

Committee	Audit, Best Value and Community Services Scrutiny Committee
Date	1 June 2011
Report By	Director of Corporate Resources
Title of Report	Scrutiny Review of procurement with Small and Medium Sized Enterprises (SMEs) in East Sussex (12 Month Monitoring Report)
Purpose of Report	To report on progress against the recommendations agreed by Cabinet on 15 December 2009, following the Scrutiny Review

RECOMMENDATION: The Scrutiny Committee is invited to consider the progress made in delivering the recommendations of the Scrutiny Review of procurement with SMEs

1. Financial Appraisal

1.1 The financial costs of the recommendations will be managed within existing budget provision. Funding for the continuance of Build East Sussex has been agreed, with framework contractors now contributing most of the cost and a relatively minor contribution (estimated at below £13k) from revenue provisions managed by CRD Property. Brighton & Hove City Council has only agreed to provide £2k for the year commencing February 2011 and have stated that after this year they will no longer participate. There is also the potential for additional costs arising from proposals for the provision of a "top-up" insurance facility and for the acquisition / use of an e-tendering system.

2 Supporting Information

2.1 The original scrutiny report was considered by Audit and Best Value Scrutiny Committee on 18 November 2009 and Cabinet on 15 December 2009. An initial progress report was made on 1 September 2011 which confirmed that seven recommendations had been fully implemented with the remaining three being partially implemented / work in progress and an update on these is provided in the attached action plan. Links to both reports including the actions completed at the six month review can be found below.

2.2 The Council successfully launched its Build East Sussex (BES) initiative in January 2010 and this has continued to be a key area of focus for the Council's support for the local SMEs – a more detailed update on BES is provided as an attachment to this report.

3. Conclusion and Reason for Recommendation

3.1 It is recommended that Scrutiny consider the progress made on the recommendations contained in the review, which will lead to a continued improvement in our approach to procurement from SMEs

SEAN NOLAN
Director of Corporate Resources

Contact Officer: Duncan Savage Tel. No. 01273 482330

BACKGROUND DOCUMENTS

Scrutiny Review of procurement and SMEs

<http://www.eastsussex.gov.uk/NR/ronlyres/4CA6CA51-5719-43DF-AD4B-84EFE1523F8B/22173/C15Dec2009Item7aSRSME.pdf>

<http://www.eastsussex.gov.uk/NR/ronlyres/4CA6CA51-5719-43DF-AD4B-84EFE1523F8B/22176/C15Dec2009Item7bSRSME.pdf>

Six month update

<http://www.eastsussex.gov.uk/NR/ronlyres/8F039CB5-DD90-42DE-9944-5B6281B01EBC/24667/ABVSC1Sept2010item9SMEs.pdf>

Appendix 1 – Scrutiny Review of procurement with small and medium sized enterprises (12 month monitoring – outstanding actions)

	Recommendation	Priority	Agreed	Name and Job Title of Person Responsible	Comments	Date of Implementation
8	(b) To endorse the Council's current position that electronic tendering has the potential to disadvantage some SMEs who may not be sufficiently e-enabled to respond electronically, and should therefore not be the sole access channel for participation		YES	Corporate Procurement Team, CRD	A pilot of a low cost e-tendering package is currently underway. The results of this pilot will be considered in the light of the outcomes of the corporate service review of procurement which is due to be completed later in 2011/12.	Underway
9	That Property Services officers review the structure, feasibility and benefits of refreshing or eliminating the Council's property related Select Lists, once the Tier 2 and 3 contractor frameworks are in place at the end of 2009, with particular reference to specialist suppliers		YES	John Morris-AD Property CRD	<p>A review of the structure, feasibility and benefits of refreshing or eliminating the Council's property related Select List has now been undertaken and has concluded that a select list is necessary to:</p> <ul style="list-style-type: none"> • Cover specialist trades • Cope with peaks in workload such as the school summer break • Comply with Sussex Police Authority requirements as they use the ESCC select list <p>The most cost-effective solution of creating a local select list within Constructionline has been chosen and will be in place on the expiry of current arrangements in Feb 2012</p>	Review completed – final implementation of new select list Feb 2012.

