

# SUPPLY CHAIN NEWSLETTER

EDITION 2 - JULY 2019



Welcome to the second edition of the VINCI Facilities supply chain newsletter.

VINCI Facilities Vision is

**'to be regarded by all our stakeholders as the leading and trusted expert in the responsible management, operation and adaptation of the built environment'.**

Our Suppliers are one of our main stakeholders and through **harnessing the expertise and innovation** that exists within our suppliers, we deliver excellence for our customers. **Treating our suppliers fairly and responsibly** ensures that VINCI Facilities becomes the client of choice for our suppliers and will engender a spirit of shared success. In my role as Commercial Director for VINCI Facilities, I am ultimately responsible for our Supply chain delivery and I am delighted to welcome you to our 2<sup>nd</sup> edition of our supply chain newsletter, where we will keep you informed about our business.

This year we celebrate our 10<sup>th</sup> Anniversary as VINCI Facilities, and I would personally like to **thank all of our suppliers for their contribution** towards our success throughout that period.

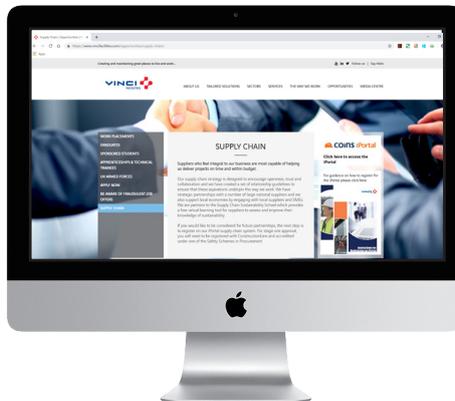


Rory Murphy,  
Commercial Director  
VINCI Facilities

## iPORTAL

iPortal is a web based system that supports our supply chain management function. **iPortal facilitates the Pre-qualification and approval process as well as the on-going performance measurement and relationship management of our supply chain.**

The platform is a **self-management system**. As you own the data that refers to your company, we rely on you to keep your records up-to-date.



**It is vital to keep the data on iPortal up-to-date**, as our teams use the provided information to:

- Communicate the scores and results of the Supplier Performance Assessments.
- Contact suppliers in relation to our pre-qualification process. We can't place an order with suppliers if certain information has expired.
- Make contact with suppliers for any new tender opportunities.

**Some of the key data you need to keep up to date is – Contact details, accreditations and insurances.**

iPortal can be accessed via our website:

<https://www.vincifacilities.com/opportunities/supply-chain/>

If you have forgotten your login details, please contact:  
[supplychainadmin@vinciconstruction.co.uk](mailto:supplychainadmin@vinciconstruction.co.uk)

## LEADERS IN DIVERSITY



### Leaders in Diversity

We have been successful in achieving re-accreditation of the Leaders in Diversity standard. Our Assessor's report is positive and reflects the fact that **our culture has moved positively** in the period since the previous accreditation.

***"VINCI's commitment to FIR has always been outstanding and the organisation was an early adopter of the standard in 2011. The range of initiatives have continued to develop and a culture shift is slowly happening. There are some existing strategies underway, particularly around recruitment diversity and the supply chain diversity."***

- Advisor's quote from the report issued.

# NEW HEALTH & SAFETY STRATEGY LAUNCHED – THINK AGAIN!

VINCI Construction UK has introduced a refreshed approach to improving health & safety, which recognises the significant role that behaviour has on influencing the performance of the organisation.

**THINK AGAIN! will focus on how behaviour and choice can help to drive positive outcomes making our workplaces safer and healthier places for our people, contractors and clients.**

The core of the programme will be reflected in a framework of six essential behaviours that everyone in the business will adopt to help ensure that **excellent culture leads to excellence in performance.**

Gary Carvell, Health, Safety, Quality & Environment Director said:

***“Human behaviour is a complex thing, we know that, and understanding why people choose to work unsafely is fundamental to understanding how those choices can be influenced. However, unlike some behavioural programmes, we don’t just focus on the person who’s been injured and what they did, or didn’t do. We recognise the importance of interdependence, within teams and most importantly, up and down the ‘management line’. That’s why there are also six essential behaviours for Managers & Supervisors and a further six for the senior leadership team.”***



## DELIVERING TOGETHER

VINCI Facilities held our first Delivering Together workshop in May at our Head Office, Astral House in Watford. Over 30 of our preferred suppliers attended the event. The focus of the day was to **identify and remove any obstacles to achieve a successful delivery of services** and highlight better ways of working with our preferred suppliers.

