

# London 2012 Games sector briefing

## general briefing

December 2009

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# Advantage West Midlands

## London 2012 Games

### General Business Briefing - December 2009

#### **Key Statistics**

2012 Olympic Games: 27 July – 12 August 2012

2012 Paralympic Games: 29 August - 9 September 2012

26 Olympic sports in 34 venues

20 Paralympic sports in 21 venues

10,500 Olympic athletes and 4,200 Paralympic athletes

20,000 press and media

Over 9 million tickets

4 Billion television audience

#### **Key Organisations**

LOCOG: London Organising Committee of the Olympic and Paralympic Games

ODA: Olympics Delivery Authority

LDA: London Development Agency

IOC: International Olympic Committee

## 2012 Business Update

### Forthcoming Events and Announcements

- The next free Business Link 2012 Business Opportunity workshops will be held on the 15<sup>th</sup> and 26<sup>th</sup> January 2010. 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:
  - 15<sup>th</sup> January – Black Country – Contact Chris Bate at [events@blackcountrychamber.co.uk](mailto:events@blackcountrychamber.co.uk) (Tel: 0845 872 4256)
  - 26<sup>th</sup> January - Shropshire – Contact Chris Jones at [c.jones@shropshire-chamber.co.uk](mailto:c.jones@shropshire-chamber.co.uk) (Tel: 01952 208 200)
- 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

- On 13 November 09 The West Midlands Leadership Group for the 2012 Games welcomed Paul Deighton, Chief Executive of LOCOG, to the region. Paul joined key representatives of the Leadership Group to visit a number of 2012 inspired projects and programmes, representing the West Midlands key themes of Business, Sport, Volunteering, Tourism and Culture. Paul commented: "The West Midlands is making great headway in seeking opportunities from the 2012 Games. Success breeds success and I urge everyone to keep up the momentum."
- Birmingham Council cabinet members have reportedly agreed to contribute £250,000 to the national World Cup marketing campaign for the English bid, but only if Birmingham's request to be a host city is accepted by the footballing authorities. The Birmingham Post reports that research by the FA, commissioned from

accountants PricewaterhouseCoopers indicates that the Birmingham economy would benefit by £150 million if World Cup group matches were played in the city. This figure would be set against the £15 million fee payable to FIFA as a World Cup host city.

- UKTI is organising a West Midlands outward mission to Brazil from 27-02-10 to 05-03-10. Participating companies will be able to meet potential customers and explore the potential marketplace in Brazil arising from the country's development and major projects which include the 2014 World Cup and 2016 Olympics. For further information please contact Alastair McTavish at [alastairm@shropshireinternational.co.uk](mailto:alastairm@shropshireinternational.co.uk).
- Advantage West Midlands (AWM) has confirmed its support for the West Midlands Culture Programme with an investment of £1.28m over 3 years. The funding will support the People Dancing programme which is also funded by Legacy Trust UK and Arts Council England; Film Nation one of London 2012's major projects which is part of the official Cultural Olympiad; Open Weekend activity in the region over the next three years and the regions plans for the Torch Relays. To find out how you or your organisation can get involved contact Paul Kaynes West Midlands Creative Programmer on email [paul.kaynes@artscouncil.org.uk](mailto:paul.kaynes@artscouncil.org.uk).
- Representatives from the English Institute of Sport (EIS) were among over 300 delegates who attended UK Sport's World Class Performance Conference at the Belfry in Warwickshire during November. The theme of this year's conference, formerly known as the World Class Coaching Conference, was 'teamship', with a mix of presentations, debates and keynote speeches examining the critical relationship between team culture and performance.
- New Delhi staging the 2010 Commonwealth Games will help India strengthen its trade links with other countries, including Britain, it was claimed during a reception in Birmingham to greet the Queen's Baton Relay. Birmingham City Council Leader Mike Whitby said the city was committed to fostering trade with India at an event attended by officials of the Commonwealth Business Club India (CBCI) and Federation of Indian Chambers of Commerce and Industry (FICCI).
- Thousands of new recruits will be brought into the guarding sector in time for the 2012 Olympic and Paralympic Games. The Bridging The Gap initiative has been developed jointly by Worcester-based British Security Industry Association (BSIA), Skills for Security, Bucks New University and North Hertfordshire Further Education College and funded by the Home Office, the Department of Business, Innovation and Skills and London 2012. The initiative has already been awarded the London 2012

'Inspire Mark', which recognises innovative and exceptional projects directly inspired by the Olympics and Paralympics.

