

**Construction
Sector Network**
Yorkshire
& the Humber

Network, Connect, Collaborate



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Project Target in the Construction Sector Network

Construction Target



Construction Sector Network – Construction Target

- Setting the scene

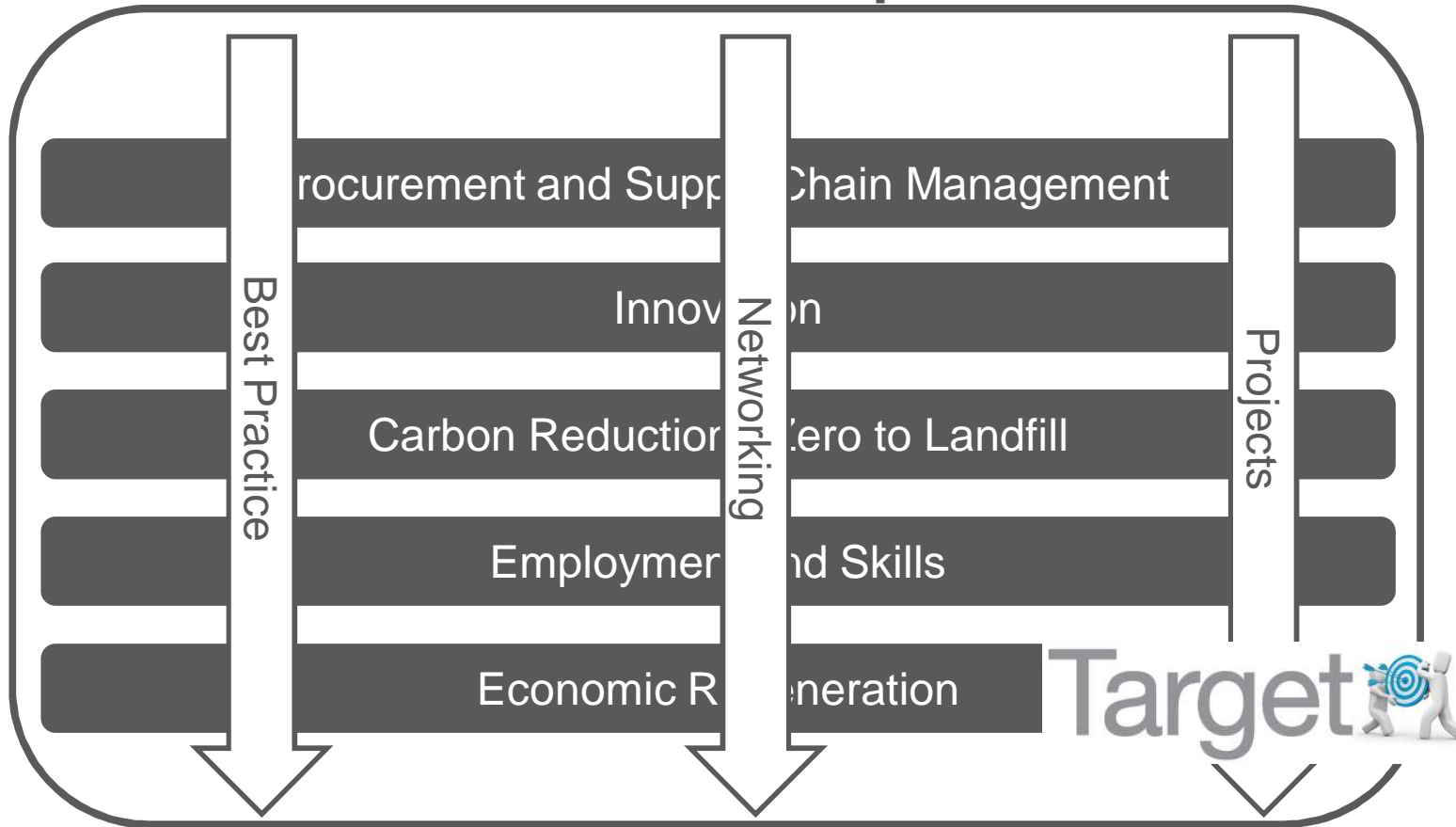
- What is Construction Target?
- Current Activities
- Future Plans
- Next Steps
- Contact

Setting the Scene

- In response to the economic downturn in the Construction Sector Yorkshire Forward commissioned a project named “Target” in June 2009.
- The aim of Project Target is to improve the “pass through rate” of opportunities emanating from Public Sector Construction Projects. to regional businesses within the supply chain.
- Project Target was previously delivered by Ven Management Limited however from today will be managed and delivered by The Construction Sector Network under the name “Construction Target”.
- Construction Target fits very neatly within the Economic Regeneration theme of The Construction Sector Network.