During the event, each supplier was given an opportunity to complete a 360° feedback form, which captured our suppliers working experience with VINCI Facilities. The responses have been shared with senior stakeholders within VINCI Facilities.



We heard presentations from Rory Murphy, Commercial Director; Lee Robert, Head of Procurement; Neil Mant, Supply Chain and Procurement Director; and Daren Irvin, Head of HSEQ. The presentations provided the **foundations for an open and honest discussion about working together** and shaping our futures.

We invited a representative from the Supply Chain Sustainability School to provide information about how our suppliers can access free learning resources through the school. We **encourage the use of the Sustainability School** in the upcoming months, as it is collaborative enterprise that is often under-utilised by our suppliers. We are looking forward to hosting another Delivering Together workshop in September. This event will be hosted in the north of England for our northern suppliers to share their experiences of working with VINCI, and most importantly, have their say on ways to improve our relationships.



## CALLING ALL SUPPLIERS

### Supporting the UK Defence Estate

VINCI Facilities have an exciting opportunity to work with the Ministry of Defence on their Hard FM - Future Defence Infrastructure Services (FDIS) programme, which will be tendered in the autumn of 2019.

FDIS is split into four regions and covers the entire MoD operational estate throughout the UK, with the prime contracts enduring for a minimum of seven years. Services include general maintenance, as well as specialist maintenance packages, grounds maintenance, and services specific to the defence estate e.g. airfield maintenance, electrical fencing, etc.

Regardless of your size and national presence, if you have current or previous experience working in defence and/or secure environments (e.g. nuclear), we would welcome the opportunity to discuss the potential to partner.

Please contact our procurement department via email [SupplyChainTenders@vincifacilities.com](mailto:SupplyChainTenders@vincifacilities.com) to detail your experience and express your interest in the opportunity.

# CONDITIONS OF SUBCONTRACT UPDATE

VINCI Facilities have recently released our revised FM Conditions of Sub-Contract (2019 Edition) with the associated FM Form of Agreement (2019 Edition). These are now live on our "The Way We Work" business management system and so immediately available to our Commercial teams.

The 2019 Edition builds upon the already established and widely used 2012 Edition, and so will look and feel very similar, key amendments are;

- Inclusion of Mandatory Safety Standards
- Reference to Modern Slavery Act 2015 & Bribery Act 2010
- General Data Protection Regulations (GDPR)
- TUPE update
- Clarity around Planned & Reactive works
- Payment revision (interim and final applications/payments process)

VINCI Facilities will look to introduce the revised Terms & Conditions at either the natural Sub-Contract expiry stage or via the Head Contract renewals stage. The 2019 Edition **will form the core of the Winning new work** Sub-Contract enquiries from our bid teams and all new mobilisations. We do not foresee that this will affect any of the Sub-Contracts held within Building Solutions, as they are usually placed within the VINCI Construction UK Terms & Conditions, which better deal with the requirements of the work.

## MyPLEDGE: REDUCE SINGLE-USE PLASTIC

MyPledge is a VINCI Facilities campaign, which was created in 2018 by a group of VINCI Facilities' employees as a part of The Talent Development Programme.



The aim of MyPledge is simple; to empower our workforce to become single-use plastic free. This can be done by simply pledging to use a reusable water bottle or coffee cup, **pledging not to use single-use plastic straws or carrier**

### bags or pledging to use a reusable lunch box rather than cling film.

MyPledge campaign is widely supported by VINCI Facilities' Senior Management Team and within the first 5 days of its launch, we already have 37 pledges to reduce single-use plastic. VINCI Facilities are committed to being a responsible company and this culture is present at all levels of the business; we therefore encourage our suppliers to join forces with us to make MyPledge campaign a success.

If you wish to be part of MyPledge campaign and have ideas and suggestions that will help with our journey to reduce single-use plastic, please contact Hayley Hill at [hayley.hill@vincifacilities.com](mailto:hayley.hill@vincifacilities.com)



## PEOPLE'S PERSPECTIVE

### A MESSAGE FROM DES PITTER, COMMERCIAL BID MANAGER



Over the past 2 years there has been a renewed focus on supply chain engagement and relationship management within VINCI Facilities. This focus has been a key contributory factor in the company **achieving its highest tender win rate in the past 10 years.**

Strong supply chain partners are intrinsically linked to the development of compelling and winning tenders. Our bid team works in a truly collaborative way with our supply chain by sharing resources, innovative ideas, experience and skills to co-design of delivery models and solutions in tender submissions.