- A festival of sport is aimed at using the Olympics and Paralympics to inspire children in Coventry to do more sport. The festival is a three year scheme aimed at giving children aged 11 and 12 in year seven of secondary school chance to try out Olympic and Paralympic sport in a series of five day events. The scheme, funded by NHS Coventry and run by the Coventry and Warwickshire Partnership for the 2012 Games, aims to reach 15,000 children. The sports planned include basketball, handball, volleyball, wheelchair basketball and dance.

## London 2012 News

- Figures from the London 2012 Quarterly Economic Report show a small rise in the Anticipated Final Cost (AFC) of the construction programme being delivered by the ODA – up by £7m to £7.241bn during the last quarter, equivalent to an increase of less than 0.1 per cent. But no contingency has had to be released to cover these potential increases as it is anticipated that they will be covered by savings made in other parts of the building programme. The majority (£1.27bn) of contingency remains unreleased and the ODA continues to make good progress in preparing the venues and infrastructure in the Olympic Park, with construction on all major venues underway. [Click here](#) to access the report on the DCMS website.
- The IOC Coordination Commission (CoCom) are 'very positive' about the progress being made on the London 2012 Games after their latest visit to London. IOC Coordination Commission Chairman Denis Oswald said: 'Once again, we have had very productive meetings with our partners at London 2012 and we are very positive about the progress that they are making in preparing for the Games'. The CoCom visits take place twice a year.
- Britain's leading student athletes will be the first to use the 80,000-seat Olympic stadium in a rehearsal for the 2012 Games. The Standard has reported that the British students' annual track and field championships will take place in May 2012 as the "test event" for the main stadium. The highlight of the higher education sports calendar, the three-day British Universities and Colleges Sports (BUCS) championships typically features top athletes from 90 colleges and universities.
- London Mayor Boris Johnson is reportedly scheduled to meet IOC President Jacques Rogge to discuss the possibility of VIPs using public transport. The London

transport system is currently undergoing huge investment ahead of the Games with one of the key features being the high-speed Javelin rail shuttle that will go from St. Pancras International to Stratford International station.

- The London 2012 Main Press Centre (MPC) is taking shape alongside the International Broadcast Centre (IBC). Constructed by West Midlands-based Carillion, the IBC/MPC will have facilities for around 20,000 broadcasters, photographers and journalists during the Games. After 2012 the facilities will create a sustainable business space with the potential to generate thousands of new jobs.
- CompeteFor, the online business 'dating agency', continues to grow. Over 4,000 contract opportunities have now been published on CompeteFor since it started in January 2008. Originally developed to open up contracts from London 2012, CompeteFor has been recognised as an effective way to increase competition and open up procurement by the wider public sector and business organisations. London 2012 organisers have announced that some £1.7 billion worth of Olympic-related contracts are still up for grabs, which will generate thousands of additional business opportunities throughout the supply chains.
- Gerry Walsh, LOCOG's Procurement Director, has set out the eight priority areas where LOCOG will be purchasing goods and services in the run-up to London 2012. The eight sectors are: Artists & Performances / Events, Security, Services, Soft Facilities Management, Sports Equipment, Technology, Transport/Logistics, Venues/Hard Facilities Management.
- The wave-shaped London 2012 Aquatics Centre roof has been successfully lifted and lowered into place, completing one of the most complex engineering and construction challenges of the Olympic Park 'big build'. The 160m long roof of the Zaha Hadid designed Aquatics Centre, weighing over 3000 tonnes and resting on three concrete supports, will be the gateway to the Olympic Park. In legacy the venue will provide two 50m swimming pools, diving pool and dry diving area for community and elite use.
- In the second of its themed investments to boost participation levels in the run-up to 2012, Sport England has announced a new £10m National Lottery funding pot to encourage 'Active Women' – a major drive to get more women from disadvantaged communities, and women caring for children, playing sport. The first round was unveiled in March this year and provided a £10m investment fund to create sporting opportunities for people in rural areas.