CSN – Themes

Leadership





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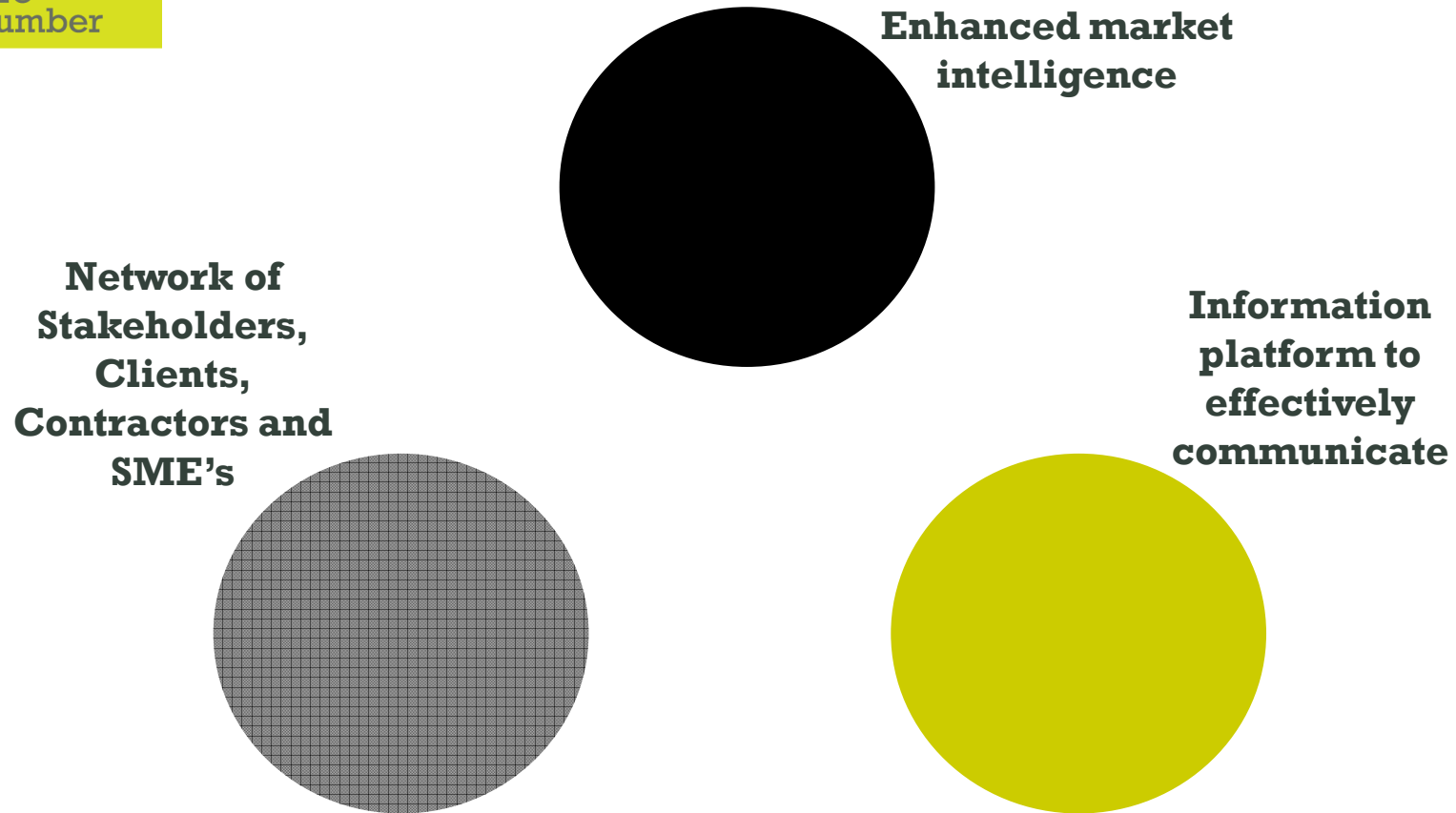
What is Construction Target?

- Construction Target aims to improve the “pass through rate” of opportunities emanating from Public Sector Construction Projects. to regional businesses within the supply chain.
- Activities to support this include:
 - Meet the Buyer Events (today 400+ delegates, 30 + contractors from a key regional framework with £100m + of projects in the pipeline).
 - Project Showcase Events.
 - Learning Events (NEC3 Contracting Events)
 - Construction Target Network.

What is Construction Target?

- Working closely with key Public Sector Clients Construction Target offers a “clear line of sight” of potential opportunities to businesses within the supply chain.
- It is acknowledged that it is often difficult for businesses to learn of opportunities early and that there can be many barriers to negotiate in trying to uncover potential contracts.
- Acting as a catalyst Construction Target brings key Public Sector Construction Projects / Framework’s into the engagement / networking arena as early as possible so that businesses can have a clear line of sight of potential business opportunities.

What is Construction Target?



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Construction Target – Current Activities

- Recent Construction Target activities include:
 - Showcasing £40m of new build housing projects across 18 sites in the East Riding of Yorkshire.
 - 4 bespoke NEC 3 contract workshops aimed specifically at SME's within the Construction Supply Chain.
 - Hosting a Meet the Buyer Day for the re:allies materials framework for a consortia of Northern social landlords with a combined housing stock of 800,000 homes.

Construction Target – Current Activities

- Construction Target has worked very closely with the YORbuild Framework in hosting 4 briefing events held in Rotherham, York, Leeds and Bridlington last year.
- Construction Target will continue to work closely with YORbuild and will be the central channel for communicating opportunities to the wider supply chain.
- Events like today's Meet the Buyer are excellent for identifying new clients, new opportunities and picking up new contacts. Construction Target will continue this event format on a regular basis to satisfy regional demand.

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Construction Target – Future Plans

- Building from the successful networking formats that Construction Target offers the project will be moving into more detailed supply chain network activities which will support YORbuild and other key Public Sector procurement vehicles. Activities will include:
 - Early notification of Project Opportunities (much earlier than the established project alert providers).
 - Vendor readiness assessments.
 - Specialist support i.e. Employment and Skills Planning etc.
 - Access to network blogs and exclusive briefings.

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Construction Target – Next Steps

- Construction Target will operate out of the Construction Sector Network Offices in Leeds.
- The website (www.constructiontarget.com) will remain but will move in the near future into the wider Construction Sector Network website however the web address will remain.
- A newsletter setting the direction of travel for Construction Target will be issued in April and will set out the detail of the new Construction Target offering.
- Further project events are in the pipeline so stay tuned in....

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Contact

- We are currently in the process of developing our website and therefore for further information please contact:

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