Enabling collaboration in offsite construction
Welcome and Introductions; Buildoffsite & JCB

**Buildoffsite Strategic Update**

Member Governance, Joe Dyde

Strategic Update, Professor Tim Broyd

Hubs Update, Nigel McKay

Events Update, Fareita Udoh

**Comfort Break & Networking**

**JCB Discussion & Workshop**

Product Walkround/Machine features that benefit onsite installation of offsite products

The Future of Offsite Manufacturing

AOB & News

Networking lunch, followed by JCB Factory Tour
Working with and for the many
Governance

- CIRIA enables Buildoffsite through the provision of fiduciary and legal governance

- Introducing a more inclusive mechanism to shape it’s activities and services

- Change in working principles

- Engaging with a much wider range of members

- Directly informing and shaping member activities and benefits
Working with and for the many

- Ways of working:
  - More inclusive and collaborative
  - Generate, test and develop
  - Testing value

- Mechanisms:
  - Surveys / polls
  - Communications
  - Focus groups and workshops
  - General meeting
  - Development of a formal Member Council structure
Structured and engaged approach

Manifesto

Government & stakeholder engagement

Hub review

Strategic event programme

Formal Council

Marketing Strategy

Guidance & opportunities
### Who am I?

**BSc, PhD U of Birmingham  73-79**
- WS Atkins  79-02
  - Specialist services  79-94
  - Corporate R&D  94-02
**CEO CIRIA  02-07**
**Halcrow  07-12**
- Corp Dir Technology, Innovation, Knowledge Mgt, Sustainability
**U of Dundee  07-08**
- Prof of Construction Management
**UCL  12-current**
- Prof of Built Environment Foresight, The Bartlett
- Hon Prof of Civil Engineering, Eng Fac

### ICE
- MICE CEng  82
- FICE  93
- Member of R&D Panel  90s?
- Chair of Policy Panel 07-12
- Vice President  12-current
- Chair of Public Voice Comm 12-14
- Chair of Intl Comm 14-16
- President 16-17

### RAEng
- FREng  03
- Member Eng Policy Panel  04-07
- Member/Chair of a Membership Panel  08-15
Strategic Responsibilities

- Support and advise on the strategic direction, development and planning of the organisation

- Provide assessment and guidance on external funding opportunities for the organisation and its members

- Maintain, enhance and build relationships with key industry stakeholders and bodies, including:
  - Government departments
  - Construction Innovation Hub
  - Construction Leadership Council
Hong Kong 1st Modular Integrated Construction

Design and Construction of Rank and File Quarters for
Fire Services Department
At Area 106, Pak Shing Kok, Tseung Kwan O
Contract No.: SS E502  (Programme No. 64JA)

Main Contractor:
Architect:
hpa
Structural Engineer:
JACOBS
BS Engineer: WSP
BIM Building Model for MiC Modules

By using ArchiCAD BIM software to facilitate

- Steel Mould Design
- Architectural Model Design
- BS and E&M Design

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Key Features

- Semi-precast slab MiC
- Rigid Diaphragm
- Avoid progressive collapse
ITA, ETH Zurich Feb 20
Hubs Update

Nigel McKay

JCB, Uttoxeter

26th February 2020
Hubs – The Context

- Through the member survey, discussions with members and hub chairs, we evaluated what was and wasn’t working well with our current hub structure and activity

- Internally, mapped out our current hubs and understood current level of success and support

- The main feedback highlighted that many members felt disengaged from hub activity and unaware of activity from hub to hub, and felt they couldn’t attend all hub events

- A lack of a common approach or goals to the hubs was highlighted

- The hubs should ultimately be working groups to deliver tangible benefits and outcomes, for their individual sector but also the wider industry
Hubs – Moving Forward

• Discussion internally about potential new structure

• Through communications and workshops – we will now test and evaluate this with members in the coming weeks

• Ensure the hubs are fit for purpose, well led and are striving to achieve the common goals of our members as set out in the manifesto and member feedback
Hubs – Moving Forward