- Ticket sales for the 2012 London Olympics and Paralympics are expected to generate around £400 million, London organising committee chief executive Paul Deighton has said. Around nine million tickets will go on sale in 2011. "We will be very focused over the next 12 months on getting our ticketing strategy right, priced well enough to meet our revenue targets with lots of opportunity to make them affordable and accessible for people who don't have the deepest of pockets," said Deighton.
- London will host the 2011 international SportAccord Convention, bringing together more than 1,500 of the world's top sporting officials and business people from more than 60 countries to attend the six-day event. The six-day SportAccord Convention will be attended by the top officials from the Olympic and non-Olympic International Federations of sport, the International Olympic Committee (IOC) Executive Board, rights holders of major sports events, media, sponsors and other commercial businesses in the global sports industry.
- The South African team will be based in Twickenham for their pre-Olympic training camps ahead of the 2012 Games in London. The South African Sports Confederation and Olympic Committee (Sascoc) put together a task team in July which decided the athletes would be based at St Mary's University College and the Lensbury Club, and will also make use of sports clubs in the area.
- More than a million children in the Middle East will get free sports lessons as part of the London 2012 charity mission. International Inspiration aims to deliver on a pledge in the Olympic bid to use the 2012 Games to create a sports legacy in the UK and beyond. Operated by children's charity Unicef, the project has been piloted in five countries including Brazil and Azerbaijan. Games chiefs aim to extend it to 20 countries by 2012, helping about 12 million children.
- UKTI and the Department of Business Innovation & Skills hosted a Business Summit on 04 November, promoting the opportunities and benefits arising from London 2012, together with other major sporting events such as the 2014 Commonwealth Games and FIFA World Cup in Brazil 2014. [Click Here](#) for further information on the summit and to download the presentations.

## Other Major Sports Projects

- Glasgow 2014 Commonwealth Games procurement activity has risen sharply during November with a large number of contract opportunities being published on the

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Commonwealth Games Business Portal. These opportunities are not currently published on CompeteFor, so potential suppliers will need to register separately on the 2014 system. [Click here](#) to view the current opportunities and to find the registration system for Glasgow 2014.

- Representatives of countries which are bidding to host the 2018 and 2022 World Cup tournaments have begun arriving in SA ahead of the Soccerex 2009 Conference and the 2010 Final Draw. England, Russia, joint bidders Netherlands and Belgium and Spain and Portugal, the US, Australia, Japan, Indonesia, Qatar and South Korea are all using the event as an important platform to outline their strategies. The 24 members of the FIFA executive committee will vote on the hosts of both tournaments in December 2010.
- Russian city Sochi, the host of the Winter Olympic Games in 2014, will stage the 2012 Peace and Sport International Forum. Peace and Sport (L'Organisation pour la Paix par le Sport) is the international initiative supported by governments, world sport governing bodies, international organisations, major international private companies and international sports champions to promote peace through the medium of sport.
- The cost of staging the 2014 Commonwealth Games in Glasgow is set to rise from the original budget of £373m to more than £450m. The lion's share of the money is expected to come from the Scottish government and Glasgow City Council and at least some will be used to broadcast the event on high definition TV.
- Following its third visit to Singapore to inspect the city ahead of the 1st Summer Youth Olympic Games in 2010, the IOC Coordination Commission said that Singapore 2010 is well on track and strongly on schedule with its preparations. The sports program has been finalized with the International Federations and the session-by-session competition schedule is close to completion, enabling the launch of ticket sales shortly.
- The Football Association chairman Lord Triesman has streamlined the 2018 World Cup bid team and brought in two of football's key powerbrokers. The new board, which has been trimmed from 12 to seven, will include former Football Association chairman Geoff Thompson, while David Dein, the former vice-chairman of Arsenal, will have a roving diplomat role. David Gill, Karen Brady, Gerry Sutcliffe, Sir Keith Mills, Sir Martin Sorrell and Simon Johnson will step down to form an advisory panel.
- India has doubled its budget to organise the Commonwealth Games in New Delhi next year. The government revised the budget to \$344 million, a significant increase

