

How to become a Fusion supply chain partner – your development toolkit

This toolkit describes the necessary steps your business must take, in order to be a part of our supply chain. It also sets out how Fusion will advertise supply chain opportunities, and the types of opportunities that will be available.

Who are we looking to work with

To help us deliver HS2 enabling works, Fusion is working to establish a competitive supply chain that is committed to continuous development.

We particularly encourage the following types of potential suppliers to consider competing for contracts at all tiers of our supply chains:

- Small and medium enterprises
- Businesses majority owned and controlled by people from groups that are traditionally 'under-represented' in infrastructure supply chains (e.g. women, people from minority ethnic communities)
- Businesses based along the central route of HS2 (approximately Gerrards Cross to Royal Leamington Spa)

How to find HS2 and Fusion business opportunities

Register with CompeteFor (www.competefor.com) and keep your business profile up to date. Fusion is advertising all tender opportunities on CompeteFor so it is essential that you use this portal if you want to be part of our supply chain, even if your organisation currently supplies to Morgan Sindall, BAM Nuttall or Ferrovial.

Fusion is producing a **CompeteFor Toolkit** to help with this.

If you are able, coming along to HS2 supply chain events that are organised by various partner organisations along the route is a useful way to find out more about how to supply to Fusion and HS2 supply chains – but not a replacement for using Compete For.

If your organisation is invited to take part in the second stage of a tender process you might be asked to complete a sub-contractor profile within Builders Profile (www.buildersprofile.co.uk). This is free of charge. If you already supply to Morgan Sindall or BAM Nuttall this might not be necessary.

Fusion is producing a **Builders Profile Toolkit** to help with this.

What Fusion will be buying and when

Fusion's enabling works activities will take place between 2017 to 2019 and are a pre-cursor to the HS2 Main Works Civils Contracts (MWCC) and will include programme critical works to be undertaken to mitigate programme risk and to provide support to the MWCC programme.

Contracts are anticipated to typically consist of the following types of activities and works:

- Design
- Demolition
- Ecological and environmental works
- Site clearance works
- Instrumentation and monitoring

- Utility works
- Historic environment
- Water course activities
- Ground remediation
- Highways realignments
- Site compounds

What is needed to supply to Fusion

Significant public funds are being spent on HS2; Fusion therefore needs supply chains that can help deliver the best possible value for money, helping to meet HS2's strategic objectives and in an environment that supports the values of HS2 and Fusion.

HS2 Strategic Objectives	HS2 & Fusion Values
<ul style="list-style-type: none"> • Never compromising safety • Providing a step change in passenger experience and reliable and integrated travel • Maximising opportunities for job creation and Regeneration • Seeking innovation, efficiency and elegant simplicity in design • Conserving natural resources and delivering a low carbon network • Being a good neighbour who respects the local environment • Delivering on quality, time and cost 	<ul style="list-style-type: none"> • Leadership • Safety • Respect • Integrity • Collaboration • Innovation

To compete for places in Fusion's supply chain, companies are expected to be able to provide information about:

- Company registration(s), track record, key employees, staff, finances and references
- Professional standing
- Insurances
- Health and safety management
- Environmental management
- Quality management
- Competency around BIM (Building Information Management)
- Approach to responsible procurement
- Certain policies e.g. equal opportunities, modern slavery
- Approach to design (if relevant)
- Any specialisations

Contracts are awarded on the basis of a 'balanced scorecard' approach, that considers tendered price, quality and technical submissions and socio-economic commitments, in line with HS2 requirements.

How to become 'ready to compete'

Companies intending to compete for Fusion contracts might benefit from working to build their capacity and capability in certain aspects of business, prior to bidding for any contract.

The following are details of services, providing free advice, training and guidance:

Business activity	Source	URL
Health & Safety	Health & Safety Executive	www.hse.gov.uk
Sustainability – including environmental management, sustainable (responsible) procurement, Modern Slavery Act, BIM, social value and quality management	Supply Chain School	www.supplychainschool.co.uk
Fairness, Inclusion and Respect – including equal opportunities	CECA / Supply Chain School FIR Toolkit	www.supplychainschool.co.uk/FIR
Site good practice	Considerate Constructors Scheme Best Practice Hub (N.B. Registration with CCS is necessary to use some aspects of the Hub)	https://ccsbestpractice.org.uk/e-learning/

Developing our supply chain

Companies that join Fusion's supply chains will be required to ensure that all staff and workers involved in contract delivery complete our *BeHighSpeed* onboarding process.

They will also be informed of training and development opportunities identified or provided by Fusion.