10	(a) To welcome the investigations being carried out to assess whether the Council can provide cost effective top-up public liability insurance for SMEs and report progress to Audit and Best Value Scrutiny Committee in due course		YES	Rawdon Phillips, Insurance and Risk Manager	<p>10a) We are currently in the final stages of negotiating the Contractors Liability Insurance Top Up scheme with the insurance provider, Catlin Insurance. Unfortunately these negotiations have been rather protracted since this is a totally new insurance product with nothing similar currently available in the Local Authority insurance market. It is hoped to launch the scheme via schools for contractors providing services directly to schools / children in time for the new academic year in September 2011. We are also negotiating a facility to provide top up insurance for contractors to facilitate entry onto the council's approved lists in time for the review of lists in 2012.</p> <p>The scheme will require contractors to secure their own Public Liability insurance of £5M and then facilitate the topping up to £10M via the scheme, to comply with the council's standing contract requirement of £10M public liability insurance. It is anticipated that this will be at preferential rates for contractors. The council will secure the facility with the payment of a deposit premium which will be recouped by premium payments made by contractors. Any payments in excess of the deposit premium will be passed directly to Catlin Insurance.</p>	Sept 2011
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BUILD EAST SUSSEX

1. As stated in the covering report, the Committee were last given an update on Build East Sussex (BES) on 1st September 2010.
2. Since then the following developments have taken place:

Events

- 2.1 The third of the local workshops for SME's (the first two being at Brighton on 22nd April 2010 and Hastings on 13th July 2010) took place in Eastbourne at the Kings Centre on 19th October 2010. Apart from the usual networking opportunities and guidance and help in joining Build East Sussex, the theme for the meeting was "Sustainability". Speakers from East Sussex County Council (ESCC) and Brighton and Hove City Council (BHCC) outlined how each organisation approached this in their construction programmes.
- 2.2 The second Annual Marketplace event took place at the East Sussex National Golf Course and Spa, Uckfield on 8th February 2011. A copy of the Newsflash for this event is attached as Appendix 1.

Continuity

- 2.3 As has been reported previously, ESCC and BHCC funded the development of Build East Sussex and it's running costs for the first year following the launch in January 2010. During this first year the Steering Group gave much consideration as to whether the initiative should continue, and if so what changes were needed and how it could be funded.
- 2.4 Following debate and consultation by principal contractors in ESCC framework agreements and BHCC strategic relationships, it was agreed that:
 - Network events would in future comprise the Annual Marketplace and two other events, probably in June and October.
 - Framework contractors would contribute towards the continuing operational costs, collectively bearing the majority of costs.
 - Other public sector construction procurers, and if they have them, principal contractors in a strategic relationship, be invited to join.
 - Following feedback, the BES website be amended to make it easier for contractors to load job opportunities; SME's to bid for work; enable posting of job and apprentice opportunities and those looking for work to post their details.
- 2.5 The new website went live for the Annual Marketplace event on 8th February 2011 and has seen a rise in work opportunities posted.

Key Performance Indicators

- 2.6 As was apparent from feedback on the website, it was initially difficult to capture the extent to which work was being placed with companies as a result of their registration on BES and tendering via the website. Therefore principal contractors were asked to fill out a questionnaire which established some baseline information and sought to capture where BES had enabled introduction of new companies to the principal contractors through the networking events or via the website, and how much work had gone to new applicants as a result.
- 2.7 Collated returns are attached, together with an updated KPI schedule as Appendices 2 & 3. This suggests that the nature of construction activity, with long lead in times and established supply chains, means that placement of work to new companies will build up gradually. However it can be seen that:
- There has been a growth in the number of approved subcontractors based in East Sussex / Brighton and Hove.
 - Most principal contractors employ apprentices and provide work experience. This seems something which can be built on, perhaps through a BES careers event.
 - 23 new companies have won business from principal contractors.
 - Work to a value of £1,025,000 has been placed with new companies.
 - A number of applicant companies have failed to meet main contractors' criteria. It is therefore essential that BES continues to work with business support organisations to help companies in this area.
 - Since the review of the website there has been a significant increase in the number of companies completing Supplier Introductory Questionnaires (SIQs) which is how a company seeks to qualify for inclusion in the approved list of the principal contractors.
- 2.8 Working with principal contractors and Improvement and Efficiency South East (IESE), case studies for projects have been compiled which include the extent to which local companies were involved in the project. Examples from Chyngton Primary School and Cradle Hill Primary Schools are attached as Appendices 4 & 5.