from the previous \$163 million. "It has been felt important to increase the amount because of the inclusion of new items that are essential for the successful delivery of the Games that were not provided in the initial budget," the country's Information & Broadcasting Minister Ambika Soni told reporters.

- Brazil's president Lula and prime minister Gordon Brown have signed an inter-government agreement which aims to build on the opportunities presented by London's hosting of the 2012 Games and Rio de Janeiro's new status as hosts of the 2016 Games. The agreement will enable the UK and Brazil to share knowledge and experience arising from the two Games projects.
- Scotland's Sports Minister Shona Robison MSP and Louise Martin CBE, Chair of sportscotland, have announced £5.5 million of investment in sports facilities for Tayside and Fife as part of the Government's drive to increase participation, improve performance and deliver a lasting legacy from the 2014 Commonwealth Games in Glasgow. Three of the region's towns and cities are set to benefit with Dundee, Glenrothes and Kirkcaldy all receiving funding from sportscotland's Sports Facilities Fund to create new leisure centres each with a competition standard swimming pool as the centrepiece of the project.
- Less than a month after Rio de Janeiro's election as the host of the 2016 Olympic Games, a delegation from the IOC paid the new host city a visit, as it continues to lay the groundwork for successful Games. Led by the IOC's Olympic Games Executive Director, Gilbert Felli, the delegation shared with the Rio 2016 Organising Committee and its local partners some of the best practices from previous Games and laid out the framework of partnership that will guide preparations for the next seven years.

## Sponsor Activity

- Pharmaceutical giant GlaxoSmithKline (GSK) has been signed up as the latest London 2012 Tier 3 partner. As 'Official Laboratory Services' supplier GSK will provide facilities and equipment to enable King's College London to operate a World Anti-Doping Agency (WADA) accredited satellite laboratory at Games-time. Thousands of samples will be analysed throughout the Olympic Games and Paralympic Games and the laboratory will reportedly be in operation 24 hours a day.
- BMW has signed up to become the official automotive partner of the London 2012 Olympics. The German carmaker is the 24th sponsor of the Games and its sixth

sustainability partner. The top-tier sponsorship deal will see the company provide 4,000 vehicles – BMW and Mini cars, and BMW bicycles and motorcycles – to athletes, officials and staff at the event. A proportion of the fleet will reportedly be wheelchair-accessible and BMW will convert a number of vehicles for use by disabled drivers and passengers.

- Panasonic has created a pigeon eight times bigger than normal as part of a campaign to promote its new Lumiz ZX-1 digital camera. Along with the giant pigeon, the campaign has commissioned models of a postbox, a coffee cup, a traffic cone and a conker, placing them in busy areas of London, Edinburgh, Manchester, Leeds, Bristol and Birmingham. People are invited to upload their pictures of the giant sculptures to a Facebook group, for a chance to win a trip to the 2010 Vancouver Olympic Winter Games.
- Worldwide TOP Partner Visa has announced the launch of its global Olympic marketing campaign for the Vancouver 2010 Olympic Winter Games. The global campaign, entitled GO WORLD, celebrates athleticism and human triumph through unique athlete stories. To see the campaign go to [www.visa.com/goworld](http://www.visa.com/goworld). The announcement of the launch follows the recent extension of Visa's Olympic Games sponsorship through to 2020.
- Coca-Cola is one of the top-tier sponsors of Vancouver 2010. During the Games it aims to have an extensive presence with a corporate HQ stationed at Granville Island Hotel. The Coca-Cola Happiness House will be a live site, open to the public as well as corporates. It will be based in David Lam Park in Vancouver and will encourage visitors and guests to be social, spontaneous and engaged in the Games. Coca-Cola will also have a retail presence, Happiness Cafe, which will be located in the HBC Superstore in the Downtown Bay.

