley Hill £1m
- James Memorial Homes £1.8m
- Alexander Stadium £3.5m
- Kidderminster Hospital £3m
- Thwaites Dumpers, Leamington Spa £12m

Approach to Social Value

**Initial
stakeholder
meeting**



**Key focus
areas**



**Collective
effort**



**Outcomes
and impact**

Key Focus Areas



**Work
experience and
placements**



**Apprentices
and local job
opportunities**



**Site visits,
talks and
presentations**



**Sponsorship &
donations**



**Community
projects**

Firstly can I express our sincere thanks for all the help and assistance that you and your company have given to Cubbington to enable us to build our new centre. It is now in a position where we can officially open it. As a major contributor to this venture we would love to see you there. Our grateful thanks once again.

Cubbington Parish Council





45/45

**NATIONAL
SITE AWARDS
2025**

**CONSIDERATE
CONSTRUCTORS
SCHEME**



Thank you so much for the tour today it was extremely interesting. On behalf of my team, a big sincere thank you for the time and details that you gave to us. Very interesting to learn something about an industry I knew nothing about.

Chairman of Cubbington Parish Council

On behalf of the Young adults at Pens Meadow Post 14 Site, we would like to express our thanks and gratitude for your hard work and support during our Work-Related Learning Day. Your contribution has brought invaluable new learning and development experiences in addition to developing new interests in our young adults.

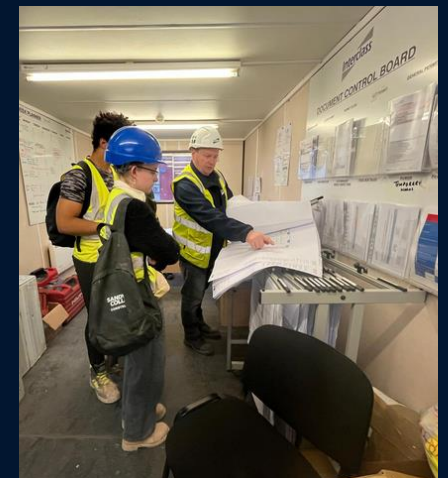
Assistant Headteacher





It is refreshing for a construction company to fully value how vital a learning environment is, to the school and its children, despite the external pressures you face. It is evident your values are included in your decision making. Your focus to meet deadlines and work with school is greatly received and appreciated. The children are engrossed with the activity on the playground and your team are very accommodating of their interest"

Headteacher, Minworth Infant & Junior School



BLACK COUNTRY CHAMBER BUSINESS AWARDS 2024



Courage
Integrity
Collaboration



#BCCCL



Neurodiversity in Construction Training Programme

Fully Funded Training

Interclass, with support from the CITB Industry Impact Fund, has developed a bespoke neurodiversity training programme for the construction industry to help people and organisations understand how best to support neurodivergent individuals.

The programme is divided into two parts: self-paced eLearning courses and interactive in-person and virtual training sessions led by expert facilitators.

Delivered in partnership with:




Available to anyone working in construction!



Neurodiversity in Construction Training Programme

14 e-Learning modules are available now through the Supply Chain Sustainability School. Modules include:

- Introduction to Neurodiversity
- Dyslexia, Dyspraxia, Dyscalculia, Dysgraphia
- ADHD
- Autism
- Tics and Tourette Syndrome
- Mental Health
- Required Neurodivergence
- Supporting Colleagues and Allyship
- How to Have the Conversation
- Reasonable Adjustments
- Communication Techniques and Strategies
- Performance Management
- Creating a Neurodiverse Culture
- Recruitment

SUPPLY CHAIN SUSTAINABILITY



Scan here to access e-Learning





Mental Health First Aider®

MHFA England



Lighthouse Construction Industry Charity




REACH AWARDS 2023

In partnership with Interclass



Web Page

enquiries@interclass.co.uk



LinkedIn

Interclass
messages



Employees

Contact employees
directly

Reach out to us or
come say hello to
discuss
opportunities to
work together



Ryan McAllister
Commercial Manager
ryanm@interclass.co.uk



Des O'Neill
Managing Director
deso@interclass.co.uk



Sara Barnes
Pre-Con & Marketing
sarab@interclass.co.uk



Laura Smith
Quantity Surveyor
lauras@interclass.co.uk



Stuart Cutler
Senior Quantity Surveyor
stuartc@interclass.co.uk

We look forward
to working with you





TOMLINSON
Est. 1892



Chris Reynolds

Shanara Begum

Procurement SMBC





SMBC – Procurement



- Who are we?
 - Team of 22 handling Corporate Procurement, Construction, Adult Social Care and Public Health
- What do we do?
 - Support the Services areas with under £100K opportunities and manage all above £100K
- How do we do it?
 - E-procurement, Frameworks and Subject Matter Experts
- What spend do we cover?
 - Circa £500M
- What are our Goals?
 - VFM, Quality, Social Value

