



Supplier engagement

Meet the Buyer Event – Dwr-y-Felin Secondary School Port Talbot, South Wales



BAM people involved:

Tim Chell (Construction Director)
 Mark Ramessa (Supply Chain Manager)
 Chris Doughty (Commercial Manager)
 Geoff Williams (Education Co-ordinator)
 John Howard (Regional Buyer)
 Brian James (Senior Project Surveyor)
 Rob Phillips (Senior Project Surveyor)
 Richard Leonard (Senior Project Surveyor)
 Eunice Williams (Planner)
 Lisa Price (Office Administrator)

Other organisations involved:

Neath & Port Talbot Council
 Construct Wales
 Workways, Wales

Key words:

Meet the buyer
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The total number employed by the 60 local companies was over 2,000 people.

'The event with BAM Construction is a first class example of how the Council can work with industry to generate trading opportunities for local businesses in the area.'

Gordon Andrews, Head of Economic Development & Valleys Programme
 Neath Port Talbot Council.



Engaging with local companies brings a wide range of benefits including: local knowledge, local people and support for the local economy while reducing our carbon footprint. They also help BAM support Local Council's policies for sustainable and local procurement. As BAM Western was expanding in South Wales, building relationships with local subcontractors and suppliers was a priority.

BAM met with Business Support Officers from Neath Port Talbot Council to discuss the best way to engage local companies. It was agreed a 'Meet the Buyer Day' would be most beneficial. Using the Councils knowledge of SME's in and around the local area it became clear that there was substantial interest in the event.

A list of target trades and suppliers was provided along with the requirements for working with BAM regarding Health & Safety, Environmental and Employment standards. The trades reflected the procurement schedule for the recently commenced local school project and also typical works packages.

BAM organised a venue at a local hotel conference room and set up individual discussion areas in a relaxed environment. Each company which had pre-registered with the Local Council had half hour slots to pitch their business to a BAM Manager who could make a decision on their suitability and confirm or decline the opportunity to tender on the local project or registration on the BAM Supply Chain for future opportunities.

To support the subcontractors who needed further assistance to meet the required standard, BAM and organisations including Construct Wales, Workways Employment and the Councils Business Support Department were on hand to assess business requirements and highlight training opportunities.



For more details about BAM visit:
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“Every supplier is allocated 20 – 30 minutes, and in some cases longer, with a buyer representative. This enables a meaningful discussion to take place and as a result the companies obtain a more in-depth knowledge of the buyer requirements, including mandatory accreditations. In this instance it also allowed the individual suppliers to explain what they have to offer BAM Construction Ltd. Overall, a well received and executed approach to introducing local supplier with buyer. If success is determined by how the suppliers viewed the event then the graph below, taken from a survey of the local supply companies at the end of the event, clearly shows it to be very well received and appreciated.”

Lynne Davies, Construct Wales



Sixty companies attended the buyer day held on 28th March 2011. 75% of these companies were added to the BAM Supply Chain database and 55% were invited to tender for over thirty packages on a local school project. The feedback and results tangibly demonstrate the positive impact of the day.

For those not successful, BAM and the support organisations produced a matrix highlighting where further training was most needed, as summarised below.

Business requirement	Number requesting support
H&S System Development	17
Supervisor H&S Training	15
CSCS Card Enrolment	16
Environmental Accreditation	25
Quality Management Systems	20

Following the event local training needs were evaluated and prioritised. Neath Port Talbot Council planned local training workshops, to bring the companies up to required standards. By organising group sessions the council was able to reduce the cost of the workshops, which made the training a viable option for the smaller companies. The training will help to ensure the companies are fit to compete on future construction tenders.

- Was the buyer forthcoming & helpful
- Did you fulfil your objectives
- Is your company able to fulfil buyers needs
- Do you think there could be a real opportunity

