



Tideway

RECONNECTING LONDON WITH THE RIVER THAMES DELIVERING A LASTING LEGACY

SUPPORTING LOCAL BUSINESS - 'MEET THE BUYER'

Tideway's engagement with local businesses, small and medium sized companies and social enterprises offers an excellent opportunity to leave a lasting legacy for London.

As well as the obvious economic benefit to small businesses of becoming a supplier to a major infrastructure project, we want to maximise value by working closely with them over the course of the project—mentoring them, helping grow their skills, building their networks and developing their financial prospects.

We set up a series of Meet The Buyer events, that are run quarterly and at different locations across the footprint of the tunnel route. Here's a flavour of what we did during 2016:

- The first Meet The Buyer event took place at North Greenwich, close to the O2 arena, in January and was hosted by the Tideway East contractor CVB (Costain, Vinci, Bachy Soletanche). The event was attended by nearly 100 suppliers, 93 percent of which were either a small or medium sized business.
- The second event took place in May, hosted by the Tideway West contractor BMB (BAM Nuttall, Morgan Sindall, Balfour Beatty) at Chelsea's football stadium Stamford Bridge. A total of 160 suppliers attended. As well as introducing the project to these potential suppliers and giving them an opportunity to hear about the available procurement opportunities, the audience also heard about the opportunity to be mentored by Tideway's procurement teams.
- The third event was held in July, hosted by our Central contractor FLO (Ferrovial, Laing O'Rourke) at the Abbey Centre in Westminster. The event was attended by 83 suppliers with 76 of those being from within the Thames Water area. The session heard from: Tideway Director Phil Stride on the project's background and progress so far; FLO Procurement Manager Mike McAuliffe on supplier opportunities; and Len Walker of CompeteFor, the procurement system where Tideway posts its work packages.



All Tideway's Main Works Contractors engaged with local businesses at the UK Infrastructure show at Olympia

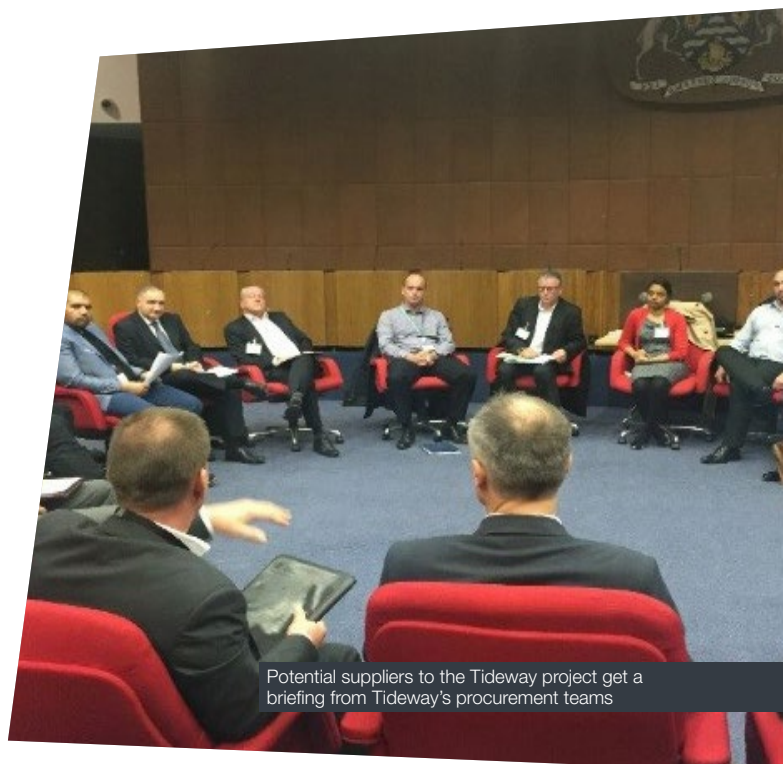
- For the fourth event in October, CVB decided to progress beyond a pure Meet The Buyer concept and focus on local suppliers that attended previous events to provide them with help to secure work with Tideway for the first time. It included breakout sessions on the key knowledge required to join the supply chain at Tideway, such as: the project's legacy programme, its use of CompeteFor and others. Usman Shah, Tideway East's Supply Chain Engagement Manager, said: "The event was extremely well-received. The supply chain found it very beneficial as it provided them with the relevant tools and information needed to successfully apply for opportunities at Tideway."

In April 2017 Tideway and all our Main Works Contractors took part in the UK Infrastructure Show at Olympia, which brought together the key players from major infrastructure projects to help build relationships and connect with the supply chain.

The event was supported by CompeteFor, the company that manages Tideway's online supply chain portal.

More than 500 suppliers attended the event, giving them much greater visibility of Tideway's contract opportunities and an opportunity to engage with the project's procurement managers. Active Training Team, a small/medium sized enterprise that manages our EPIC health and safety induction programme, showcased their work on the project. This and other examples showed suppliers in the audience how the Tideway project can help them to grow their business and increase their skills and knowledge.

Through its engagement with the supply chain, Tideway is leaving a legacy of businesses equipped to compete for major projects and sustain their long-term business.



Potential suppliers to the Tideway project get a briefing from Tideway's procurement teams

For more information about Tideway

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