

2012 Update from Think London

24th December, 2008

Brendan Dineen
Director 2012 Games – Think London

INTRODUCTION

Hello again, and with just 1,311 days – or 187 Tuesdays - to go to the start of the 2012 Games welcome to our final update of 2009.

And this month a special welcome to all of the business leaders we met during our “Road to London” tour through China that finished its three month tour in late November. It has been a pleasure to meet so many of you in person – and we very much look forward to working with you on the business opportunities for you in London both inside and outside the games.

In this update I would draw your attention to a couple of things in particular.

Firstly, it is interesting to observe the momentum that has been building all year around Compete For. The tool now has over 200 open contracts for us to engage in with more being added daily – a rich source of opportunity - and if we have not registered already I suggest it is now urgent.

Secondly, I would draw your attention to the final section. I joined Think London on secondment from IBM two years ago and leave this month as planned having learned a huge amount. As I leave the business I thought it might be interesting to share with you some closing observations especially given the current global economic conditions.

Finally, I wanted to let you know that I leave the 2012 Program in the very capable hands of Janet Coyle. Janet has worked with me over the past year having joined us originally from the Foreign Office where she led business teams literally all over the world in the area of Foreign Investment. Having now joined us permanently, I know she will continue to work closely with you all to keep you advised on opportunities both inside and outside the games and you can count on her support.

So, in this update you will find :

- **In the news**Weymouth is ready - 3,000 workers now on-site - and more trains required soon
- **Open Tenders on Compete For**.....that need attention now
- **Upcoming Tenders**a headlight view of the next wave
- **Some closing observations on London**London in the context of the Global Economy
- **5 things to do**.....a summary of recommended next steps

I hope you continue to find this type of information useful – however as always – please feel free to send any comments, questions and/or suggestions directly to Janet on jcoyle@thinklondon.com

Best Regards,

Brendan

Brendan Dineen
Director 2012 Games - Think London

1. In the newsWeymouth is ready - 3,000 workers now on-site - and more trains required soon

Weymouth is ready – ahead of time - and on budget

Congratulations go to the ODA team having already completed the work to enhance the sailing facilities at Weymouth and Portland. The London 2012 Olympic and Paralympic Sailing events will be hosted at the Weymouth and Portland National Sailing Academy (WPNSA), and the adjoining Portland Marina, which offers world-class facilities and some of the best small boat sailing conditions in the world. The completion of the project means that elite athletes and the local Dorset community can use the world-class facilities for more than three years leading up to the Games.

ODA Director Ralph Luck said: 'Completing our construction works for the first venue for 2012 is a huge milestone and delivers an early legacy of world-class facilities in Weymouth & Portland for sailors of all ages and abilities to use well ahead of 2012. Delivering the first venue on time and to budget keeps us firmly on track as work accelerates on this unprecedented project.

Click here to read more : <http://www.london2012.com/news/archive/2008-11/first-venue-ready-for-london-2012.php>

3,000 Workers now on site

New figures released by the ODA show that more than 3,000 workers are now employed on the Olympic Park site. Work is gathering pace on the Park as venues, including the Olympic Stadium and Aquatics Centre, continue to rise out of the ground. Work to insert concrete columns – known as piles – into the ground has also been completed on the first three blocks of the Olympic Village. Work is on track to start on the foundations of the VeloPark and International Broadcast Centre/Main Press Centre in spring 2009. Together with the creation of the parkland areas, this will see another significant increase of workers on site. At the peak of construction around 9,000 workers will be employed on site.

Mayor of London Boris Johnson said: 'It is the big infrastructure projects that will help see us through the difficult times ahead. It is very encouraging to see that Londoners are really benefiting from the London 2012 Games and there are still many jobs still to be created in the run up to 2012.

Click here to read more : <http://www.london2012.com/news/archive/2008-12/over-3-000-workers-now-on-olympic-park.php>

More trains required soon

Finally , London 2012 is investing £80m in the Docklands Light Rail (DLR) allowing an extra 33 million passengers a year to travel. The improvements to the service include more rail cars to provide an even more reliable and frequent service. Around 67 million passengers a year use the DLR service and these passengers will benefit from the transport upgrades as early as 2010.

Director of DLR Jonathan Fox said: 'DLR is already ahead of the game in its plans for 2012 thanks to funding and support from the ODA. The extensions and upgrades we will have in place will not only make for a successful Olympic and Paralympic Games, but provide reliable and well-connected public transport for years to come.

Among the improvements is the construction of four new stations – Star Lane, Abbey Road, Stratford High Street and Stratford International – along the Stratford International extension, which will open in July 2010.

Click here to read more : <http://www.london2012.com/news/archive/2008-12/london-2012-invests-in-transport-upgrades.php>

2. Open Tendersthat need attention now

With more than 200 open tenders at any given time Compete For has become a rich source of opportunity for contracts both inside and outside the games. If you have not already done so I recommend registering as soon as possible. Click here to register now : <https://www.competefor.com/london2012business/login.jsp>

In the meantime please find below a selection of current open opportunities.