## Collateral Projects

- The London Thames Gateway Development Corporation's (LTGDC) ambition to locate a world class sustainability research institute in east London has moved a step closer with the appointment of a design team. The £8.5m research centre will be based at LTGDC's London Sustainable Industries Park (London SIP) at Dagenham Dock. Over 50 teams originally bid for the commission and after shortlisting, the team comprising Edward Cullinan Architects, Ramboll UK (Structural Engineer), Hoare Lea (Services and Sustainability) and Whitelaw Turkington (Landscape and Ecology) has been selected.

## Current Supplier Listings – CompeteFor Registrations

As at 1<sup>st</sup> December there are 3,743 West Midlands companies and other organisations (an increase of 203 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 46,431 (an increase of 2,631 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 November:

Publication Date	Title	Client
24/11/2009	Arts Project Consultant	ODA
02/11/2009	OJEU - Integrated TDM Marketing and Communications Campaign Delivery Procurement	ODA

### LOCOG tenders issued during November:

Publication Date	Title	Client
30/11/2009	Archery Targets Package	LOCOG
20/11/2009	Gymnastics Equipment & Trampolines	LOCOG
19/11/2009	The supply and installation of workstations for an integration lab	LOCOG

02/11/2009	Bus and Coach service leases (vehicles to be supplied with drivers)	LOCOG
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**2012-specific tenders plus a selection of collateral project requirements, issued by other parties during November:**

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>
01/12/2009	Corporate electronic leisure management system	Lee Valley Regional Park Authority
30/11/2009	Playbuilder (Phase 2) - Destination Parks	Royal Borough of Kingston upon Thames
27/11/2009	External works hard and soft landscaping	Athletes Village - Bovis Lend Lease
27/11/2009	Final builders clean	Athletes Village - Bovis Lend Lease
26/11/2009	Localised River Dredging of Waterworks River (Stratford)	BAM Nuttall Ltd
26/11/2009	Crossrail Station Tunnels C500 and C510 OJEU Ref. 2009/S 216-312074	Crossrail Ltd
26/11/2009	Supplier of Light Fittings	Electrical Installations Services Limited
24/11/2009	Barnet Copthall stadium management services	London Borough of Barnet
23/11/2009	Maintenance of C3i Videowalls, DVRS and Audio Visual Equipment	Metropolitan Police
20/11/2009	LOT 5 - Metal Gallery Panel	BAM Nuttall Ltd

19/11/2009	Road Signage	Balfour Beatty Group Limited
19/11/2009	LOT 2 - Brick Cleaning InSitu	BAM Nuttall Ltd
18/11/2009	Building Construction Work	Paddington Churches Housing Association
17/11/2009	Car Park Cash Collection	Westfield Shoppingtowns Ltd
16/11/2009	Crossrail Filming Partner OJEU ref: 2009/S 215-310281	Crossrail Ltd
16/11/2009	Painting and Decorations	Sir Robert McAlpine Ltd
16/11/2009	Statutory Signage	Sir Robert McAlpine Ltd
16/11/2009	Bridge Steelwork - Landbridge L01	Skanska Civil Engineering
16/11/2009	Steelwork - Pedestrian Bridge E13	Skanska Civil Engineering
12/11/2009	West End LIVE -Sponsorship, Event Development and Commercial Partnerships	City of Westminster Council
12/11/2009	Hire of Buses	E&HCT
11/11/2009	Pre Cast Concrete	Lagan Construction Ltd
10/11/2009	Catering services	McNicholas Construction Services Ltd
09/11/2009	Demolition for U01	Skanska Civil Engineering
09/11/2009	Legible London Wayfinding Consultancy Services	Transport for London