• Set the Strategic Direction for the Hub
• Define the Aims and Objectives for each Hub
• Define Specific Focus Areas for the coming period / months
• Define the specific deliverables over the coming period(s)
• Plan Scope of Work, Agenda’s for meetings, Presentations for Knowledge Transfer and Dissemination of Best Practice
• Define Lines of Communication between interdependent Hubs
• Track Progress against Aims and Objectives
• Ensure cross fertilisation into other Hubs, for example at least one member sits on either another Discipline or Sector Hub
• Build new member networks
• Lobby, Promote, Increase Traction of Buildoffsite
• Ensures Hub team has a good cross section of membership
Hubs – How we could evolve

Buildoffsite Operating Model

- Enabling Hubs
- Discipline Hubs
- Buildoffsite Governing Committee
- Design
- Procure
- Production
- Use in Service

Sector Interest Groups
- Transport
- Residential
- Utilities
- Data Centres

Lobby / Promote / Collaborate/Network / Knowledge Transfer / Innovate
Consolidation & Growth

- Increased retention & engagement
- Engage Targeted New Members to enable the offsite industry

Buildoffsite Membership

- Event Sponsorship to deliver learning & new business opportunities
- Project Income to Support Buyers and Deliver Innovation
The 2 Cs: Capacity & Capability

- The 2 key areas when delivering a response to tender. This applies to Buildoffsite delivering value to members.

**FIX**
- What we do that fails to meet expectations
- Range, Quality & Format

**GROW**
- Add offerings the membership value
- Listen, Learn & Deliver

**IMPROVE**
- What we do adequately, but can do better
- Learn Connect & Share

**SUSTAIN**
- Continue doing what we do well
- Leverage stakeholders, Lobbying
## SUPPLIER PROGRAMME OUTPUTS

### PREMARKET SCOPING EVENTS WITH BUYERS
- Meet the Buyer
- Collaborate on Buyer Requirements

### SOURCE OPPORTUNITIES WORKSHOPS
- ConstructionLine
- Achilles UVDB
- RSBB RISQS
- ContractsFinder: Public Sector

### MEMBER ACCOUNT PLANS
- Highlight Specific Opportunities and Events
- Map the Supply Chain Network
- Offer webinars, Roundtables, Hubs in line with Nigel’s initial scoping

### BID READY WORKSHOPS
- Procurement process workshops
- Understanding Buyer specifications
- Meeting minimum requirements to supply

### ACCREDITATION WORKSHOPS
- SHEQs
- BOPAS
# BUYERS PROGRAMME MMC 101

## Demand Supply Market Analysis

- What is the requirement?
- Location?
- Area?
- Community requirements?
- Infrastructure requirements?

## What offsite modular systems are available?

- TRADITIONAL
- HYBRID
- MODULAR

## MEET THE SUPPLIER EVENTS

- Problem?
- Request for Innovation?
- Collaboration

## UNDERSTANDING COST

- Cost per m2 or lm
- VFM vs Lifecycle cost
- What are the benefits?

## SHARING IDEAS AND PROJECTS

- What worked?
- What could have been done better?
- What would you change?
BUYER SUPPLIER CONVERGENCE

Industry Hub

Buildoffsite Member

Project Delivery

Supplier

- New opportunities
- Relevant Accreditations & Bid Ready

Buyer

- Knowledge and understanding of MMC/Accreditation
- Deliver Innovative Projects in Unique Spaces
- Solve People Problems
6 & 12 Months Plan

- Surveys & Membership Feedback and Engagement
- Collaboration to produce Regional Offsite Supply Chain Map
- Signpost for Significant Procurement or Call for Innovation, Hot Topics
- Supplier engagement via Industry Hubs & Member Meetings
- Key Requirements and GAP Analysis Outlined
- Industry Workshops to meet member requirements
- Series of Workshops to meet supplier requirements & buyer timescales
Thank you

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