Contract Name	Awarding Organisation	Application Deadline	Description
Lot 5 Bridge Precast Edge Beam Falsework Support System	BAM Nuttall Ltd	24/12/2008	The Lot 5 contract includes the construction of total of 2 No. footbridges (F02, F03). Both bridges incorporate cantilever precast concrete edge beams, which get cast within the main deck. We require an underslung falsework support system to support the units prior to casting the main deck.
Lot 2 Bridge Precast Edge Beam Falsework Support System	BAM Nuttall Ltd	24/12/2008	The Lot 2 contract includes the construction of total of 4 No. highway bridges (H05, H06, H07, H17) and 1 No. Footbridge (F09). The bridges all incorporate cantilever precast concrete edge beams, which get cast within the main deck. We require an underslung falsework support system to support the units prior to casting the main deck.
Docklands Light Railway - LV Station Improvements	Serco Docklands	05/01/2009	East Rout stations, earthing installation works
Docklands Light Railway - BED Heating Shed (Beckton)	Serco Docklands	05/01/2009	We need to provide a power supply to the rolling stock (Beckton Depot) for heating equipment installation
Docklands Light Railway - Ride Quality evaluation	Serco Docklands	05/01/2009	1st Study, short term [Stage]. Highly specialised area: inert track actions geometric

			recording system.
Docklands Light Railway - Beckton Substation Electrical damper Ventilation	Serco Docklands	05/01/2009	Provision of proper ventilation required. Control - dampers currently open full-time.
Concrete Ancillaries	BAM Nuttall Ltd	05/01/2009	Lot 2 Structures project require a supplier of Concrete Ancillaries to include, but not be limited to: Concrete Spacer Blocks, Concrete Strip Blocks, Stainless steel tie wire, shutter oil, retarder, concrete curing agents, steel couplers, rebar chairs, water bar, hi-rib.
Requirement for fabricated aluminium flashings - Aberdeen	Grainger Building Services Limited	05/01/2009	We are looking to source a supplier of fabricated aluminium flashings for a current project in Aberdeen. Preferably we'd be looking to source a local supplier.
Requirement for provider of roof safety netting and edge protection - Scotland-wide	Grainger Building Services Limited	05/01/2009	We are looking to source supply and install of roof safety netting and edge protection - Scotland-wide. Contract varies in size from 2,000m squared to 20,000m squared.
LDA ESF Appraisal and Scoring	London Development Agency	05/01/2009	The LDA invites expressions of interest from suitably qualified organisations to undertake the scoring and appraisal of applications for their ESF funding programme in Spring 2009, subject to approval in December 2008. A further 100 applications are expected through this round.
LDA Hotel Access Audits Dec 08	London Development Agency	07/01/2009	Provision of 80 hotel access audits suitable for online publication, with a report to the hotel operator. 40 of

			these to be completed and published online by end April 2009, the remainder to be completed by end March 2010.
Vibrated Concrete Columns and CFA Piling for various Wetlands Bridges	BAM Nuttall Ltd	09/01/2009	Vibrated Concrete Columns and CFA Piling for various Wetlands Bridges on the Olympic Park Sub-contractor must have experience with this kind of piling
Web marketing partners - Solent area	Topsail Events & Charters Limited	10/01/2009	Topsal is looking to source online marketing partners to act as a marketing conduit for specialist ship and boat cruise charters on the Solent in the Portsmouth/Southampton area.
Web marketing partners - London area	Topsail Events & Charters Ltd.	10/01/2009	Topsal is looking to source online marketing partners to act as a marketing conduit for specialist ship and boat cruise charters on the Thames in London.
Poster Frame Maintenance	Transport for London	16/01/2009	This contract is for the maintenance, cleaning and installation of poster frames on TfL properties. It refers to the frames that contain Corporate Publicity i.e. those that contain London Underground maps, timetable, fares list and tube related publicity. It does not include signage. The contract also allows for the installation of new frames in new positions as required. There is also a requirement to hold stock of frames and parts so as to be able to carry out maintenance.

Installation of audio visual equipment - services required - Solent (Portsmouth/Southampton) area	Topsail Events & Charters Limited	01/02/2009	Topsail is looking to source a supplier who can install audio-visual equipment such as plasma screen TVs onboard our boats.
Provider of event management training	Topsail Events & Charters Limited	01/02/2009	Topsail is looking to source a supplier of event management training with a company based within easy reach of the South East.
Provider of sales training required	Topsail Events & Charters Limited	01/02/2009	Topsail is looking to source a supplier of sales specific training with a company based within easy reach of the South East.
Plasma Screen TV supplier	Topsail Events & Charters Limited	01/02/2009	Topsail is looking to source a supplier of initially one or two, then potentially more (ongoing/infrequent) purchases of plasma screen TVs, for onboard use.
Installation of audio visual equipment - services required - London area	Topsail Events & Charters Limited	01/02/2009	Topsail is looking to source a supplier who can install audio-visual equipment such as plasma screen TVs onboard our boats.

