

BUILDOFFSITE MEMBER'S MEETING COLLABORATING FOR IMPACT

8TH APRIL 2021

HOUSEKEEPING

- Please remain muted until the Q&A session
- **Raise your hand** to indicate that you need something from the host
- Feel free to type any **comments** or **questions** into the Q&A box
- Presentations will be shared with delegates post-event
- Share your views:
[@Buildoffsite](#) | [#CollaboratingForImpact](#)

AGENDA

10:05 – Roadmaps, pathways and building back to play better

10:10 – Collaborating for Impact: The Buildoffsite Manifesto

10:20 – Framing the network: Sector Working Group Launch

10:30 – The Client Perspective: Client Group Launch

10:35 – Revolutionising events and Knowledge sharing

10:40 – Q&A

10:50 – Project & Activity Updates

11:20 – Member Showcase & Activity Updates

11:50 – A look forward

12:00 – Close

ROADMAPS, PATHWAYS & BUILDING BACK TO PLAY BETTER

**Leanne Clowting
Executive Director, CIRIA**

The best laid plans

2020 was planned to be Buildoffsite's year of transformational change, and it was, but not according to plan!

Building a positive future laid out our promise to our members:

- Amplify our voice
- Working more collaboratively
- Shaking up the old hub structure
- Strategic events and knowledge content
- Providing insight, opportunity and guidance



The reality

- Complete diversion to online
- Ramped up events
- Adjustment to new ways of working
- Completely different approach to the network
- Few detours, derailments and delays
- Supporting members in the optimum way

- Industry refocus
- Priority work to support MMC in COVID response
- Many, many policy initiatives, statements, visions and ambitions
- A new context for the future



A new perspective

We've learned a lot in the past 12 months, revised thinking, collaborated and reviewed.

Using the new perspective and policy context to build back to play better and further the offsite and MMC sectors:

- Collaborating for Impact – the Buildoffsite Manifesto
- Lobbying and influencing
- New event programme
- Opportunity focused
- Client Group
- Sector working groups
- Guidance and knowledge
- Stakeholder support
- Working with members



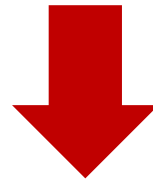
COLLABORATING FOR IMPACT THE BUILDOFFSITE MANIFESTO

**Joe Dyde
Business Manager, Buildoffsite**

For 15 years, Buildoffsite have sought to;

- **Promote**
- **Support**
- **Increase**

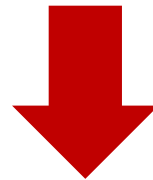
the adoption of offsite & MMC in the built environment



Now, more than ever, we seek to deliver;

- **Permanent**
- **Positive**

transformation & impact in the sector



This can only be delivered through clear direction & objectives in all of our activity, internally and with and on behalf of our members & collaborators

COLLABORATING FOR IMPACT

THE BUILDOFFSITE MANIFESTO

INFORM DECISION MAKING



Buildoffsite will **work to inform client decision making**, both public and private, across multiple sectors. Through our diverse client membership, we will ensure their requirements, and the solutions that the offsite supply chain can bring are married together to drive optimum results for the industry. Through research, education, knowledge sharing and innovative networking we can facilitate conversations with clients that will present increased and better solutions for their projects; and more opportunities for the offsite supply chain, as well as building the knowledge of clients to increase the adoption of MMC.

Through our new series of **Meet the Buyer and Meet the Supplier** events, we will facilitate the introduction, networking and collaboration of supply chain and client to deliver results and projects needs.

COLLABORATING FOR DELIVERY

Our new sector forum and working group structure will be key to the delivery of the goals set out in this document. Underpinning the work of these groups will be an emphasis on interaction, collaboration, innovation and problem-solving and we will seek to encourage this across sectors and disciplines.

We will be introducing a framework of client & stakeholder groups which will meet at least twice a year, and will be setting out challenges and aims of the working groups.

The working groups will be activity and discussion led, and will be focussed on task and finish work.

INFLUENCE & INFORM

- Create & strengthen relationships with policy makers
- Strategically engage members in this influencing activity
- Create opportunities to strengthen understanding & engagement

LOBBY GOVERNMENT

- Lobby & support UK Government on behalf of, and with, our members
 - Maximise the opportunity for stimulated growth of the sector
- Ensure a permanent & growing transformation within Government Estates programmes

INFORM DECISION MAKING

- Work with Clients to inform their decision making
- Understand requirements, and demonstrate solutions from the supply chain
- Collaborate & drive optimum results for industry

CHALLENGE PERCEPTIONS

- Debunk & demystify perceptions around MMC
- Increase adoption
- Better informed to grow

ADDRESS BARRIERS

- Identify & support industry to break down barriers
- Identify and present solutions to 'normalise' offsite construction

BUILD INSIGHT & KNOWLEDGE

- Improve awareness & understanding of key trends, information & opportunities
- Provide a voice & platform to enable debate & conversation
- Develop & disseminate current future thinking & knowledge

DEMONSTRATE EVIDENCE

- Facilitated research, guidance & reporting
 - Help shape the future of the sector
- Enable the increased adoption and success of offsite

- The manifesto will be shared with members, stakeholders, Government & wider industry
- These pledges will drive all activity we undertake
- Regularly monitored and referred to with members
- Measures will be implemented in order for us to track success and influence across these pledges
- Will form part of regular reviews undertaken with the membership
- Underpinned by our working groups and events activity & delivery

