

Committee:	Date:
Finance Committee	15 December 2015
Subject: Invest Northern Ireland's Building London Conference	Public
Report of: The Chamberlain	For Information

Summary

The City of London Corporation was invited to be a guest speaker at the recently held Building London Conference organised by Invest Northern Ireland in Belfast. The conference had a focus on introducing Northern Ireland firms working in the construction, property and facilities sectors to purchasing organisations managing construction projects in London. The City of London Corporation was represented by the Head of City Procurement and the Director of Property Projects. The event allowed the City of London Corporation to find potential new competitive supply chain entrants with on-going follow-up work with identified suppliers progressing.

Recommendation

Members are asked to note the report.

Background

1. Invest Northern Ireland invited the City of London Corporation to be a guest speaker at their Building London 2015 Conference. The aim of the conference was for purchasing organisations in London to share upcoming construction related projects and to have an opportunity to be introduced to Northern Ireland firms capable of delivering work of the nature and size required.
2. The City of London Corporation accepted this invite and was represented by the Head of City Procurement, Chamberlain's and Director of Property Projects, City Surveyor's.
3. The conference was held on the 10th November 2015 at Stranmillis University College, Belfast with City of London participating alongside Transport for London, Crossrail, Laing O'Rourke and Dragados.
4. The conference format was designed to provide delegates with the opportunity to network with conference speakers, key industry decision makers and peers from the GB construction industry. The conference agenda was made up of presentations from each guest purchasing organisation with a number of networking sessions and a Q & A session.
5. The City of London Corporation presented a number of pieces of information focused on how to supply the City, finding our future opportunities, engaging with procurement and some highlights from our future projects list as well as

the links between London and Northern Ireland with reference to The Honourable The Irish Society.

6. The event proved to be successful with good feedback received from both the conference organisers (see Figure A) and delegates as it was felt the City of London Corporation presented real achievable opportunities for the companies who attended. The Corporation has had follow-up engagement with suppliers who were identified as potential future supply chain entrants for your projects.

Figure A - Feedback from the Conference organisers

From: Invest NI

Sent: 12 November 2015 09:41

To: Bell, Christopher; Lewis, Huw

Subject: Thank you from Invest NI

Dear Chris and Huw,

Thank you both for the time and effort that you put into the preparation and delivery for our Building London Conference event in Belfast this week. Initial feedback from the client companies is that it was extremely useful and that they got a lot out of it stating that they were very impressed with the quality and content of the presentations and the opportunities presented by City of London.

In the past we have held follow up meetings with presenters a few months after these sorts of events. I was wondering if we could arrange something for the new year? If at all possible, could you keep track of NI companies that contact you over the next few weeks? We are trying to monitor follow up and this is only really possible with your help.

Thanks again for taking the time to come to Northern Ireland, I hope that you found the trip worthwhile.

Best regards,

Senior Business Development Director

Trade - Construction & Energy

Europe and Russia

7. The event also allowed the Corporation to network with colleagues from Transport for London bringing new relationships that could lead to market information sharing and collaborative working in the future.

8. It should be noted that Invest Northern Ireland covered all Corporation expenditure including travel, accommodation and costs incurred during the conference.

Christopher Bell
Head of City Procurement
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