

## COMMERCIAL COMMITTEE REPORT FOR PRESENTATION AT THE QUARTERLY MEETING ON 26<sup>th</sup> April 2018

**Date of Reported Meeting:** 28<sup>th</sup> February 2018

**Date of Next Meeting:** 19<sup>th</sup> June 2018

### **FPS 4<sup>th</sup> Quarter Statistics**

It was felt that there is still not much movement in the market, with orders tailing off towards the end of 2017, however it was recognised that these statistics include two new members in 2017 and should not be considered a direct comparison for 2016. It was noted the start of HS2 is expected for 2019; as the first phase of HS2's ground investigation is ending soon. It was also noted Crossrail 2 are looking to schedule their work to follow on from HS2, as a result flow of work should be improved.

### **Promotion of the FPS**

The group continues to invite someone who would not normally get access to the level of commercial discussion that takes place; one guest was welcomed at the meeting. The group discussed production of a 'why use an FPS Member?' leaflet, the Committee needs to look at highlighting the benefits for clients.

### **Attendance and Facilities Schedule**

The group has updated the attendance and facilities schedule, it was agreed it should refer to asbestos and include a clause to address UXO.

### **Project Bank Accounts Position Paper**

The final paper was circulated to the FPS Executive and has now been published on the website.

### **Fair Certification Position Paper**

The Committee is in the process of producing a position paper that sets out the issues and remedies; it was agreed to include the benefits of a positive cash flow. The initial draft is still in progress.

### **Early Payment Funding Schemes Position Paper**

It was reported the FPS Quarterly Committee tasked the Commercial Committee with discussing the issues surrounding Early Payment Schemes and producing a position paper. Ian Alcorn who sits on the FPS Quarterly put together a starting point for a position paper on Early Payment Schemes to highlight pitfalls and set out a position that the FPS does not want to engage. Members have been requested to send in comments on Ian Alcorn's wording.

### **Promotion of Commercial Function**

To improve the inclusivity and diversity of people in the commercial function of the industry, the Committee has agreed to place career profiles onto the website that explain what the role is, what progression is available and how to qualify for them. It was also agreed people outside of the Commercial Committee should be involved as it should be various people at different career stages. The profiles will aim to tempt people with varied backgrounds which will promote diversity.

It was discussed that maybe the FPS could ask Debbie Darling to create a campaign to get these types of people in the industry highlighted on the career profile page of the website. It was also discussed how to aim this campaign at the students in University, it was suggested to consider creating a career pack to send to Universities and place in magazines. It was agreed the FPS should be engaging with the Universities.

### **Build UK/PQQ**

It was reported the FPS Secretary attended a meeting with Build UK on the 23<sup>rd</sup> November, he asked what happens if Achilles and Builders profile do not comply with the scheme. Build UK stated main contractors need to support the scheme and have agreed to do so, they will be forced out of the organisation if they do not comply.

It was noted under the scheme organisations such as Achilles will be the data collection/accreditation body and will put this into a central database for Tier 1s etc to access. There is an option for the FPS to become an accreditation body, so that the PQQ data registration is covered in the cost of Membership. However, the FPS do not want to be running the audit every year as it is expensive and intensive to do. Once the scheme is better defined it should be possible to determine how the FPS audit relates to the PQQ process.

### **JCT Report**

No report was given.

### **Digital Construction (BIM)**

FIEC had been in contact regarding the FPS experience with BIM and Plant providers. FIEC are interested in stopping technology companies taking over Digital construction and wants to ensure contractors and the supply-chain are driving development in the industry. FIEC is the equivalent of Build UK at European level and the FPS is a member via the EFFC membership. They are looking at BIM at European level adoption and they need the main contractors to drive it.

FIEC are part of The European Council for Construction Research, Development and Innovation (ECCREDI), they are trying to obtain a 1 million euro grant which they will use to create a platform for construction; they may go for a big software platform open to everyone and to prevent BIM being monopolised. It was noted something like the AGS data format will be created. They have big ambition but require a lot of research.