*build*offsite

APRIL 2021

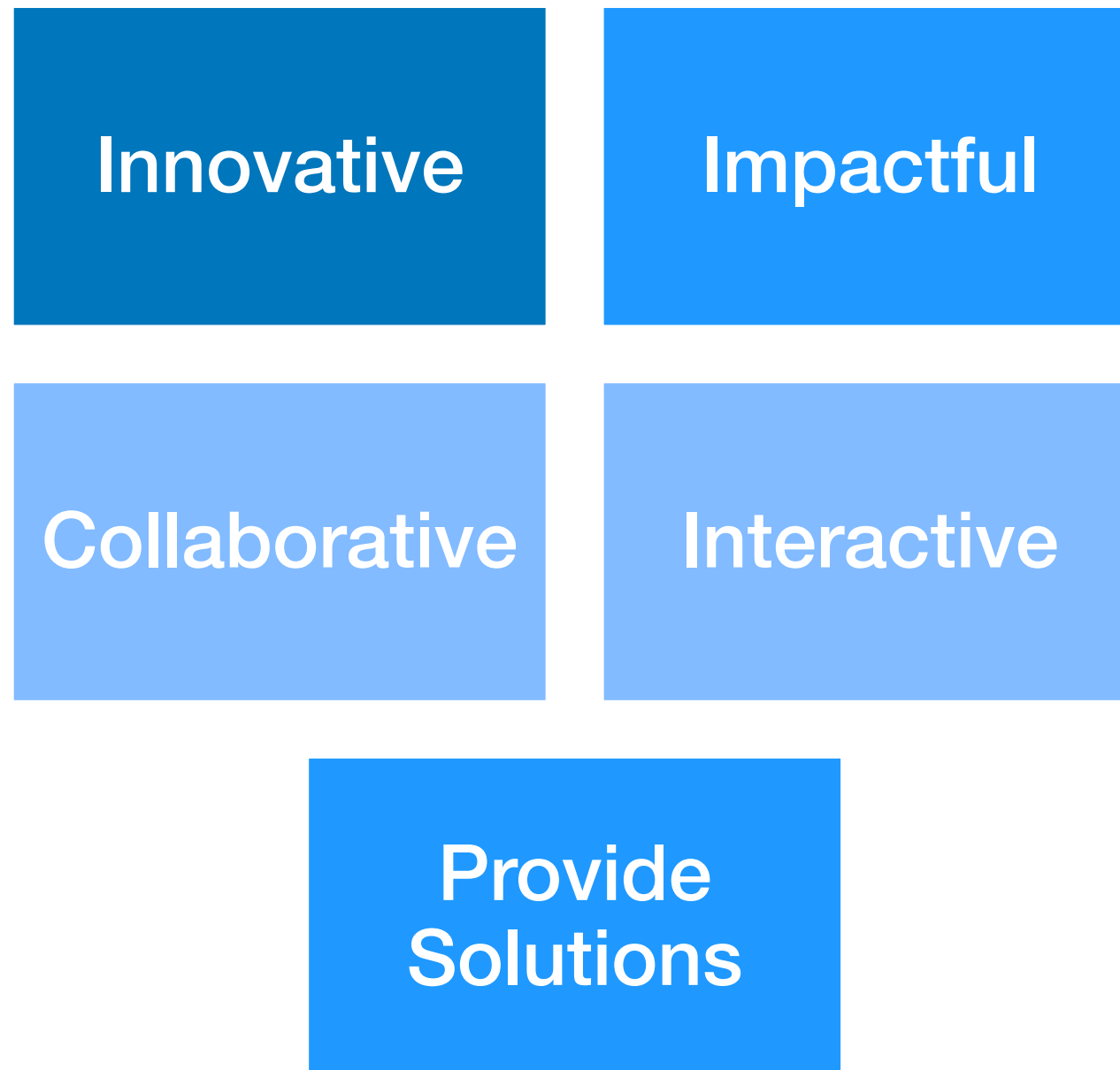
COLLABORATING FOR IMPACT

THE BUILDOFFSITE MANIFESTO

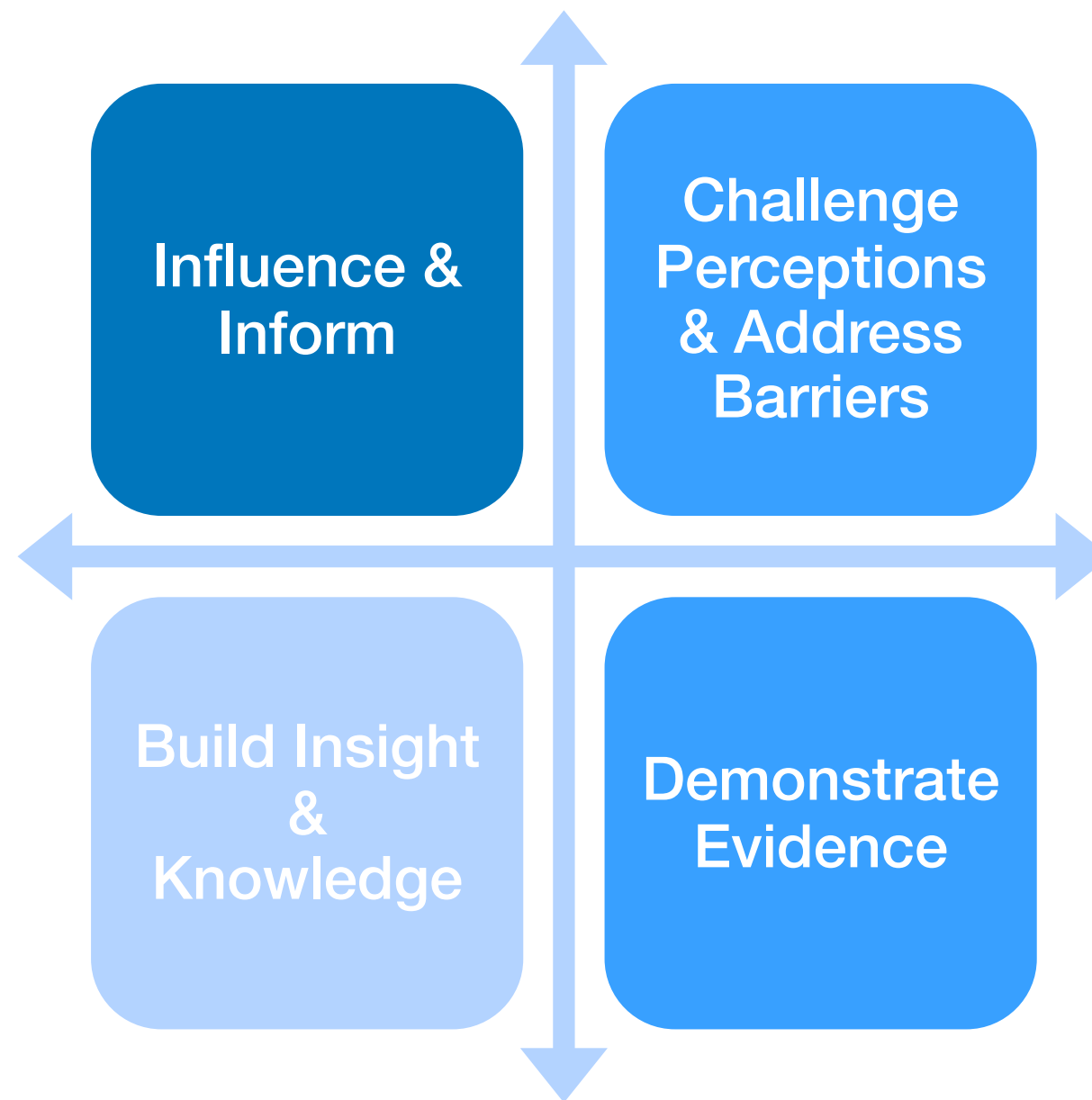
FRAMING THE NETWORK SECTOR WORKING GROUPS

Joe Dyde
Business Manager, Buildoffsite

The Buildoffsite Sector Working Groups have evolved from the original Hub framework, which has undergone a review in line with member feedback and future strategy.



Through collaboration, knowledge sharing, or the production of research and guidance the Sector Working Groups will deliver outputs which;



Each sector working group will create an annual work plan which will identify activities and opportunities for collaborative output and impact;