We are here to support SMBC, the Residents and Local Suppliers (wherever possible)





So ...you want to find opportunities with the Public Sector?

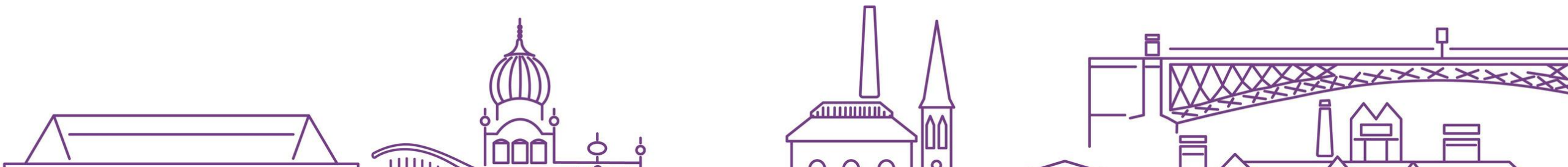




Signposting to public sector opportunities...



- **Regenerating Sandwell** www.regeneratingsandwell.co.uk
- **CONTRACTS FINDER:** <https://www.gov.uk/contracts-finder>
- **Central Digital Platform** <https://www.sign-in.service.gov.uk/getting-started> (New access point)
- **FIND A TENDER:** <https://www.gov.uk/find-tender>
- **FIND IT IN....** <https://www.finditintheblackcountry.co.uk/> & <https://www.finditinbirmingham.com/>
- **E- TENDER PORTALS**
Numerous available but examples are below but all link through to Contracts Finder
 - Sandwell INTEND Reg: <https://in-tendhost.co.uk/sandwellmbc.aspx/Registration>
 - INTEND: Local Councils - Sandwell/Dudley/Walsall/Birmingham
 - BRAVO SOLUTIONS: NHS, HS2, Network Rail, Wolverhampton University
 - PRO-CONTRACT: Wolverhampton City Council
 - DELTA Various contracting authorities across the UK





Procurement Act 2023



- Registration on **Central Digital Platform**
- Simplified procedures – 2 options of tenders **Open** or **Competitive Flexible** – simplified bidding process and easier to engage with Public Sector contracts
- **Dynamic Markets** – suppliers can join at any time, allows for continuous competition
- Greater **Transparency** and **Feedback** – requirement of authorities provide consistent feedback on bids
- **What value is PA 23 to you?**
 - Removes barriers to entry, supports the needs of SME and simplified access to Public Sector Contracts



Procurement Act 2023





Frameworks



- Frameworks are a compliant and quick route to market
- They are a “CLOSED basket” of suppliers i.e. once they award they don’t add new suppliers (but can remove suppliers)
- Commonly run for periods of 4 years
- There are multiple across the UK including the (currently operating under PCR 2015)
 - Governments Crown Commercial Services (CCS),
 - G cloud (for IT Related)
 - NHS SBS and NHS Supply Chain
 - Numerous Procurement consortiums such as ESPO and YPO

Just put “public sector frameworks” into google and take a look!





Dynamic Markets



- **Dynamic Markets previously known as DPS (under PCR 2015) streamline the procurement process, making it easier for suppliers to participate in competitions**
- **They are very similar to Frameworks but are an “OPEN basket” of suppliers i.e. once they award the contracting authority does allow additional suppliers to undergo the same evaluation process and if successful, they are awarded a place**
- **Can be useful for services such as ICT, Construction and Healthcare Supplies**
- **Suppliers need to register on the Central Digital Platform, apply and meet conditions of membership to join a dynamic market**
- **Dynamic Markets can be found via the following:**
 - Contracts Finder
 - Find a Tender
 - Sector Specific platforms like NHS Supply Chain or Constructionline





Using the portals for opportunities

- Contracts Finder and Central Digital Platform are FREE to use (you should never pay to access opportunities)
- You can search for opportunities to directly bid (or quote dependent on the level of spend)
- You can also use them to look at who has been awarded contracts and consider if you want to approach a winner to seek out sub-contract opportunities. (if allowed in the contract award)





What to do next?