I am very proud to say that our **collaborative approach to supply chain engagement is evidenced by VINCI Facilities' PFM Partnership Award in 2018**, which recognises the very best examples of working partnerships.

We have an inclusive approach, inviting SMEs and larger companies to join our supply chain. The best subcontractors become Framework and Strategic Alliance Partners, which means they have access to our sales pipeline and are invited to submit pricing for new opportunities. Our supply chain's early engagement in the sales process is instrumental in the identification and development of tender win themes and differentiators.

One of the most enjoyable parts of my role is working closely with our supply chain, as we share knowledge and expertise to develop winning solutions.

# VINCI FACILITIES - SUPPLY CHAIN AWARDS 2019

The Supply Chain Awards 2019 look to **recognise the key role that our suppliers play in delivering excellent service to our customers** throughout the UK. The awards are built around our VINCI Facilities values, whilst also looking to recognise strong Health and Safety performance. To support your entries we have put together a short explanation. Suppliers can self-nominate or be nominated by our project teams or even submit a joint submission, so this is a great chance to showcase collective expertise.



## The award categories are ▼



### EXCELLENCE

Strive to be excellent in everything we do, to the best of our ability.

*This category gives suppliers the chance to showcase their Excellence and expertise in operational delivery, people management, customer satisfaction, community engagement or any aspect of the services they deliver.*



### COLLABORATION

Foster a collaborative culture, with our clients, our supply chain and across our own teams to find new, improved solutions that benefit all stakeholders.

*This category gives suppliers the chance to demonstrate where through collaboration they have improved the delivery of service to our Customers or added value to the relationships with our Teams or the Communities within which we work.*



### INTEGRITY

Value and treat with respect colleagues, our clients and our supply chain, abiding by the VINCI Code of Ethics at all times.

*This category gives suppliers the chance to showcase their practical application of Fairness Inclusion & Respect within their businesses or the delivery of Social Value through their operations. Suppliers in this category will have a strong sustainable and responsible approach to delivery.*



### INNOVATION

Challenge the way we work, embracing a culture that constantly seeks new ways to improve and deliver our services, sharing these new ideas across the business.

*Suppliers in this category will be able to demonstrate an innovative mindset and will be able to highlight specific examples of where through innovation they have improved service delivery, added value to our customers or reduced waste in our operations.*



### DISCIPLINE

Be disciplined in our approach to everything we do, ensuring we follow established processes, methods and procedures to guide our activities efficiently and safely.

*This category gives suppliers the chance to showcase their Excellence in Quality and Performance, delivering right first time every time.*



### HEALTH & SAFETY

Safety is an absolute priority for VINCI Facilities. Every person is empowered to safeguard the health, safety and well-being of anyone working on or visiting our projects.

*This category is to celebrate the very best in HS&E culture, leadership and project delivery. Suppliers in this category will be showcasing real examples of exemplary performance that has made our collective operations safer for all.*



### SUPPLIER OF THE YEAR 2019

*Supplier of the Year Award honours the supplier who consistently embraces all of our values and is able to demonstrate an unequalled commitment to service excellence on our projects. The supplier of the year will be nominated by VINCI Facilities.*

The **closing dates for submission is 30<sup>th</sup> August 2019** with short-listed entries announced on the 30<sup>th</sup> September, with all those short-listed being invited to our **awards ceremony on 12th November at The Monastery Manchester.**

To enter your nominations, please complete the attached form within this email and send your entries to: [supplierawards@vincifacilities.com](mailto:supplierawards@vincifacilities.com)

## Key procurement contacts

### Aimee Pattison – Bid/Project Support

[aimee.pattison@vincifacilities.com](mailto:aimee.pattison@vincifacilities.com) – 07748 788059

### Asif Bangué, Procurement Manager - Healthcare

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### John Tippling, Procurement Manager – Local Authority & Education

[john.tippling@vincifacilities.com](mailto:john.tippling@vincifacilities.com) – 07794216067

### Michael Tienzo – Procurement Manager – Government East

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### Emma Woodgate, Procurement Manager – Private (Retail, Industrial, utilities)

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### Stewart Matley – Sector Commercial Manager – Government West

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### Ian Dodd – Sector Commercial Manager – Building Solution Midlands & West

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### Richard Smith – Sector Commercial Director – Building Solution East

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