to benefit group members own business objectives

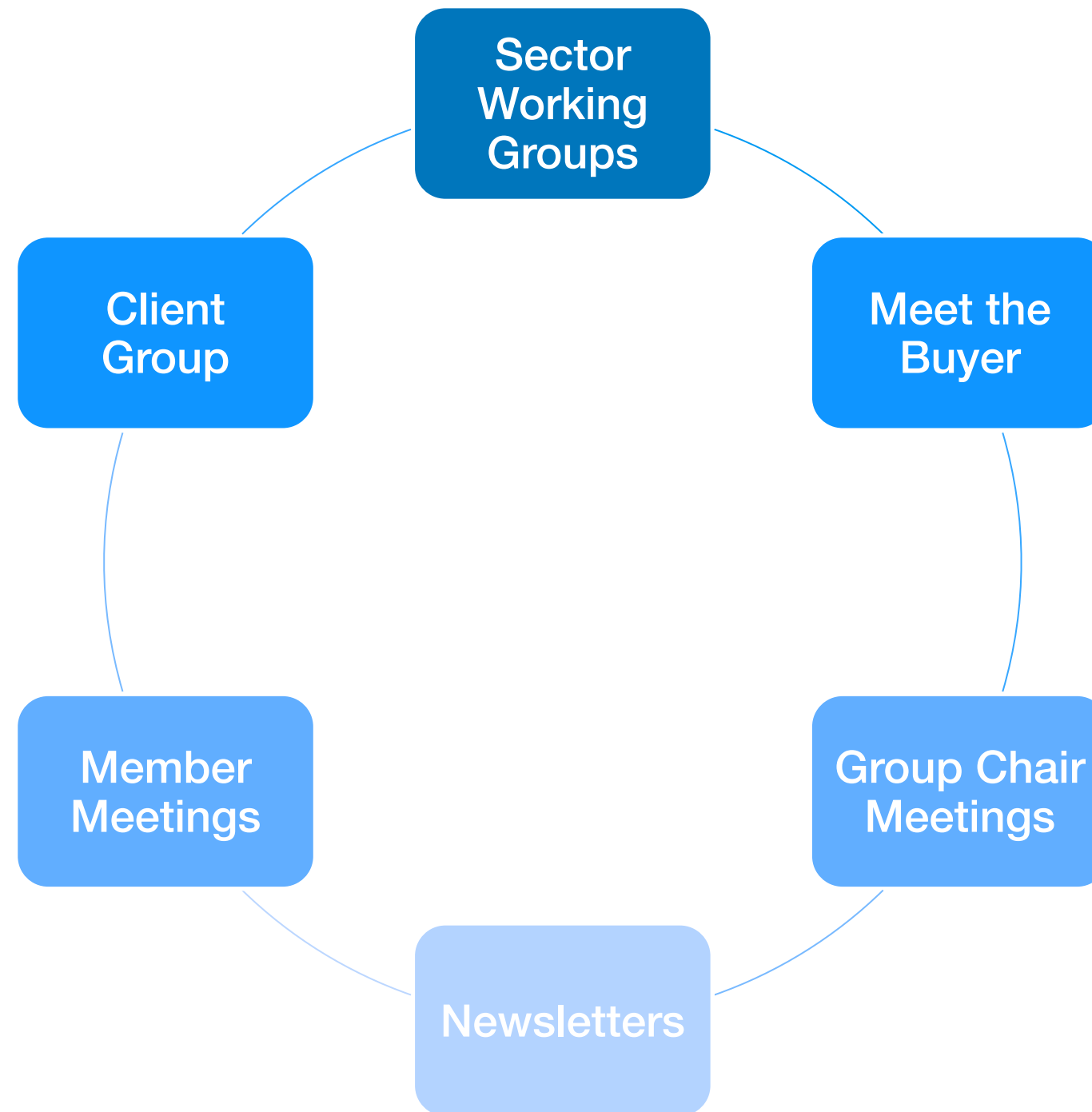
the Client Group

other Buildoffsite members

the wider offsite industry



Ensuring collaboration, insight, cross-pollination and delivery there will be a cycle of regular feedback, communication, discussion and dissemination



Industrial Strategy: government and industry in partnership



Construction 2025

July 2013

Roadmap to Recovery

An Industry Recovery Plan for the UK Construction Sector

Construction Leadership Council



Platform Design Programme Defining the Need

Summary report

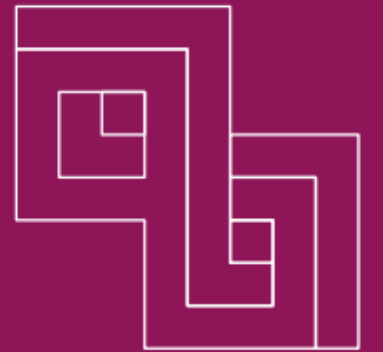
December 2020



THE CONSTRUCTION PLAYBOOK

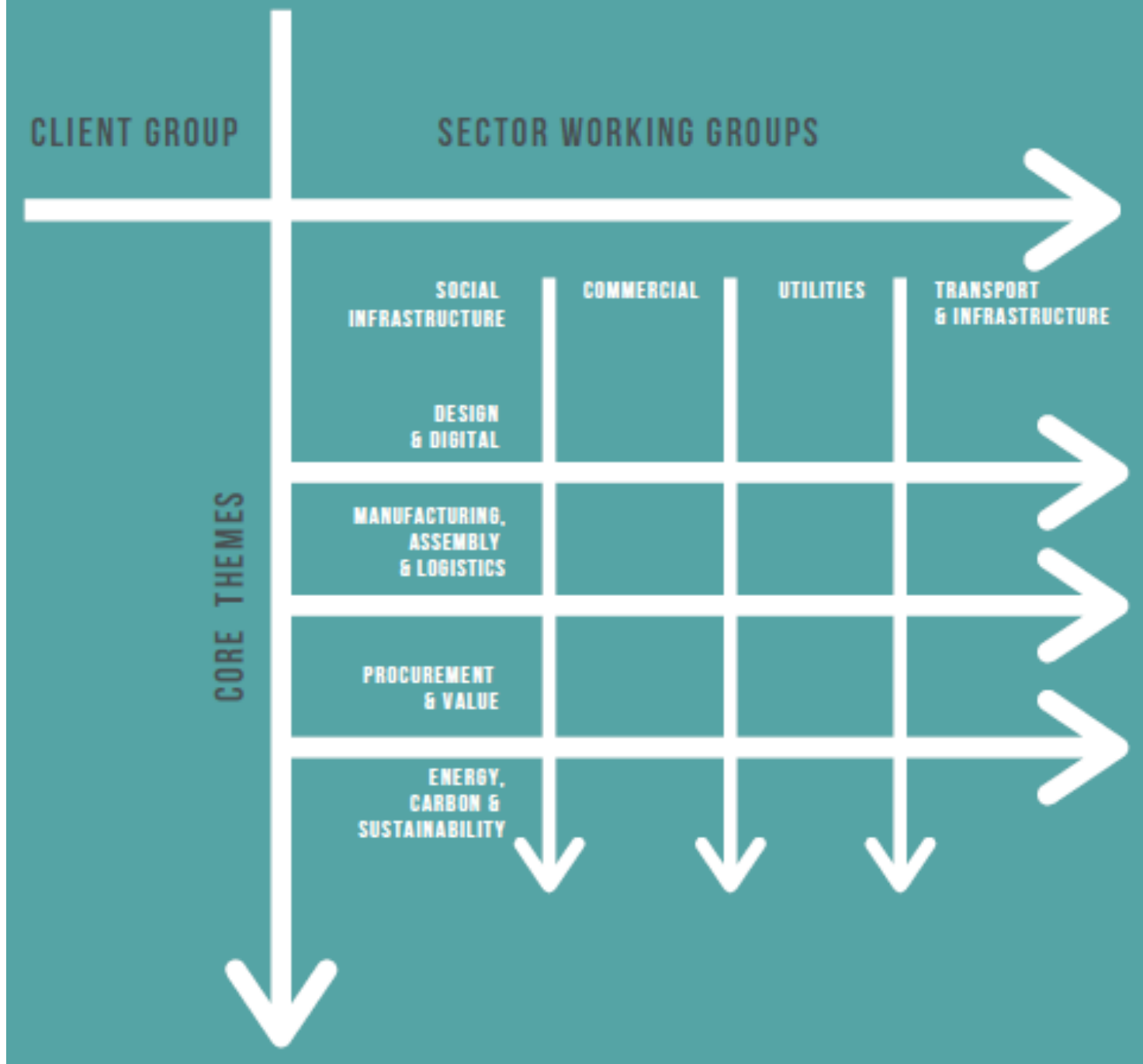
Government Guidance

on sourcing and contracting public works
projects and programmes



Version 1.0
December 2020

SECTOR WORKING GROUPS & CORE THEMES



Sector Working Groups

Transport & Infrastructure

Utilities

Commercial

Social Infrastructure

As work is identified, a golden thread of core themes may be identified by Working Groups that facilitate the need for sub-groups to support across sectors

Design & Digital

Manufacturing, Assembly & Logistics

Procurement & Value

Energy, Carbon & Sustainability

THE CLIENT PERSPECTIVE CLIENT GROUP LAUNCH

Doug Waters
Client Group Lead, Buildoffsite

BUILDOFFSITE CLIENT GROUP - Aims

- Understand and develop the benefits of Offsite construction for Client organisations
- 2-Way Collaboration with other Buildoffsite members to understand:
 - procurement options
 - design methodologies
 - risk management attitudes
- Sharing and collaborating with the other working groups
 - defining of the offsite agenda
 - developing working plans
 - proposing R&D projects
- Innovations and new techniques, share lessons learnt and case studies
- Aid the continued growth of offsite and increase its appeal to Client organisations
- Support the UK Construction 2025 targets
- Align and support the Government's Construction Playbook (2020)

BUILDOFFSITE CLIENT GROUP: Terms of Reference

- Meeting in person or virtually as required
- Production of an Annual Workplan (including targets)
- Workplan to include projects, research & development, publications etc.
- Group will operate for the benefit of all its members and the wider Buildoffsite membership
- Monthly and Annual Reporting
- Support the planning and delivery of Buildoffsite events
- Provide support and advice to other Working Groups
- Help deliver the Buildoffsite Manifesto, increase membership and uptake of Offsite

REVOLUTIONISING EVENTS & KNOWLEDGE SHARING

**Leanne Clowting
Executive Director, CIRIA**

Events

Strategic review combined with feedback from members in late 2019 identified a need to move away from the traditional bi-monthly cycle of single format member meetings:

- Improve access
- Improve strategic insight
- Provide a wider coverage of relevant topics
- Offer CPD value
- Reduce time burden and therefore improve attendance
- Enable members to inform the programme
- Be more relevant to the '20s
- Improve value to members