06/11/2009	10027 - Olympic Park Highways Manager - CE0092 - Borehole Rehabilitation	VolkerHighways
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**Contracts awarded during November:**

<b>Title</b>	<b>Client</b>	<b>Award Announced</b>	<b>Winner</b>
Sub-consultants to support planning applications	LOCOG	30/11/2009	Land Use Consultants, Scott Wilson Ltd, Colin Buchanan, RPS Planning & Development, Ove Arup & Partners, Halcrow Group Ltd, Entec UK Ltd, Museum of London
C10090 Greenway (Soft Landscaping)	VolkerFitzpatrick	27/11/2009	Turney Landscapes
C10090 Greenway (Fencing)	VolkerFitzpatrick	27/11/2009	Littlewood Fencing Ltd
C10090 Greenway (Asphalt Surfacing)	VolkerFitzpatrick	27/11/2009	Toppesfield Ltd
C10090 Greenway (Concrete Paving)	VolkerFitzpatrick	27/11/2009	Fortel
C10090 Greenway (Street Furniture)	VolkerFitzpatrick	27/11/2009	P. Woulfe
C10090 Greenway (Signs)	VolkerFitzpatrick	27/11/2009	John Anthony Signs Limited
C10090 Greenway (Street Lighting)	VolkerFitzpatrick	27/11/2009	Volkerhighways Ltd
North & South Entrance Plaza Gantries - 2nd Issue	VolkerFitzpatrick Ltd	27/11/2009	Briton Fabrications Limited

10027 - Olympic Park Highways Manager - CE0092 - Borehole Rehabilitation	VolkerHighways	26/11/2009	G. Stow PLC
Business Continuity & Crisis Management Consultancy	ODA	26/11/2009	Adtapt Ltd
Barnet Copthall stadium management services	London Borough of Barnet	24/11/2009	Greenwich Leisure Ltd
GLA Group Procurement Shared Services Consultancy Support	TFL in support of GLA	23/11/2009	PricewaterhouseCoopers LLP
Structures, Bridges and Highways - Supply and Installation of Architectural Parapets	Balfour Beatty Group Limited	19/11/2009	Littlehampton Welding
Bridge H23 - Services Diversion (Gas, Water and Electric)	Balfour Beatty	19/11/2009	Barhale Construction
Bridge H23 Angel Lane Tank Inspection	Balfour Beatty Group	19/11/2009	Lanes Group
Internal CCTV survey for the Stainless Steel Ducting - Bridge H23	Balfour Beatty	19/11/2009	Lanes Group
Lot 2 - Ironworks	BAM Nuttall Ltd	19/11/2009	Burdens
Lot 2 - Kerbs	BAM Nuttall Ltd	19/11/2009	Marshalls Plc
Lot 2 - Gullies	BAM Nuttall Ltd	19/11/2009	Burdens
LOT 2 - Traffic Management	BAM Nuttall Ltd	19/11/2009	Volker Crowley
Structural Earth Bonding	Balfour Beatty Group Ltd	19/11/2009	Balfour Beatty Rail
Site Progress Photography	Balfour Beatty Group	19/11/2009	Absolute Photography

Bridge H23 - Welder for Stainless Steel Ducts	Balfour Beatty Group	19/11/2009	Pipeweld International
Scaffolding Material requirements	Balfour Beatty Group	19/11/2009	Trad Scaffolding Company Limited
Office Furniture	Balfour Beatty Group	19/11/2009	Dale Office Interiors
ODA Roads and Bridges Lots 3 and 4 - Cleaning	Balfour Beatty	19/11/2009	Arveys Catering
ODA Roads and Bridges Lots 3 and 4 - Security	Balfour Beatty	19/11/2009	Stag Security
Direction-finding equipment	OFCOM	17/11/2009	Rhode & Schwarz UK Ltd
LIFTS SUPPLY & INSTALLATION - OLYMPIC HANDBALL ARENA	Buckingham Group Contracting Limited	11/11/2009	KONE plc
Venue Requirement for ODA Safety, Health and Environment (SHE) Awards 2010	ODA	11/11/2009	Troxy
ODA Health and Safety Drama Workshops in Schools	ODA	11/11/2009	Arc Theatre
CFA Piling	Lagan Construction	11/11/2009	Stent Piling (Part of Balfour Beatty)
Lot 2 - Pedestrian Parapets for Underpass U06	BAM Nuttall Ltd	10/11/2009	Varley & Gulliver
Access Scaffolding	BAM Nuttall Ltd	10/11/2009	Alltask Ltd
Lot 2 Roads & Bridges - Hire of 8 Wheel Tipper Truck	BAM Nuttall Ltd	10/11/2009	PJ Leonard
Wetlands - Pre Cast Hollowcore Concrete Planks	BAM Nuttall Ltd	10/11/2009	Creagh Concrete