John Morris
Assistant Director – Property
10 May 2011

Newsflash! - Build East Sussex Annual Construction Marketplace February 2011

In this issue

- [Build East Sussex Annual Construction Marketplace 2011](#)
- [The new Build East Sussex website is here!](#)
- [To access the new site for the first time...](#)

In other news

[Get In Touch...email us any stories or thoughts you might have](#)



Register with Build East Sussex

If you are not already fully registered with your local network you are probably missing out on:

- The chance to meet firms that you may want to get work from
- The chance to meet firms and people that may want to work for you
- Free network events
- A free online "shop window" for your firm
- Regular network updates
- Business support and training if you need it
- Tendering opportunities

Joining Build East Sussex is free of charge. Just click the network logo below and enter your company details...



Build East Sussex Annual Construction Marketplace 2011

The Build East Sussex network's 450 member firms were well represented at the Construction Marketplace event at the East Sussex National Golf Course and Spa in Uckfield and network buyers, who have work ready for member firms to win, turned out in force to meet them.



Delegates were welcomed by Councillors and Officers representing East Sussex County Council and Brighton & Hove City Council who underlined their commitment to Build East Sussex and their support for local construction/built environment businesses of all sizes. John Morris, East Sussex County Council Assistant Director of Property reminded us of the three excellent events the network has held since we launched just over a year ago, the growth of the network to over 450 registered firms and then introduced the new network website and the opportunities it holds in store for network members.

"Surprisingly, East Sussex has fared better than expected from the Government's capital grants for specific projects which has enabled us to slightly expand our capital programme for 2011/12. We have a £60 million programme to build 3 new academies and have secured planning consent for our £17 million new archives and records facility, so the opportunities for local businesses to benefit through our capital programme are there." said John.

Councillor Ayas Fallon-Khan, speaking on behalf of Brighton & Hove City Council, underlined why the Council supports Build East Sussex: "Brighton and Hove – like all other public sector purchasers – are facing some tough years ahead, and we are committed to doing all we can to help our local businesses benefit from the build projects that are currently being undertaken, and that will be embarked upon in the next few years. I am most impressed to see how many of you have engaged in the Build East Sussex initiative, clearly demonstrating your own determination to take every opportunity that you can for your business."

Delegates were then treated to a real-life case history from Matt Hepburn from B M Hepburn Ltd a small Eastbourne-based plastering, dry lining, screeding company and Guy Dawes who is the Framework Manager of one of the network buyers, Osborne's. Matt met Guy at a network event last year and told us:

"That single conversation eventually led to us winning a contract with

Osborne for the Cradle Hill project, which we've recently completed. It can take time, but things do happen ... and I certainly would never have picked up the telephone to speak to Guy, nor he to answer I suspect. Build East Sussex was a very effective match-making service for us and we have since worked on a couple of smaller Osbornes projects so I can honestly say that attending the Build East Sussex events is definitely worth while for any business."

Guy added: "To have gone through our selection process, been selected for a job, and to have completed it all within one year is pretty much as good a story as there is!"

Brighton & Hove City Council Head of Property Services, Angela Dymott, then thanked the speakers and invited the delegates to meet the Framework Contractors and the networking session began in earnest.



The exhibitors did a fantastic job and took the time with every firm to talk them through upcoming work opportunities and what they are looking for in their local suppliers and subcontractors. On average they each met with over 30 firms and arranged 12 follow up meetings during the event. There was a consistent message coming through in their post-event feedback: ("It was really useful to meet new sub-contractors and consultants to expand our local supply chain and to network with those we already know. We made excellent contacts to follow up for future business")

Network member firms were even more enthusiastic and said there were three key things they got out of the event. Many reported that the network buyers had reassured them that despite the economic climate, more work would be coming through Build East Sussex. ("It's great to know that the future is positive after talking to contractors who have many opportunities"). Also, members appreciated the opportunity to meet and talk to local authority and other network partner representatives. ("We had the chance to meet key people in Brighton & Hove Council") The third theme of members' feedback was that they found it useful to meet other network member firms ("We made contact with several companies which may prove to be beneficial") We certainly hope that Build East Sussex events and the new website will encourage firms to explore new business relationships and potential partnerships.

Tip for Members: Enter your company information on the website if you wish to be visible to network buyers. You must complete your SIQ or PIQ for your firm to be visible in buyer searches. You may also wish to update your project history so buyers can see what you can do. Both exhibitors and delegates gave the event an average score of more than 8 out of 10 so it looks as though a good day was had by all. As Peter Warner of the McAvoy Group wrote "The Formula Works!"

[The new Build East Sussex website is here!](#)

So what's new?