2020

Strategy was superceded by necessity – complete online shift - 30+ webinars across a range of topics



Events

The 2021 programme will be more strategically focused, and aligned with the Manifesto, it will:

- Enable collaboration and present wider opportunities as outlined
- Improve engagement with partners and stakeholders
- Reflect current ways of working
- Offer a blend of virtual and physical events later in the year
- Enable easier and increased access
- Offer increased member benefits

Workshops
Meetings
Business Development
Meet the Supplier
Knowledge
CPD
Conference
Events
Headline
Communicating
Webinar
Meet the Buyer
Networking
Improve

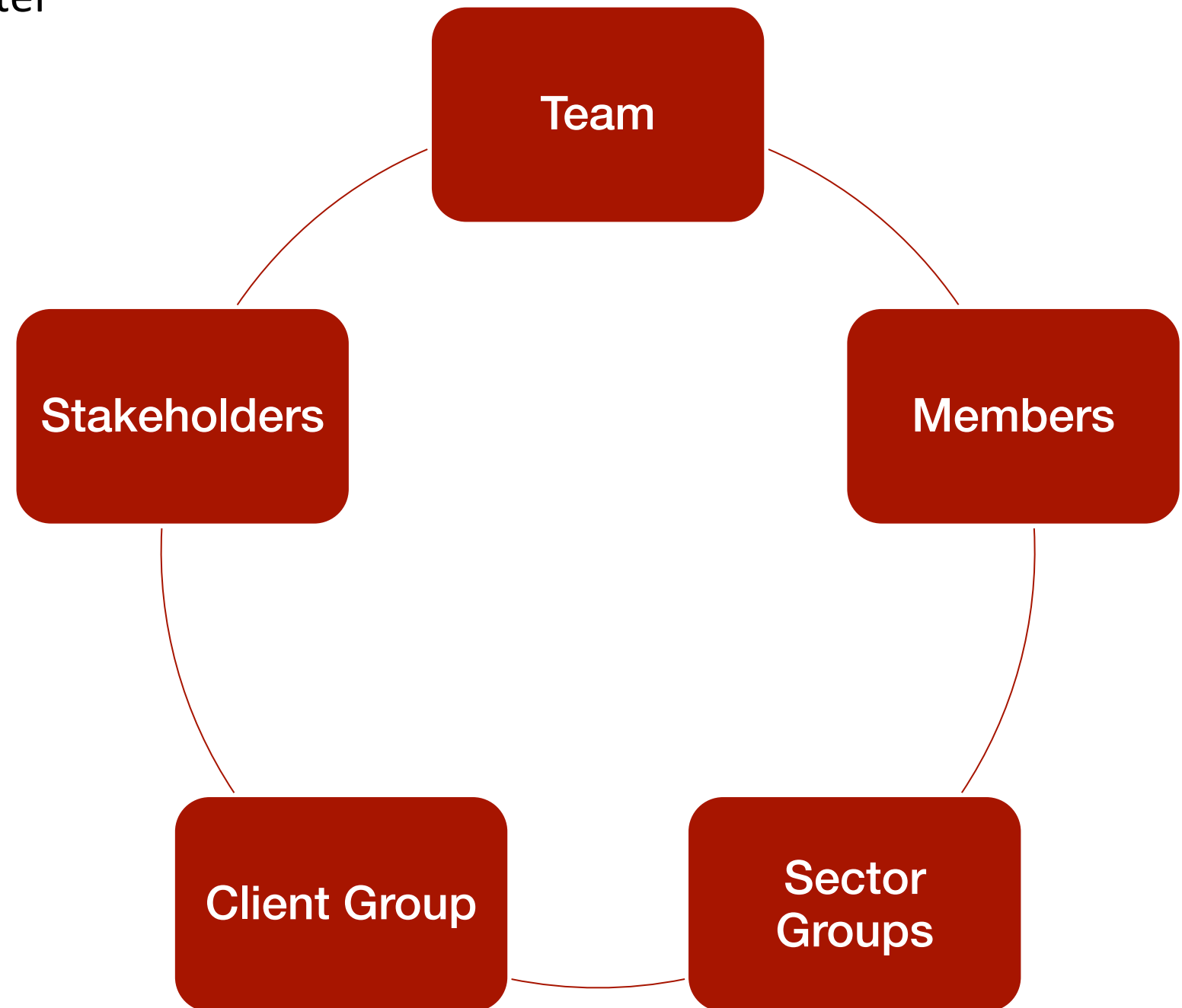
Key Events

- Virtual Half/Full Day Conferences
- Quarterly member meetings
- Bespoke member workshops
- Meet the Buyer
- Funded events aligned with policy
- Project Events & Publication Launches
- BOPAS
- Client & Sector Working Group Meetings & Workshops
- Networking Events
- Training
- The Offsite Show @ ExCel May 2022



Knowledge Sharing

- Ongoing review of website
- Monthly members highlights newsletter
- Media Relations
- Member content
- Free content
- Reports and guidance
- Communication cycle
- Communications reach
- Leverage CIRIA's reach