Lot 2 - Steel Bridge Parapets	BAM Nuttall Ltd	10/11/2009	Varley & Gulliver
Wetlands - Steel Bridge Parapets	BAM Nuttall Ltd	10/11/2009	Varley & Gulliver
Landscape and Public Realm Public Arts Consultant – South Park Headhouses	ODA	09/11/2009	Contemporary Art Society
Modular Accommodation Framework	ODA	09/11/2009	McAvoy Group, WACO Modular UK, The ES Group and Balfour Beatty Civil and Construction Plant Services
Contract notice: Water Polo pools and training pools	ODA	09/11/2009	A&T Europe S.p.A
ODA Roads and Bridges Lots 3 & 4 - Catering Facilities/ services	Balfour Beatty	09/11/2009	Arveys Catering
Supply of Operated Plant hire	Skanska	09/11/2009	Lynch Plant / Flannery Plant
Olympic Lots 3 and 4 - Roads and Bridges - Scaffolding Works	Balfour Beatty	09/11/2009	Trad Scaffolding
Miscellaneous Electrical and/ or plumbing works as required	Balfour Beatty	09/11/2009	Multitech Site Services
ODA Roads and Bridges Lot 3 - Fencing Bridge H08	Balfour Beatty	09/11/2009	Littlewoods Fencing Ltd
Independent Cost Verification Service for Olympic Park Visitor Attraction	ODA	06/11/2009	Capita Symonds
Office Plants requirement – Churchill Place offices	ODA	06/11/2009	Personnel Hygiene Services Ltd., trading as PHS Group plc
ODA Aerial Photography Services	ODA	06/11/2009	Blom Aerofilms Ltd

ODA Office Lunches	ODA	06/11/2009	CHICCHI
ODA Office Supplies	ODA	06/11/2009	Commercial Ltd
Fixed Telecoms Duct Network Valuation	ODA	06/11/2009	2 Winners: Mott MacDonald Limited / Atkins Management Consultants
Permanent Radio Solution	ODA	06/11/2009	Air Radio Ltd
Inside Out Arts Project	ODA	06/11/2009	Film and Video Umbrella
Temporary Venues and Facilities - Basketball Arena Structure and Envelope	ODA	06/11/2009	Barr Ltd
Environmental Impact Assessment and Site Remediation - Consultancy Services	ODA	06/11/2009	Hyder Consulting
Security Consultancy Framework	ODA	06/11/2009	Awarded through e-tendering to 8 suppliers
Construction Occupational Health and Safety Review Framework	ODA	06/11/2009	3 Winners: ARUP, ERM and WSP
Provision of Network Rail Track Safety Training	ODA	05/11/2009	Bridgeway Consulting Limited
Cleaning Services for Burford Road Office	ODA	05/11/2009	CE Property Services Group Ltd
Sustainability Copywriter	LOCOG	05/11/2009	4 Winners: ngo.media ltd / Context / Futerra Sustainability Communications / Paul Allen
Accessible Pool Platforms	ODA	05/11/2009	3 Winners: Iain McKinnon Access