- Register on the sites mentioned on the previous slides but particularly contracts finder and Find a Tender
- You can request alerts based on your area of interest i.e. cleaning, waste, training, marketing, catering etc
We refer to these as your categories i.e what type of goods/services/works do you offer - you may have multiple so you can choose these
- All e-tender portals are managed by third parties who are paid to support you on registering so if you are unsure reach out to them for guidance
- Look out for events where you can network
- Look out for events on writing your bid (One is provided this afternoon) If you are a member of a business group they may provide free. Market engagements are important for supplies to contribute and improve processes.





Some considerations when bidding

- If you are interested in an opportunity register, download the documents and really read them before deciding to bid.
- You can ask clarification questions – they are welcomed! (but read the guidance, specification and evaluation questions first).
- If you know you can provide the scope and scale of the requirement then consider offering a tender (or quotation dependent on spend level). Responses will form part of the contract so must be correct.
- Don't copy and paste responses, consider the specific client ask (it's not uncommon to see another organisations name in a bid!). **BEWARE OF AI RESPONSES!** – Do you want the same answer as a competitor?
- Get someone to proofread, if possible, just to sense check it and ensure all supplied documentation is reviewed.
- If it's too big for you to bid, then look out for an opportunity further down the line to support the winning bidder (this is between you and the winner so you would need to reach out to them).





We look forward to your future bids
Good Luck!



What's next...?

- Break for lunch...
- During lunch you can book 2 buyer sessions per person at the registration desk
- Visit all exhibitors and see how they can support your business
- Network and make new contacts
- Enjoy the food 😊

All attendees will be sent copies of the slides – including full details of the exhibitors and their offer

Morgan Sindall	
Time slot	Company
13.00 - 13.10	
13.10 - 13.20	
13.20 - 13.30	
13.30 - 13.40	
13.40 - 13.50	
13.50 - 14.00	
COFFEE	
14.10 - 14.20	
14.20 - 14.30	
14.30 - 14.40	
14.40 - 14.50	
14.50 - 15.00	

Example of the
booking
sheets

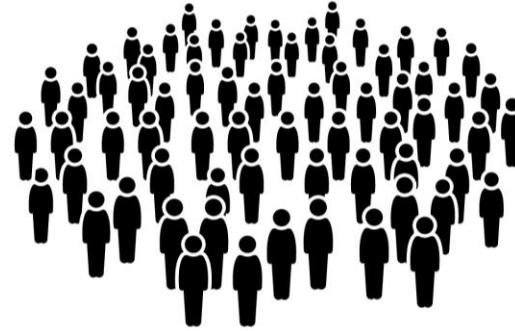




We understand the challenges faced by people with ME/CFS and Long Covid.

We can help businesses and individuals with advice and support about employment issues regarding ME/CFS and Long Covid

Contact: Jim Morrison
jim.Morrison@meassociation.org.uk
www.meassociation.org.uk



There are over
1.2 million
people in the UK
with ME/CFS and Long Covid

Cost on UK GDP is
£1.5 billion
(Cambridge Econometrics report 2024)



Any Questions?



business_growth@sandwell.gov.uk

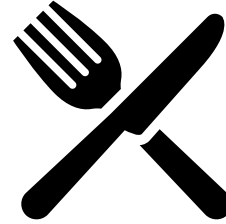
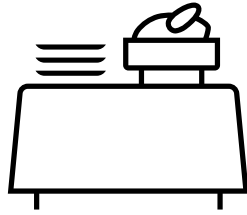


Easter Egg Appeal 2025

- Help bring joy to children this Easter by donating to the Easter Egg Appeal
- We're collecting Easter eggs to support The Children's Trust, for vulnerable and young people
- Every donation makes a difference, bringing smiles and happiness to those who need it
- Whether it's a chocolate egg, a cuddly bunny, or arts and crafts, every donation will make a difference
- **To be delivered by Friday 4th April at Wellman Building, Oldbury, B69 3DL**



Lunch





Buyer Conversations



10:00