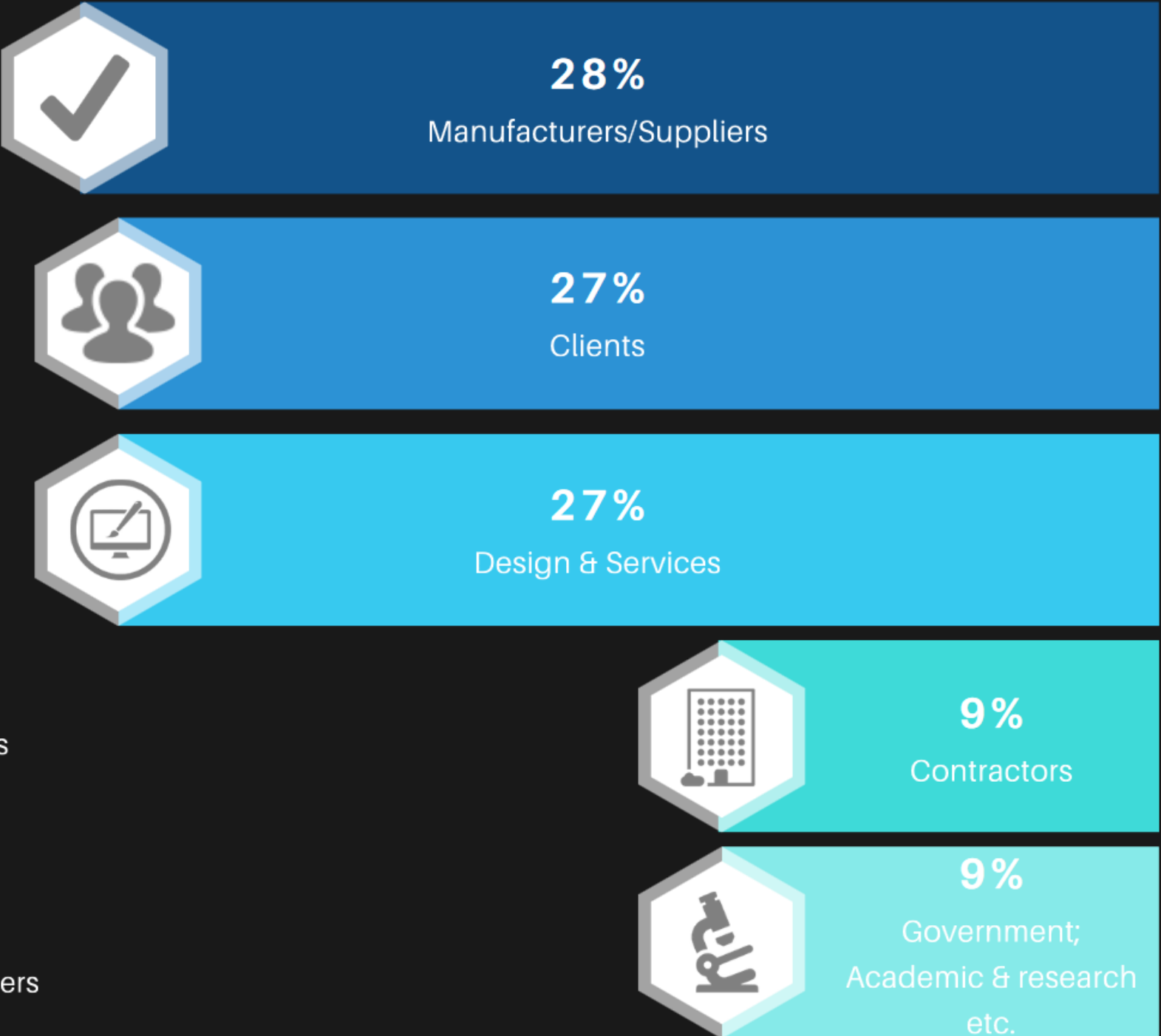
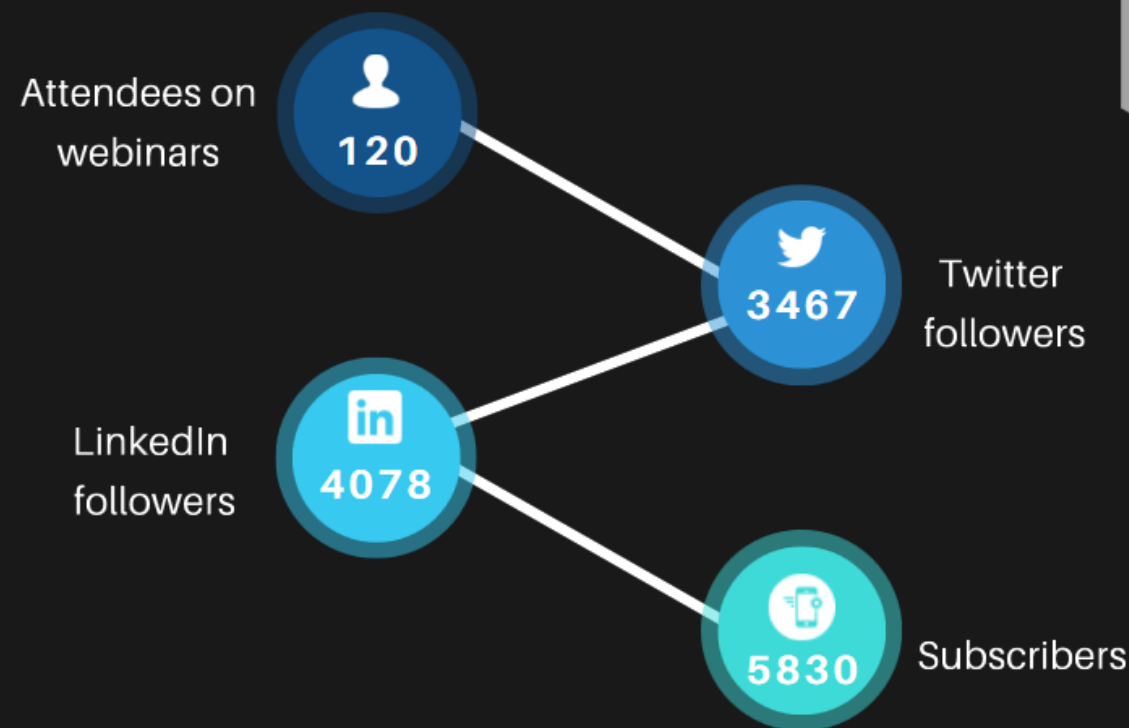


Communications Reach

DIVERSE DATABASE

Our followers come from all sectors of the construction industry including government, clients, design & services, manufacturing etc.

AS OF MARCH 2021 WE HAVE:



Q&A

PROJECT & ACTIVITY UPDATES

Fareita Udoh, Project Manager, Buildoffsite

Roger Marlow, Principal Consultant, Arcadis

Nigel Fraser, Industry Advisor, Buildoffsite

Challenges for MMC

and setting the scene
for wider adoption

buildoffsite | **becg**



February 2021

In late 2020, BECG partnered with Buildoffsite to survey its members about the logistical and political challenges for the MMC sector.

The following is a summary extract from the report which can be accessed shortly from our website, with the full report available from BECG.

Overcoming the challenges: How the offsite sector can raise its profile

1 Find opportunities in the Government's agenda

The government is very positive about MMCs, and often talks about the role it can play. Look for the opportunities in their agenda, such as:

- Take advantage of the opportunities of the Construction Playbook.
- Work and build relationships with affordable housing providers and support their Affordable Homes Programme bids.
- Forthcoming planning reforms and Future Homes Standard will provide opportunities for MMC providers
- Take advantage of revised procurement processes and earlier supplier engagement following Brexit – these should open up the MMC market to greater adoption.

If the agenda isn't right for you, get in touch with BECG and we'd be happy to discuss how to engage the Government and change it.

2 Align with the Government's agenda

2021 is all about:

Post-Covid recovery

Back to levelling-up

Environment, environment, environment

MMCs have a strong role to play by creating skilled, local jobs and providing a world-leading product to the global market.

Look at how you fit in with the growth agenda, and the sectors that will play a core part in that across the country – energy, infrastructure, housing.

Explore opportunities to enhance your green credentials ahead of COP26, and how your products support how people want to live and work post-Covid.

3 Get your messaging right

- Show yourselves to be a great British success story.
- Diversify across the Government's built environment agenda - offering viable delivery for projects across infrastructure, housing, healthcare and education.
- Play a key role in your local community, work with local partners like housing associations, and find opportunities to a part in the levelling up agenda.
- Demonstrate your skilled, high-quality jobs by reaching out to schools and colleges to show this off.



4 Challenge perceptions



- **Highlight the range of the sector:** It's not just about houses – it's about pods, components, design and technology.
- **Make working in MMC aspirational:** Provide opportunities for young people – including students – to see what you do.
- **Tell your story:** Show off what you do to potential clients through social media and PR.

5 Bang the drum

Show and tell

Work with the industry

Showcase your successes

You are the best advocates for what you do. No one can tell your story better than you can.

- There is no better way to do it than to show your work off. Create cases studies to show off to potential clients.
- Emphasise your local connections where you can and show it off to your local representatives when things are back to normal. They love to talk about a local success story.
- Write to your MPs and the Government to tell them about your experiences, what you are doing, or can do, to help the economic recovery and what you need from them to do it.

About the survey

Our survey ran from 1 October 2020 to 18 December 2020, receiving a total of 37 responses from the sector. Respondents were asked 30 questions.

Thank you to those who participated.

OFFSITE DYNAMIC PURCHASING SYSTEM

Buildoffsite is positioned as the authority on adoption
and implementation of offsite

Transformation at the centre

Recovery and a fairer greener future for all

Make offsite **supply chain visible**

Deliver **short term impacts** and long term change

Support more businesses delivering offsite solutions and make **access for buyers easier**

Embed **supply chain solutions** into the market now to ensure construction and offsite bounce back stronger

Creating a Dynamic Purchasing System is the key to unlocking offsite & fast market recovery for faster delivery of required buildings

What happens next?