Before you read on, let me remind you that your login has changed and you'll need to follow the instructions [below](#) to access the new website! In order to enhance security and ensure that you only receive information appropriate to you the new system will use your registered email address as a login and will generate a new password for you.



Advertise apprenticeships and search CVs/applications posted on the system. You can upload all the details for applicants to read and you can manage your applications.



Work opportunities sent to your account. Manage your expressions of interest, pricing and tenders. Upload documents and respond online. Communicate directly with the network buyers you are working for.

Please note that the work opportunities that scroll on the website home page are not necessarily for your sector - to find work opportunities tailored to you, log in to your account.



Find other network firms to work with. GIS technology allows you to find other member firms and see contact information about them - and they can find you. Control who you wish to contact or be contacted by.

Only network buyers will be able to see your SIQ/PIQ, contact details, accreditations, and project history!

PLUS:

Track business support requests that you manage

Upload photos of work you have done (coming soon)

Upload your documents so potential customers can see them

Opportunity to complete SIQ/PIQ at any time

...and much much more!

Please note that some of these new features are a "blank canvas" at the moment as they're completely new.

To access the new site for the first time...

Please DO NOT use the usual login boxes in the top left of the home page screen (in order to access your updated account you will need to get a new password and login)

Instead, click the "Forgot password?" link just to the right of the login boxes. You will be asked to enter the email address you used to register with the network (this will become your new unique login)

The website will recognise that your address is already registered on the system and will invite you to reset your password. Click on the "Reset Password" link and a new password will be sent to your registered email address

Retrieve the password you have been sent and login using the boxes in the top left of the screen (using your email address as the log in and your new password) You will always log in this way after the first time.

You can then reset the password to whatever you wish using "change my details/password" on the menu.

Please be patient whilst we populate the content and please post your own!

For help with this or any other query with respect to the new website please call Kevin or David on 01263 735486.

Kind regards

The Build East Sussex Team

Question	Morgan Sindall	Volkerfitzpatrick Ltd	R B Construction Group Ltd	W Stirland Limited	Walker Construction	Colours Decorating Ltd	Mansell Construction Services Ltd
How many businesses are on your approved list?	For the Brighton office only 270	145 - in East Sussex	282	478	50	12	205
Prior to BES, how many of your list had an office in East Sussex/Brighton & Hove	approx. 70%	67	173	32%	4	12	20
Since BES, how many of your list have an office in East Sussex/Brighton & Hove	approx 70%	78	198	35%	10	12	24
How many staff does your organisation employ	over 4000	600	36	40	218	34	1800 (approx).
How many apprentices do you employ	58 - ranging from Site Manager, Engineers, QS's etc. Not trades & Labour	not available	1	0	2 every year	2	8 (SE)
Would you like BES assistance in employing more apprentices or multi-skilling your current apprentices							
Do you offer work experience placements to students							
If yes, how many in East Sussex/Brighton & Hove	In the past 18 months = 3	not available	1		0	4	TBC
If no, would you like to find out how BES can help			not at this present time	No	No	no	
Since engaging with BES, how many businesses, following a BES 'introduction', have approached you subsequently via the BES website.	Approx 18 EOI have been received	0	8	8	1	0	15 Approx.
Since engaging with BES, how many businesses, following a BES 'introduction', have approached you subsequently via traditional methods (telephone, email, your own website).	Large numbers of calls received after each event. In the 12 months i would estimate approx. 2 per week	40	57	15	12	0	20 Approx.
How many applicant businesses have successfully prequalified as suppliers	3	78	25	3	4	0	4
How many applicants have been unsuccessful and why	NO CSCS cards, No H&S Policies, Not correct levels of insurance (CSCS card would be for over 80% of EOI - Or TEST written on forms)	not available	42. H&S, insurance and tax status. Also some have fallen outside of our business requirements.	Predominantly no response to tender enquiries, companies too small.	Nil - Not all have returned applications	no applicants	Unknown - unsuccessful due to not returned price or not selected by QS due to price
How many applicant businesses have been invited to complete your PQQ	3	78	29	n/a	0	0	5 approx.
How many applicant businesses have been invited to quote	2	not available	18	10	0	0	5 approx.
How many applicant businesses have successfully won contracts from you.	just about to place an order with one Electrical company	not available	10	2	0	0	1
Of the above, what value packages have been awarded	£50K	not available	48k	52,000	1	0	75K

