

FEDERATION OF PILING SPECIALISTS

COMMERCIAL COMMITTEE REPORT FOR PRESENTATION AT THE QUARTERLY MEETING ON 19th OCTOBER 2018

Date of Reported Meeting: 20th September 2018

Date of Next Meeting: 29th November 2018

FPS 2nd Quarter Statistics

It was felt that there is still a difficult market, however it was noted the uncertainty around Brexit may be affecting the decisions of larger companies to wait until decisions on Brexit deals have been made. It was highlighted the statistics now include new member Dawson-Wam.

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. The group reviewed the 'why use an FPS Member?' leaflet drafted by Debbie Darling. The Commercial Committee was very positive about it however they felt it was light on reference to the people of the FPS, which is an important part, they asked for more health and safety rather than just safety, as occupational health is becoming more looked at. They felt the style was quite chatty and asked for it to be amended and with the sentiment of quality, peace of mind and low risk in mind they asked for the idea of value for money to be highlighted more.

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. It was noted it is a difficult topic and the initial draft is still in progress.

Early Payment Funding Schemes Position Paper

The Commercial Committee have been 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 are still considering comments on Ian Alcorn's wording.

Equality, Diversity and Inclusivity

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. The profiles will aim to tempt people with varied backgrounds which will promote diversity.

Build UK/PQQ

It was reported that the Pre-Qualification reform group are looking to have something set up by the end of the year, to stop the Achilles profile and to have one consolidated database, it was noted the FPS could become an accreditation body. As part of membership fee, members can submit their data into the Pre-Qualification database, Achilles and Builders Profile have confirmed they are getting behind this.

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 need to consider how the FPS audit relates to the PQQ process. It was noted this could be a benefit to be an FPS member.

JCT Report

The JCT meeting clashed with the FPS Commercial meeting, therefore David Colven who attends these attended the FPS meeting instead.

Digital Construction (BIM)

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. They are looking at BIM at European level adoption and they need the main contractors to drive it. They no longer call it BIM, it is now called Digital Construction 4.0. FIEC have issued a draft position, which seems mostly trying to agree a common data platform. It was noted Sue Arundale from FIEC is attending the next EFFC Contracts meeting.