Build a Dynamic Purchasing System for Offsite, hybrid & traditional

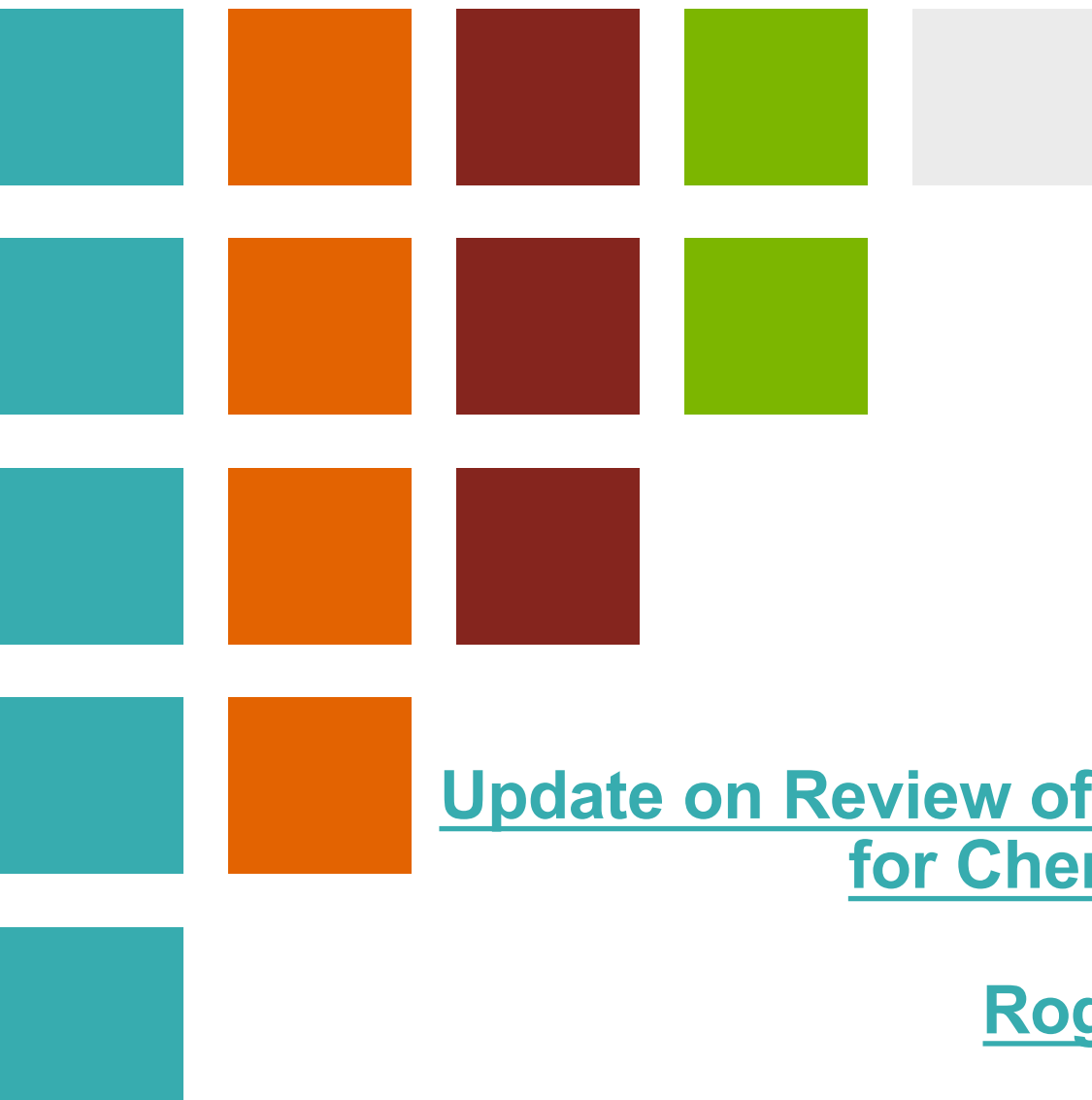
Deliver a prequalified database of suppliers

Supplier validation across Financial, H&S, Quality, Environmental, Carbon Credentials, Build UK Common Assessment Standard (CAS)

Buyer & Supplier Procurement Training

Supplier/Premarket Engagement

Meet the buyer events & pipeline publication of opportunities



Update on Review of WIMES 8.02 & Built Offsite Solutions for Chemical Dosing Equipment

Roger Marlow - Arcadis

What are we working on/promoting?

- **WIMES 8.02 update** - so far comprised 5 webinars including a Supply Chain Showcase December 2020
- **BIM4Water Product Data Templates** - Pump Centre (WIMES), the BIM4Water SLG and chemical dosing system suppliers working together to agree the format and content of these PDTs
- **Water Industry (WIMES) embodied carbon calculator**
- **DfMA guide for dosing equipment** - WIMES/Water Hub to jointly publish



What is WIMES?

- WIMES stands for Water Industry Mechanical & Electrical Specifications
- The WIMES have been managed by the Pump Centre for over 25 years
- There are over 80 WIMES available, ranging from simple items, such as pumps and motors, to complicated package plant
- All of the UK's WASCs and WSCs use the WIMES
- A full list of the WIMES and their associated resources can be found at www.pumpcentre.com
- Development/maintenance of the WIMES involves a lot of collaboration between water companies and their supply chain

- Issue 2 was published in October 2011
- A lot has happened in 10 years!
- The specification needs updating to include the following ‘built-off-site’ dosing solutions:
 - Integrally bunded solution
 - Walk-in kiosk solution
 - Non walk-in kiosk solution
 - Double skinned tank solution

Who is involved from the supply chain?

Dosing Equipment & Pumps

- EPS Water
- Lintott
- Colloide
- Grundfos
- Watson Marlow
- Ross-Shire Engineering
- Leada Engineering
- NPS [Northern Pump Suppliers]
- IPS Flow Systems
- WES
- Nomenca
- Richard Alan