P H Beck Ltd	Kier Regional	VINCI Construction UK Limited	Osborne	Cheesmur Building Contractors	Sunninghill	Overview/Comment
25 sub contractors and suppliers	250 (Kier Longley)	400	1468	300	4500	Total 8135..across 13 MCs As low as 12 and as high as 4500? Ave across the 13 = 625
20	200 approximately	20	19	200	2250	These two answers show that largely there has been an increase in the number of ESCC/BHCC Companies in the MC supply chains
22	200	30	21	200	2250	
42 admin support and trades	70	3700	1000	35	60	Varies depending on the size of the company
2 (carpenter, plumber)	10 (fluctuates)	274	4	1	0	Most do take on apprentices
6 each year from local schools n/a	Probably 5/6 at a time N/A	0	1	3	1 or 2	See following two answers At least 8 companies offer Work Experience
none	75	35	none	6	100	See above
10	50	60	11	15	50	266
2	10 approximately	40	1	0	0	444
4 failed to supply further information; 2 failed to demonstrate the level of experience and organisation required; 2 offered specialist services	20 mainly due to Kiers Health and Safety requirements	0	not many have applied	Mostly outside the area or offering professional services eg Architects, Specialist Consultants	Inappropriate trades, Inadequate qualifications	170 Numbers are not consistently reported. Reasons to fail are H&S, CSCS cards, Insurance, inappropriate trades, inadequate qualifications
4	25	40	2	0	6	198
2 none	10 5	10 4	2 1	1 0	6 0	66 23
n/a	£300,000.00	450000	50000	0	0	1025000

Note: The numerical data is purely addition of figures given. It is possible that companies have interpreted the question differently. Other comments in this column are subjective

KEY PERFORMANCE INDICATORS

INDICATOR	SOURCE	Launch	April 2010	July 2010	October 2010	ACM 2011	May 2011
General							
1. No/% of local businesses in Main Contractor supply chains	<i>Baseline and reviews established from information to be supplied by Main Contractors. (Questionnaire being developed which will be reissued annually)</i>						See separate spreadsheet
Events							
2. Number delegates (businesses) attending events	Website	462+ (176)	200 (135)	85+ (68)	97 (70)	291 (185)	
3. Number of repeat businesses/ delegates to events	Website <i>Bookings only</i>	-	43	37	47	39	
4. % customer satisfaction feedback from events	Feedback analysis	85%	64%	76.4%	74%	80%	
Database Registrants							
5. Total number of database registrants	Website	-	244	312	389	463	535
6. Of event attendees, X Number or %	Website						

registered on the database	January event April event July event October event Feb11 Event	25%	40%	73.5%	79%	50.4%		
ACM lower % following additional marketing efforts to increase database.								
7. Of registrants, X No or % of SMEs requesting assistance	Website	91%	91.6%	89.7%	90%	88.5%	81.7%	
Sub-Contract Facilitation								
8. Number/Value of jobs contracted by LA's to main contractor	East Sussex County Council and Brighton and Hove City Council	£39m (2010 estimate)	£39m (2010 estimate)	£39m (2010 estimate)	£39m (2010 estimate)	£40m	£40m	
9. Number of buyers using EOI/Tendering facility (work opportunities)	Website		3	7	7	8	9	
10. Number and value of Work Ops/Eols posted on website	Website – currently no value field		57	120	96 Ops 162 Eols	354 264	439 376	
11. Number of SIQ/PIQ completions	Website		26 SIQ /	35 SIQ /	43 SIQ /	55 SIQ / 29 PIQ	132 SIQ 30 PIQ	
12. How many applicants have successfully prequalified (suggested new measure)	Main Contractors: New manual input field - Updated website facility						See separate spreadsheet	

13. How many applicants have been unsuccessful and why? (suggested new measure)	Main Contractors: New manual input field - Updated website facility							See separate spreadsheet
14. Number of registered sub-contractors getting work	Main Contractors: New manual input field - Updated website facility							See separate spreadsheet

15. Value of packages contracted to registered subcontractors	Main Contractors: New manual input field - Updated website facility							See separate spreadsheet
Potential Impact Measurement								
16. Growth of sub-contractor businesses (t/o; employees; apprentices)								

Other data:

Companies who have attended 2 events: 96

Companies who have attended 3 events: 24

Companies who have attended 4 events: 3

At ACM2011 of pre-registered companies: 56% East Sussex/Brighton & Hove

10% West Sussex

34% Outside Area



<p>Client East Sussex County Council</p> <p>Project Chyngton CP School, Seaford</p> <p>Project Value £1,600,000</p> <p>Project Manager Gleeds (Tunbridge Wells, Kent)</p> <p>Architect NPS South East (Brighton)</p> <p>Contractor Sunninghill Construction Co Limited</p> <p>Contract Period 47 weeks</p> <p>Procurement Type IESE Tier 2 Framework</p> <p>Contract Form JCT 2005 (DB) Amendments 1&2</p> <p>BREEAM rating Very Good</p> <p>Local SME's 90% by value let to local SME's</p> <p>Apprentices A total of 7 apprentices worked on the project for periods varying from 4 weeks to 30 weeks</p>	
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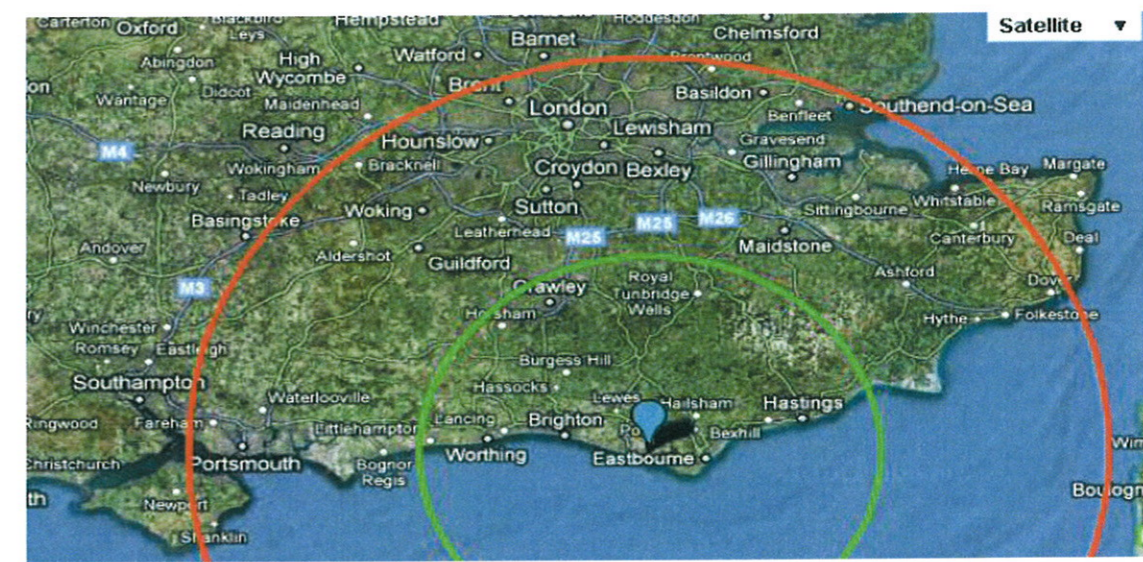
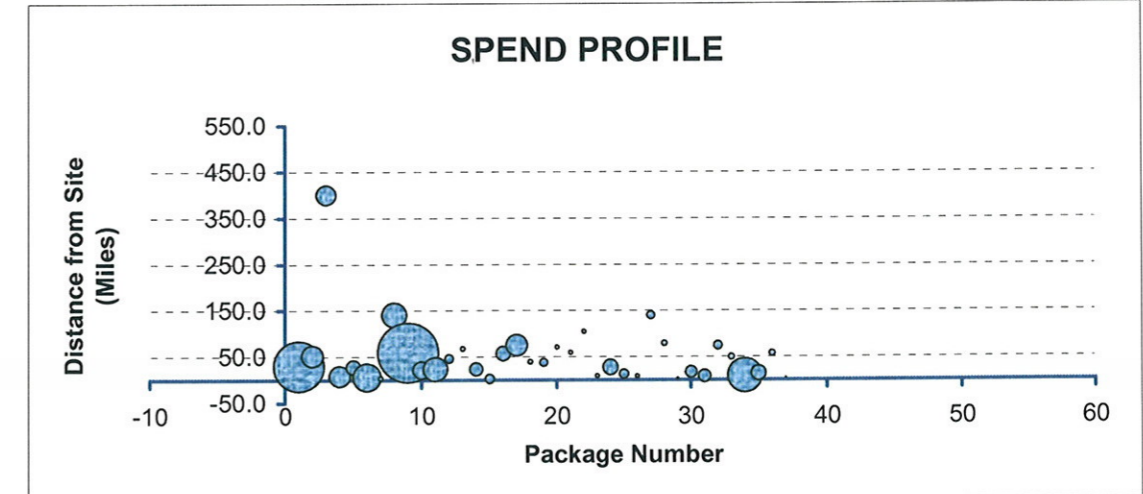
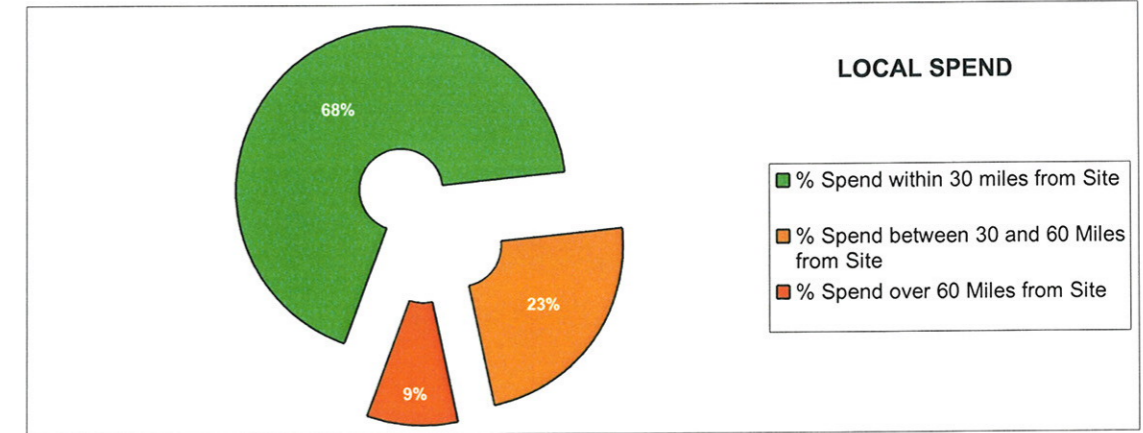
Key Challenges	Solutions	Key Achievements
Working in an existing occupied school whilst minimising disruption to the everyday activities of the school.	Collaborative working, regular weekly/daily meetings with school's representative. Re-phasing the work in the existing building to refurbish the main entrance in Easter holiday period. Maintaining strict control of the site compound areas within the school grounds Site deliveries outside the school busy times. Deliveries were directed on to site and turned within the site compound Perimeter site fencing clad with debris netting to stop balls from the playground entering the site as well as being anti-climb Site induction of all site personnel working within the school environment Temporary site roads installed to site compound to avoid mud being deposited on the school's roadway.	1. Pre-construction value management simplified the mechanical ventilation to create a substantial cost saving, which enabled the project to proceed within the financial constraints.
