

**COMMERCIAL COMMITTEE REPORT FOR PRESENTATION AT THE QUARTERLY  
MEETING ON 1<sup>st</sup> February 2018**

**Date of Reported Meeting:** 9<sup>th</sup> November 2017

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

**FPS 3<sup>rd</sup> Quarter Statistics**

It was felt that there is still not much movement in the market since the summer, however it was recognised that these statistics include two new members this year. 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; three guests were welcomed at the meeting. The intention is to widen participation in the group and seek out new perspectives on issues and to transfer knowledge. The group discussed production of a leaflet and who the target audience would be.

**Attendance and Facilities Schedule**

The group is planning to update the attendance and facilities schedule, it was agreed it should refer to asbestos.

**Project Bank Accounts Position Paper**

The final draft position paper has been produced and no further comments have been received. It was agreed the paper should go to the FPS Executive with the view for being published.

**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.

**Promotion of Commercial Function**

The group has been looking at how to improve the inclusivity and diversity of people in the commercial function of the industry. It was agreed the Committee place career profiles onto the website that explain what the role is, what progression is available and how to qualify for them. It was suggested the profiles could be based on the theme "A day in the life" to further illustrate what is involved in the career. 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.

**Build UK/PQQ**

Discussion continued regarding how to incorporate the FPS audit into the Build UK PQQ system. A meeting took place on the 11<sup>th</sup> October to discuss the objections and questions the FPS had. Following the meeting it was speculated the FPS could become an accreditation body so as an FPS member, details would be automatically put into the Build UK central database without having to subscribe to Achilles.

**JCT Report**

There had been no meetings since the last Commercial Committee meeting, therefore there was no report given.

**NEC 4**

The group previously reviewed the NEC 4 contracts; Mark Sheridan agreed to feedback to the group after attending a presentation on how they work, but unfortunately was unable to attend the meeting. Isla Hill was a guest and explained she attended the same seminar, she added there was no dramatic changes to the report. The group is also looking into whether the FPS can and should be involved in feeding back/ influencing drafting for the NEC suite of contracts.

**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.