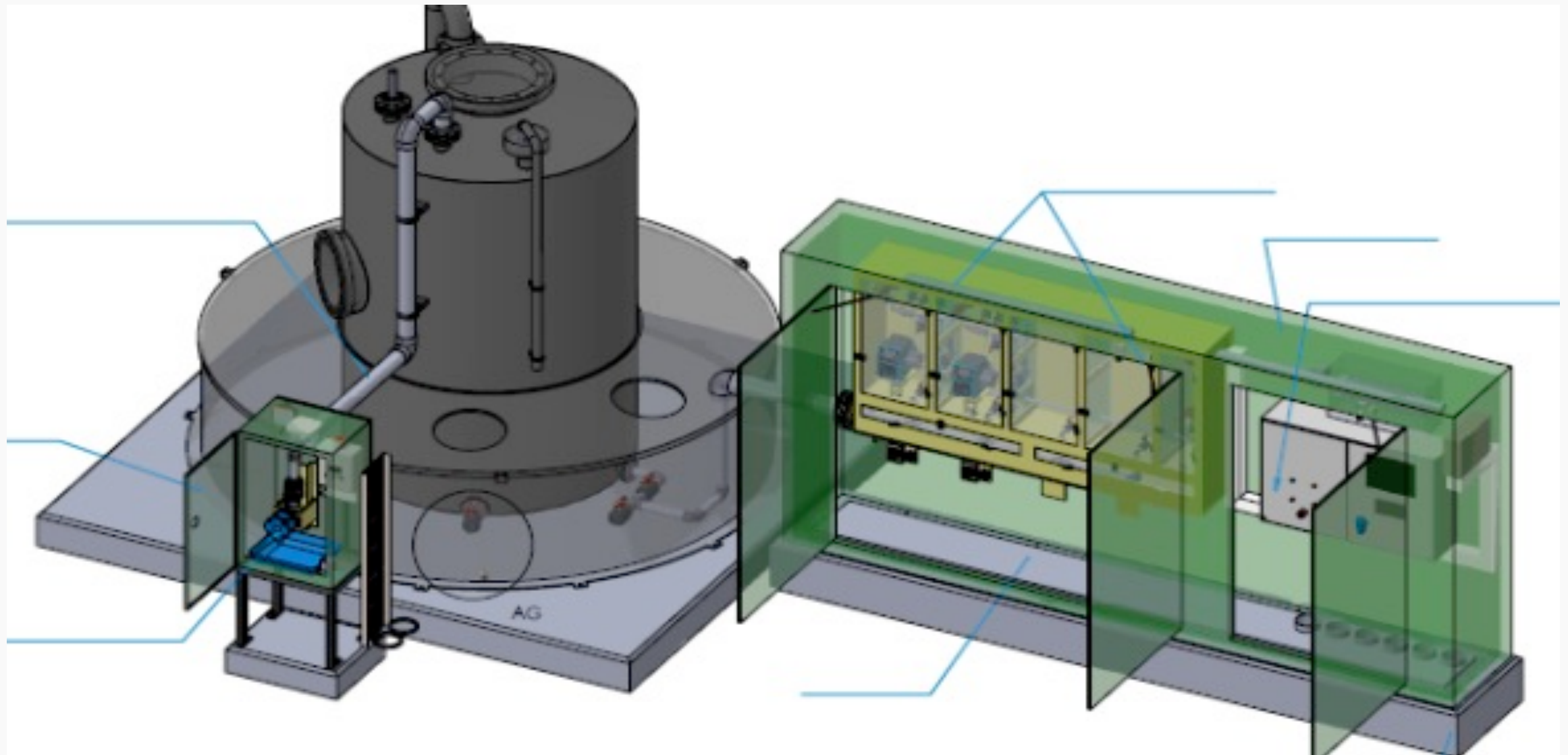
Pipework & Tanks

- Aliaxis
- Durapipe
- George Fischer
- CSO Group

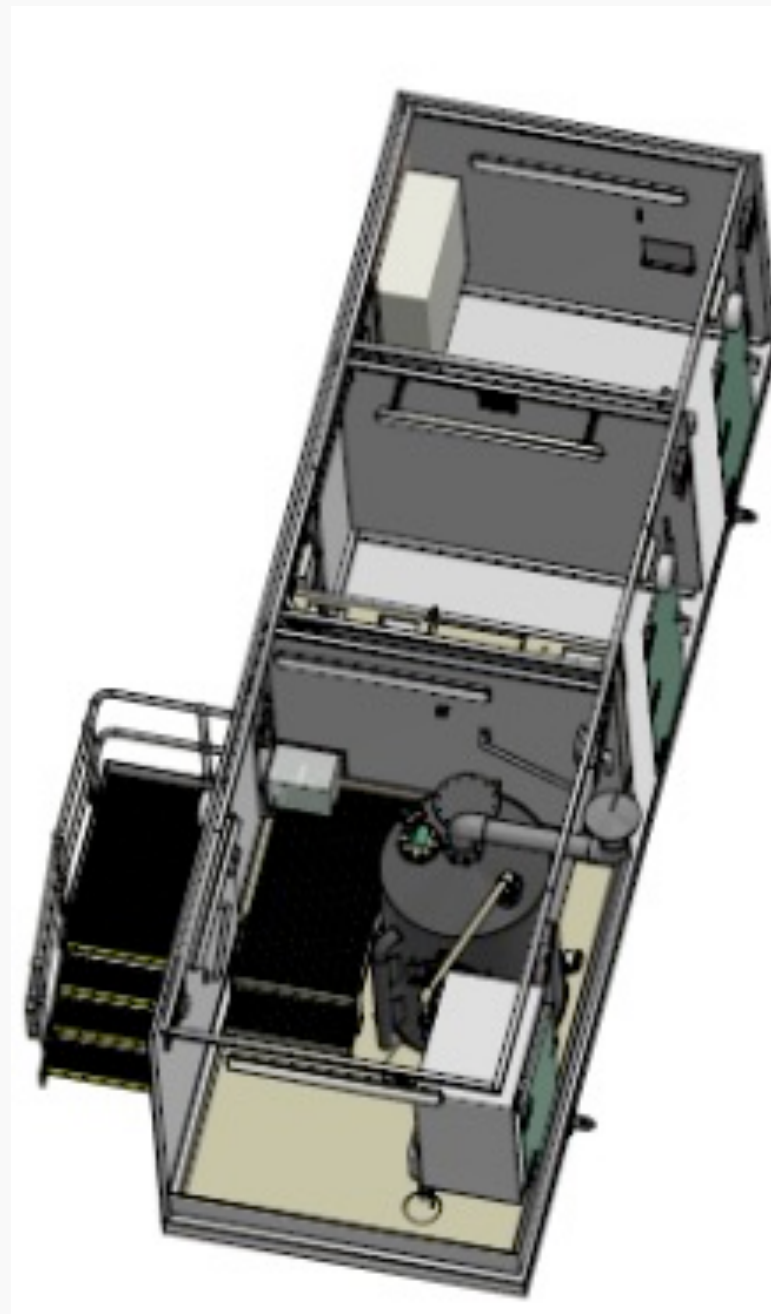
Miscellaneous

- CMPD JV

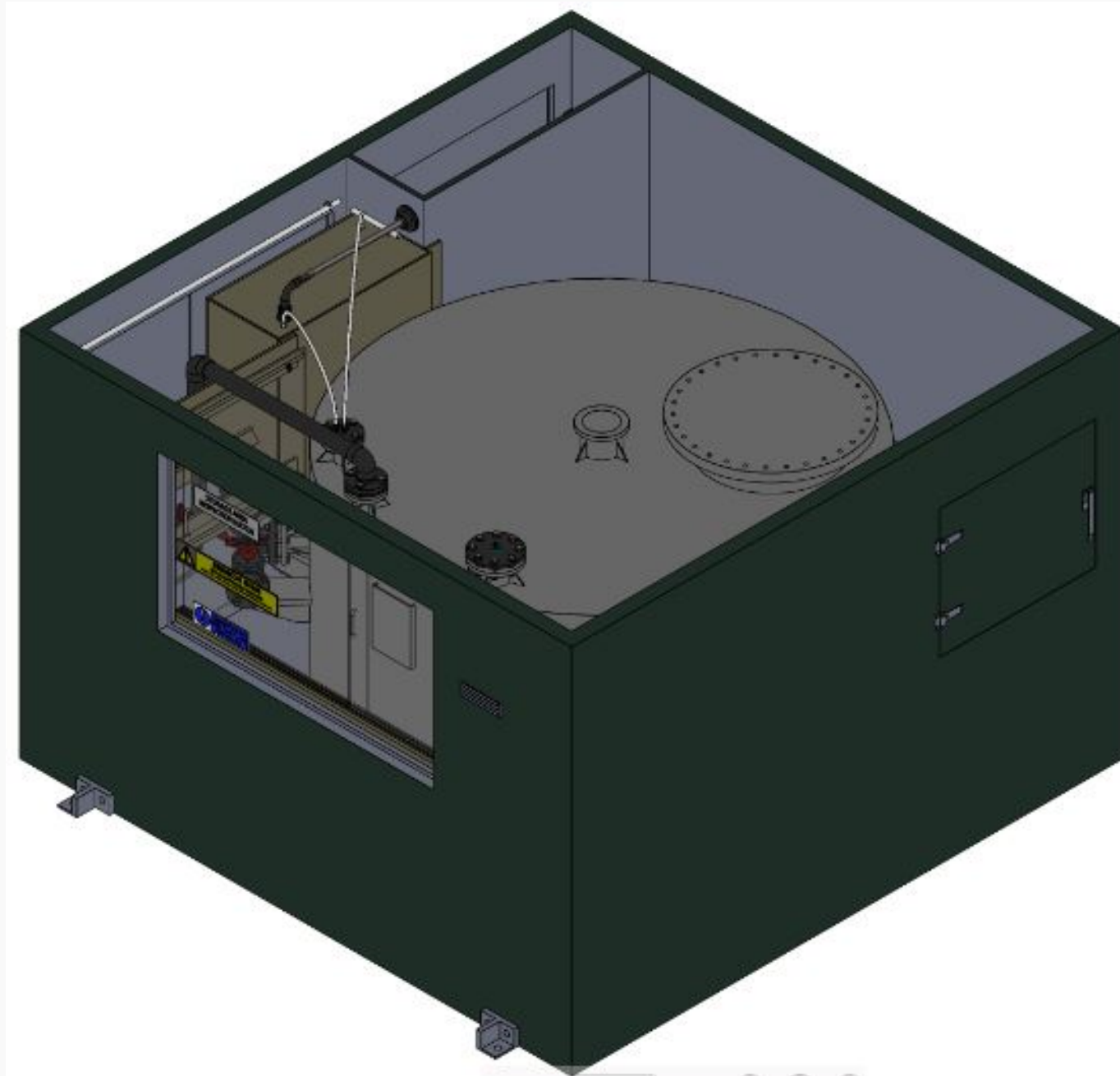
Integrally Bunded Solution



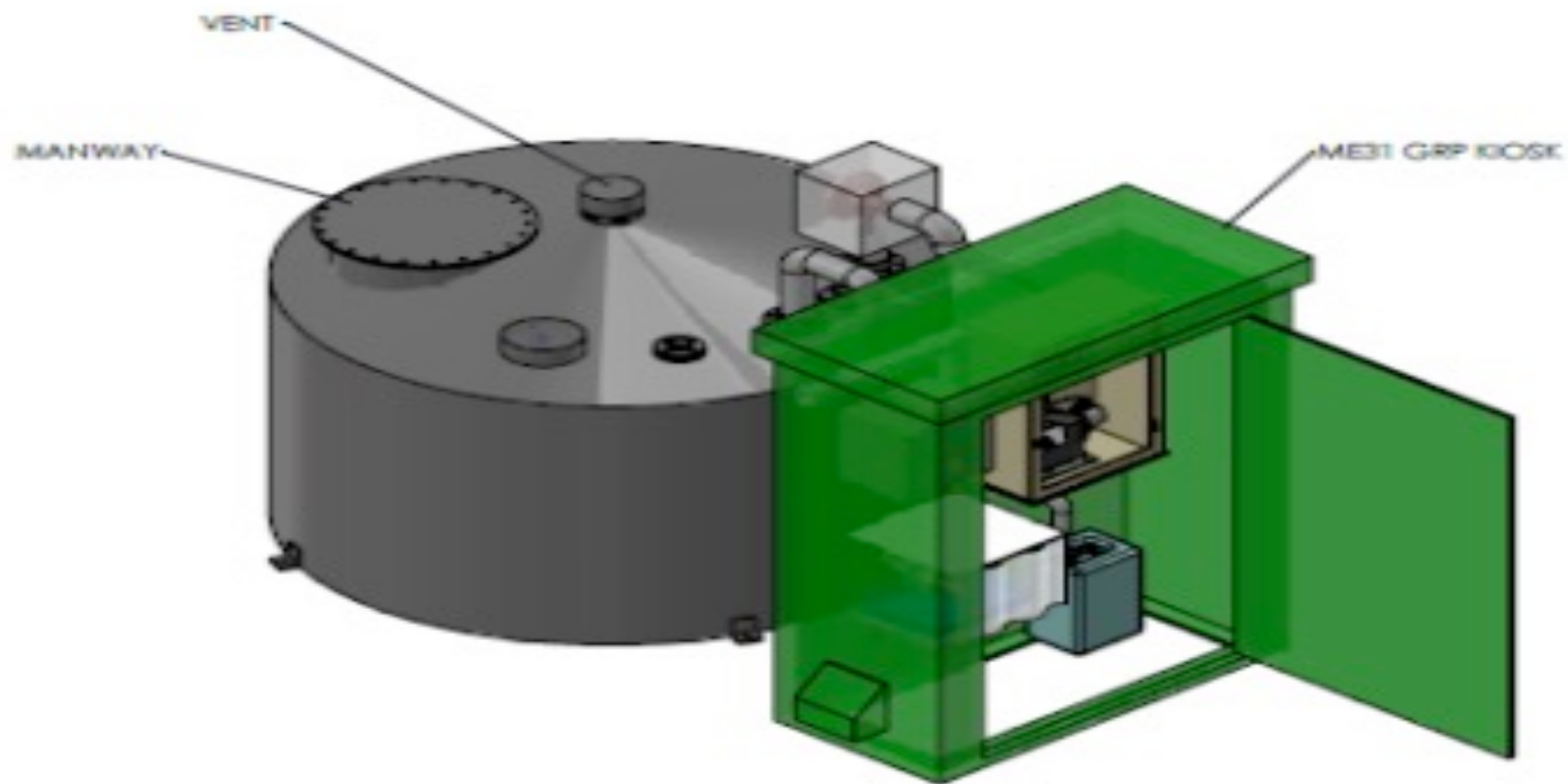
Walk-in Kiosk Solution



Non Walk-in Kiosk Solution



Double Skinned Tank Solution





BIM4Water Product Data Templates

- The revised WIMES 8.02 will require suppliers to generate Product Data Templates (PDTs) for certain components comprising chemical dosing systems
- What is a Product Data Template?
- PDTs will allow product manufacturers to supply non-graphical information about their products for use in water industry projects implementing BIM Level 2 – the ‘digital twin’
- PDTs provide the following benefits:
 - They allow designers to select, compare and analyse product data more accurately and efficiently
 - They help contractors with procurement and creation of the as-built model
 - They allow water companies to operate and maintain their assets more effectively

Delivering on Regulatory Policy – Water Industry Embodied Carbon Calculator



- The Water Industry is the 4th most energy-intensive industry and a major national contributor to emissions responsible for around five million tonnes each year, roughly equivalent to 378,000 cars with average use
- Water companies in England & Wales have an ambitious commitment to achieve net zero emissions by 2030 with Scottish Water having a similar commitment for 2040
- The Water Industry is well ahead of the government's 2050 net zero target for the country as a whole
- By promoting the use of a water industry (WIMES) Embodied Carbon Calculator we are helping the industry meet these targets

- To be jointly published by WIMES and the Water Hub
- The DfMA guide will provide ‘best-practice’ guidance for the design, manufacture & assembly of chemical dosing equipment for the water industry using built offsite solutions

Summary of deliverables

- Updated WIMES 8.02 specification
- Product Data Templates for chemical dosing equipment
- Water Industry embodied carbon calculator (already available for use)
- DfMA guide
- Delivery late summer 2021

What's next?

WIMES 8.02 Webinar 6 - 21st April (10am – 3pm)

WIMES 8.02 Webinar 7 - 25th May (10am – 3pm)

Join Us!



Thank you



www.buildoffsite.com

 @buildoffsite

What's Next?

21st April Webinar 6 10am – 3pm

25th May Webinar 7 10am – 3pm

Join Us!

Nigel Fraser
Industry Advisor

**Current focus – collaborative research
reports & publications**

RECENT PUBLICATIONS

Linear Infrastructure Overbuild Guide – post COVID-19 follow up

An **Offsite Sector Response to the Construction Playbook** – next steps?

As we emerge from the lockdowns we will be revisiting these reports