Exposing the existing structure revealed that the proposed line of the new flue in the existing plantroom was not ideal and there would have been major disruption to the school.	The Main Contractor redesigned and submitted a new planning application indicating a new line of flue from the new boiler. This enabled external access and negated the requirement for work within the existing school, thus avoiding any potential disruption.	2. Completion of the project ahead of programme was achieved by re-planning and absorbing the delays that arose from the exceptional weather, and from the additional works that were considered and decided upon after project commencement.
It was considered that the abutment between the new and the existing roof would have required temporary weathering scaffold and the school moving out of the rooms below to allow the works to take place. There would have been high risk of water ingress and subsequent damage.	Re-design was undertaken in conjunction with the Site Team and Specialist Sub-Contractor; resulting in an innovative design and solution negating disruption to the school and potential water damage.	3. Teachers and other staff were given early access to the new teaching areas to enable them to set up the new classrooms ready for the start of term.
Progress of critical items on main extension works suffered a 5 week delay to programme due to the worst winter working conditions for 30 years.	Increased supervision to manage the refurbishment phase which enabled it to run concurrently with the main building works and the project to be handed over ahead of the original date.	4. No reportable accidents
After works had commenced on site, the Client wished to consider the opportunity of a new Care Suite. This was subsequently decided upon and required the remodelling of several existing rooms.	The erection of internal partitioning to separate work from school activities allowed us to take early occupation of the area and finish it by the completion date. Value management of other elements enabled this additional work to be incorporated with very little impact on the Client's contingency.	5. Close communication and planning with the school team, together with the re-sequencing of programme and some re-design work benefited the project, by minimising disruption to the daily operations of the school.
The requirement for installation of sloping pre-cast roof slab for thermal mass requirements created a number of serious H&S issues.	Early risk workshops arranged and the whole roof re-designed so that the criteria of Health and Safety, thermal mass and buildability were all met.	