3. Upcoming Tenders a headlights view of the next wave

Here is a list of the next Tier 1 contracts coming to market.

Click on the Contract Title you are interested in or click here for the full details: -

<http://www.london2012.com/get-involved/business-network/future-procurement-opportunities/index.php>

Contract title	Category	Procurement Start Date
General Builder, Fit Out & Common Site Service	Works	Q4 2008
Transport Malls	Works	Q1 2009
Temporary Accommodation	Works	Q1 2009
Fit Out	Works	Q1 2009
Lea Navigation Bridge Contractor	Works	Q1 2009
Stratford High Street Bridge Contractor	Works	Q1 2009
Site Wide Renewables	Works	Q1 2009
Lightweight Structure and Enclosure to Water Polo	Works	Q1 2009
Olympic Cauldron Designer	Services	Q1 2009
Design Services Framework	Services	Q1 2009
Site Prep Warm Up Track and South Site Construction	Works	Q2 2009
Lightweight Medium Span Structure - Fabric and Tented	Works	Q2 2009
New Utilities - Wireless Telecommunications Network	Works	Q2 2009
Landscape and Public Realm South Park - Contractor	Services	Q2 2009
Stadium Legacy Transformation Designer	Works	Q3 2009
Tennis Courts	Works	Q3 2009
Hockey Pitch	Works	Q3 2009
BMX Supercross Track	Works	Q3 2009
Eton Dorney (Rowing - Security Works Design)	Works	Q3 2009
Royal Artillery Barracks Specialist Designer	Works	Q3 2009
Landscape and Public Realm - West Ham Ramp Contractor	Works	Q4 2009
Olympic Cauldron Contractor	Works	Q4 2009
Stadium Legacy Transformation Contractor	Works	Q1 2010
Royal Artillery Barracks Contractor	Works	Q1 2010
Eton Dorney (Rowing - Security Works)	Services	Q1 2010
Lea Navigation Legacy Highway Bridges	Works	Q4 2010
Structures, Bridges & Highways Legacy Conversion	Works	Q2 2011
Greenway Ramps - Contractor	Works	Q2 2011

4. Some closing observations on LondonLondon in the context of the Global Economy

Finally, as I leave Think London I thought I would share with you my 10 x closing observations which suggest to me that now could well be the optimal time to invest in London.

1. **Contracts** : The UK Government and London continues to invest for growth.
Look at a selection of some projects that continue to be in progress : -

Cross Rail	~ £ 15.9 b
London Tideway Tunnel	~ £ 2 b
2012 Games	~ £ 9 b
East London Line Extension	~ £ 1.4 b
Underground Upgrades	~ £ 3.6 b
Battersea Power Station	~ £ 4 b
Kings Cross Regeneration	~ £ 3 b

....appears to me there is still a lot of opportunity in London inside and outside the games.

2. **Open** : London is still – and continues to be – truly open for business. There are no barriers to entry for Foreign Businesses in London
3. **Too expensive** ? Not at the moment – for a short period property prices are surprisingly low.
4. **Exchange Rate** : Foreign money currently goes further. The UK Pound to the Dollar, Euro, RMB etc makes now a good time to consider investing.
5. **Talent** : Always a rich pool of talent there is some great talent available if we move quickly.
6. **Access** : With 500 million consumers on the doorstep in Europe – it is a good place to be when other European markets return to growth as well.
7. **2012** : The 2012 Games will happen – it is an immovable event that will succeed – and that will act as a catalyst for earlier and longer growth in London
8. **\$ 80 b** : Latest research from Oxford Economics released on 1st November confirms that London is forecast to grow + \$ 80b by 2015.
9. **Number 1** : Independently voted as the best place to do business for 19 years...London would appear to be the safest bet in Europe.
10. **Free** : Think London's Free and Confidential Advice has never been more valuable.

5 things to do.....a summary of recommended next steps

Finally, as usual please find below a summary of 5 recommended things to do this month.

1. Read more about the recent news from the games

Click here to read more <http://www.london2012.com/news/index.php>

2. Take a look at the contracts that are currently open on Compete For – and register today

Click here to see the details <https://www.competefor.com/london2012business/login.jsp>

3. Take a look at the next wave of tenders to be released

Click here to see the details of the forthcoming tenders

<http://www.london2012.com/get-involved/business-network/future-procurement-opportunities/index.php>

4. Contact Think London and engage now

Just email 2012@thinklondon.com

Or call 44(0)207-718-5400

5. Send feedback to Janet Coyle

Finally, we hope you continue to find this type of information useful – however as always – please send any comments, questions and/or suggestions of other information you would find useful directly to Janet at jcoyle@thinklondon.com .

Finally, it has been a pleasure to work with you – my very best wishes for your continued success in 2009.

Regards,

Brendan

Brendan Dineen

dineenb@uk.ibm.com