WORK IN PROGRESS – 1

Let's protect structures so we do not have to waste the carbon it takes to produce them. Let's minimise whole life carbon.

Achieving Sustainable Resilience in New Precast Concrete Structures.

A collaborative project with:

Mott MacDonald, C-Probe Systems & Structural Healthcare

Opportunities for pre-casters to contribute in the coming weeks

And an open invitation for the review panel

Due for publication this summer

WORK IN PROGRESS - 2

RIBA updated its Plan of Work
now

the **DfMA Overlay** is being revised

by RIBA in conjunction with the Supply Chain School & Buildoffsite
Technical author appointed & working on initial draft.

Publication anticipated in the autumn.

IN DEVELOPMENT with CIRIA

Offsite construction, concept design and delivery

A definitive guide to consolidate CIRIA, Buildoffsite & Industry
knowledge / best practice

This is in scope development with a funding campaign underway.

Anticipated development period – 12 months.

HOW WOULD YOU LIKE TO COLLABORATE / CONTRIBUTE?

Let me know at:

nigel.fraser@buildoffsite.com

MEMBER SHOWCASE & ACTIVITY UPDATES

Adrian Tomlinson, Operations Director, WS Transportation
Abel Maciel, Director, Construction Blockchain Consortium

Build Offsite Networking

Thursday 8th April 2021



Introduction

Adrian Tomlinson

Operations Director

Mobile: 07766 207023

Email: adrian.tomlinson@wstransportation.com



WS Transportation



William Stobart & Son

Overview:

- FORs Gold, CLOCS, Crossrail, Euro 6 compliant
- All vehicles are Direct Vision Compliant
- Own workshop based in Runcorn
- Won 3 awards this year:
 - Best Nationwide Haulier, SME News
 - Excellence in Construction Transport Services, SME News
 - Transport Solutions Company of the Year, Manchester & North West Prestige Awards

Depots:

- Runcorn
- Thirsk
- Wombourne
- Rugby
- Coventry
- Loughborough
- Dagenham
- Immingham
- Ballianamallard
- Coleraine
- Lutterworth

Fleet:

- 44 Hiabs
- 60 vehicles on Flatbed division with 350 trailers
- 22 vehicles on High and Heavy division (mixture of stepframes and kickers)
- 65 vehicles on Curtain Sider division with 150 trailers

Customers

Spectrum Brands













Contact Us

For further information about WS please contact:

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LOOKING AHEAD

Publication of Manifesto

Details on how members can get involved in Working Groups or Client Group & details of first meeting & agenda

Events Calendar and dates for the diary – Buildoffsite & BOPAS

New Monthly Member Highlights

Refreshed website & new members area

Updates on activity and opportunities to engage with other industry groups

- Construction Innovation Hub

- Smart Construction Network

- Construction Leadership Council

THANK YOU!