Address: Cradle Hill Community Primary School,
Lexdon Road, Seaford, East Sussex BN25 3BA



Improvement and Efficiency
South East
Construction and Asset Management

Package Reference	Trade	Resource Provider	Subcontract Post Code	Distance from Site (radius)	
1	Groundworks	Landbuild	RH20 1AS	29.7	13.1%
2	Steel Frame	Conder Allslade	PO3 5JF	51.3	2.4%
3	PCC Floors & Stairs	Acheson & Glover	BT75 0SY	400.5	1.9%
4	Brickwork	Owen Contractors	BN23 6QW	7.7	2.3%
5	Scaffolding	D&R Group	RH12 2NS	27.2	1.1%
6	Roofing	Industrial Construction (Sussex)	BN7 3EX	6.2	4.1%
7	Glazing	Nuglas Southern	BN9 0AQ	2.9	0.1%
8	Windows & Ext Doors	Aspen Windows	NR9 5SW	140.4	3.2%
9	Mechanical & Electrical	Relabond	IG10 3TZ	59.4	18.6%
10	Carpentry	Famcombe Carpentry	BN14 9LY	21.4	1.6%
11	Screed & Plastering	BM Hepburn	BN22 8UY	23.0	3.0%
12	Architectural Metalwork	Handrail Design	ME4 4TE	46.0	0.4%
13	Fire Protection	GSI Contract Services	SL7 3ND	67.6	0.1%
14	Decorations	Southern Decorators	BN13 3AQ	23.1	0.9%
15	IPS	Excalibur Design Fabrications	BN9 0DH	2.7	0.5%
16	Flooring	Smith Brothers Marine	PO16 0HG	56.8	1.1%
17	Lift	Stannah Lifts	SP10 2NX	75.2	2.5%
18	Fencing	Knight Fencing	PO20 9ED	39.2	0.1%
19	Landscaping - Planting	VDW Landscapes	PO20 1EJ	37.7	0.3%
20	Temporary Partition	Broadsword Projects	SO40 3WX	71.0	0.1%
21	Builders Clean	H2O Nationwide	SS2 5ED	59.1	0.1%
22	Air Testing	Construction Performance Solutions	IP6 9LG	104.7	0.1%
23	Mastic Sealants	GPB Mastics	BN27 2BY	8.4	0.1%
24	BWIC/Chasings	Frog Diamond Drilling	TN12 8ED	27.0	1.3%
25	Thermal Modelling	John Packer Associates	TN22 1QQ	12.8	0.5%
26	Ecological Consultant	Ash Partnership	BN22 8TR	7.7	0.1%
27	Acoustic Consultant	Adrian James Acoustics	NR13 5FH	140.2	0.3%
28	Asbestos Survey	Environmental Evaluation	LU2 0TN	79.2	0.2%
29	Asbestos Removal	Amstech Contracts	BN9 0DU	2.6	0.0%
30	Hoarding	Littlewood Fencing	TN33 9LJ	17.3	0.7%
31	Acoustic Pods	Parker Ceilings	BN8 6BP	8.3	0.8%
32	Temporary Electrics	Trident Electrical Services	SP10 5NT	74.3	0.4%
33	Blinds and Curtains	Waverley Contract & Supply	GU9 9PZ	49.2	0.2%
34	Architect	NPS South East	BN2 6NT	9.1	6.2%
35	Structural Engineer	Gyours Self Partnership	BN3 4EF	14.4	1.2%
36	Building Control Consultant	HCD Building Control	PO14 1AH	56.9	0.2%
37	Archaeological Survey	Chris Butler Archaeological Services	BN26 6TB	4.7	0.0%
38	Prelims, OHP, Insurances, Fees etc	Various			30.2%
39					0.0%
40					0.0%
41					0.0%
42					0.0%
43					0.0%
44					0.0%
45					0.0%
46					0.0%
47					0.0%
48					0.0%
					100%



Projected Final Account (£)	% Spend within 30 miles from Site	68%
1,581,941	% Spend between 30 and 60 Miles from Site	23%
	% Spend over 60 Miles from Site	9%

<http://www.freemaptools.com/how-far-is-it-between.htm#>
<http://www.freemaptools.com/radius-around-point.htm>