

ConstructEnergy



Making the Leap – Working with Main Contractors

Agenda

- Who are ConstructEnergy?
- Our procurement process
- What do we need from our supply chain partners?
- What do we *really* need from our supply chain partners?
- How do we manage our projects?
- What do you need to do?

Who are ConstructEnergy?

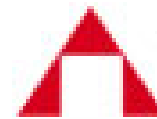


Sir Robert
McALPINE



HOCHTIEF

CONSTRUCTION AG



HEITKAMP

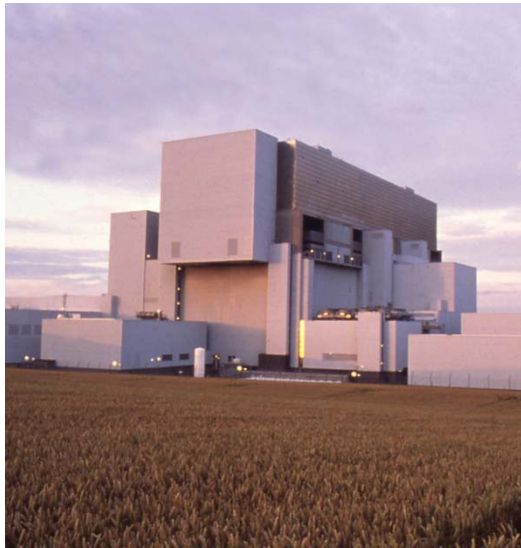
Ingenieur- und Kraftwerksbau GmbH

Who are ConstructEnergy?

- Over 400 years experience in design and construction of major process developments in UK, Germany, France, Finland, Argentina & Brazil
- Access to over 300 nuclear technical design and construction experts
- Annual turnover in excess of €25 billion.



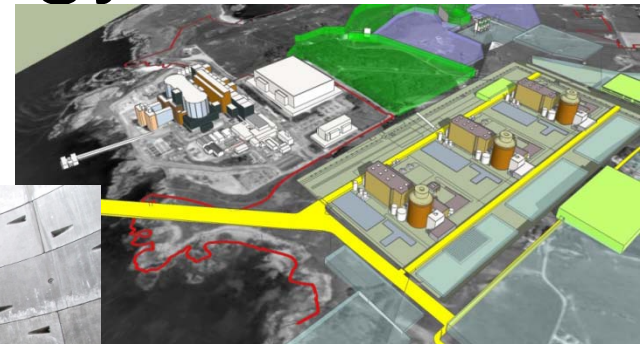
Who are ConstructEnergy?



Hinkley B



Margate



Olkiluoto



Belvedere Energy from Waste



Who are ConstructEnergy?

Targeted tenders for Hinkley C:

- Preliminary Earthworks
- Main Civils Package
- Marine and Tunnelling
- Jetty Construction

..these packages have not yet been awarded

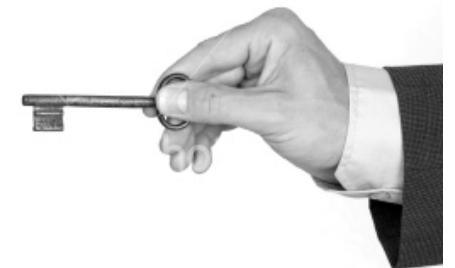
Our Project Procurement Process

- Pre-registration as a potential supplier
- Develop and agree packages of work
- Procurement team issue supplier questionnaires
- Selection – *review questionnaires, assess safety/quality processes, proposed staff, facilities inspections, etc*
- Approval and appointment
- Kick-off meetings, readiness reviews before start-on-site



What are we looking for in our Partners

- Company organisation and responsibilities
- SQEP (Suitably Qualified and Experienced People)
- Production facilities, materials/quality controls, Calibration controls
- Risk and commercial management
- Effective management of sub-contractors and suppliers



What are we *really* looking for in our Partners?

- Understand the project and client needs
- Consistency with our values:

Commitment to safety and environmental protection

Commitment to positive community relations

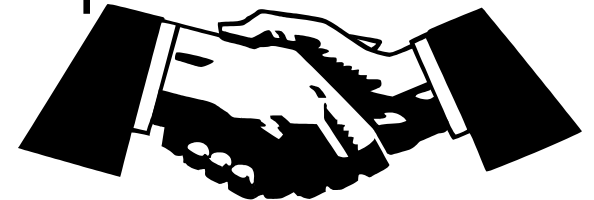
Openness

Honesty

What are we *really* looking for in our Partners?

- Effective communication
- Enthusiasm and motivation
- Accountability without blame
- Learning and continuously improving
- A sense of humour

... in short... real partnerships!



How do we manage our Projects?

- Early procurement
 - Gives time to improve processes and training*
- Ethical treatment of our partners
 - Early involvement*
 - Joint planning and problem-solving*
 - Payment on time*
 - Shared facilities, shared celebrations*
- One-team culture... we succeed together

What do you need to do?

In written submissions:

- Answer the questions and tell us what we need to know
- Give as much detail as you think we need – have sympathy for the reviewer!
- Brochures are only supporting documents – they do not replace specific responses to questions
- If you are not yet “up to standard”, tell us how you are going to improve – and how we can help

What do you need to do?

In presentations and meetings:

- Show us *why* we want to work with you
- Tell us *how* our team will be better when you are working with us

To conclude:

Our projects are demanding, so we need the best partners to ensure safe, successful completion.

If you can help, please talk to us..

ConstructEnergy

The logo for ConstructEnergy features the company name in a bold, dark blue sans-serif font. A thick, dark blue curved line underlines the text, starting below the 'C' and ending below the 'y'.

Thank you