			Consultants / Core PD / Greaves Best Design
10027 - Olympic Park Highways Manager - Design & Erection of Scaffolding @ OPEPO	VolkerHighways	02/11/2009	Rapid Brickwork Ltd
Town Planning and Development : Consultation & Communications Agency	LOCOG	02/11/2009	Communiqué
License for Online Retailer	LOCOG	02/11/2009	eCommera UK Ltd
Cultural Olympiad - PR Agency services	LOCOG	02/11/2009	Bolton & Quinn Ltd / Kallaway

### Updated Forecast Requirements - ODA

<b>Contract title</b>	<b>Category</b>	<b>Procurement Start Date</b>
Structures, Bridges & Highways Legacy Conversion	Works	Q2 - 2011
Landscape and Public Realm - Greenway Works - phase III ramps	Works	Q2 - 2011
Greenway Ramps - Contractor	Works	Q2 - 2011
Lea Navigation Legacy Highway Bridges	Works	Q4 - 2010
Stadium Legacy Transformation Constructor	Works	Q1 - 2010
BMX Supercross Track	Works	Q4 - 2009
Hockey Pitch	Works	Q3 - 2009
Tennis Courts	Works	Q3 - 2009
Stadium Legacy Transformation Designer	Works	Q3 - 2009
Lightweight Medium Span Structure - Fabric and Tented	Works	Q2 - 2009

Lightweight Structure and Enclosure to Water Polo	Works	Q2 - 2009
Temporary Accommodation	Works	Q2 - 2009
Landscape and Public Realm South Park - Contractor	Services	Q2 - 2009
Stratford High Street Bridge Contractor	Works	Q2 - 2009
Lea Navigation Bridge Contractor	Works	Q2 - 2009

## Forecast Requirements - LOCOG

Gerry Walsh, LOCOG's Procurement Director, has set out the eight priority areas where LOCOG will be purchasing goods and services in the run-up to London 2012. The eight sectors are: Artists & Performances / Events, Security, Services, Soft Facilities Management, Sports Equipment, Technology, Transport/Logistics, Venues/Hard Facilities Management.

## Recruitment

### ODA recruitment advertising during November:

None

### LOCOG recruitment advertising during November:

30/11/2009	National Olympic Committee Continental Manager (Asia)
30/11/2009	Programme Analyst, Telecommunication Services
30/11/2009	Youth Project Manager
27/11/2009	Operations Manager, Internet Technology Services
27/11/2009	Coordinator and University Liaison, Olympic and Paralympic News Service
26/11/2009	Brand Approvals Executive
26/11/2009	Brand Executive

23/11/2009	Financial Systems Reporting Analyst
23/11/2009	Villages and Non-Competition Venues Group Lead
19/11/2009	Venues Group Security Manager
19/11/2009	Medical Services Workforce Coordinator
12/11/2009	Planning Consultation Executive
12/11/2009	Printed Results Distribution Manager
11/11/2009	Internet Results Service Manager
11/11/2009	Technology Resourcing Coordinator – 12 month internship
11/11/2009	Operations Executive, Internet Technology Services (12 month internship)
09/11/2009	Results Supervisor
09/11/2009	Venue Results Manager
09/11/2009	Venue Technology Manager
09/11/2009	Desktop Support Engineer – 12 month internship
09/11/2009	Technology Resourcing Manager
05/11/2009	Programme Manager
02/11/2009	Logistics Operations Manager

## Conclusions:

November has seen some really exciting developments on the 2012 business front. The Business Summit early in the month gave Gerry Walsh, LOCOG's new Procurement Director, the opportunity to set out LOCOG's approach regarding their diverse programme of purchasing the goods and services which they need to host the Games, together with a detailed initial forecast of their requirements. The West Midlands also hosted Paul Deighton, the CEO of LOCOG at a packed 2012 Business Workshop in Malvern, as part of his whistle-stop tour of the region.

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Don't miss out on the forthcoming series of 2012 Business Opportunity workshops – the next events will be held on 15<sup>th</sup> and 26<sup>th</sup> January 2010 (see the 'Forthcoming Events' section above). If you want to know what opportunities are available 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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