#### Company update

Vgc

20 8900 000

22 June 2017

- Prettyry



# Welcome

#### Sean Fitzpatrick VGC Group chairman





### Six-monthly update

- Update on the business
- Opportunity to ask questions
- Thank you for your contribution in the past six months



### Welcome to new staff

Melanie Clark - accounts and procurement assistant

Diane Searle – training and assessment assistant

Raj Tekemal – management accountant

David McCracken – operations manager - Scotland

Gemma Fry – operations administrator - Bridgwater

Peter Bradley – project manager, VGC Rail Projects

Asif Nomani - quantity surveyor, VGC Construction

James Downing - operations administrator, VGC Personnel

Mariam Meskin – resourcer, VGC Personnel

Marta Kwiecinska – rental agent, VGC Cole Hire



### Promotions

Jana Romanova – senior resourcer

Bobby Hayre – section engineer

Lewis Mould - recruitment support coordinator









# Group company highlights

#### Laurence Mckidd VGC Group managing director





## 2017 so far...

- Healthy sales in first six month of 2017
- Particularly strong performance from
  - Labour south
  - Rail Projects
  - Construction





# ISO 9001 2015

- Achieved accreditation of new standard in January 2017
- Improve the way we manage our business
- Greater staff involvement in identifying all risks
- Focuses on external risks as well as internal
- Will drive continual improvement and innovation



## HS2

- Next phase in Queen's speech (W Midlands to Crewe)
- VGC well placed to win significant work
- Will have big impact on VGC due to its huge scale



### VGC Personnel - successes

- Opened the door at HS2 first placement has started and multiple people on final stage.
- Exciting prospects as we are present at the start of projects such as HS2, Gatwick and Birmingham tram





### VGC Personnel - challenges

- Finding good staff is a significant challenge. Fortunately for us, we recently welcomed:
  - James Downing on placement from Brunel
  - Mariam Meskin for three months as a resourcer
- Tough start to the year: reduced market confidence with delays to contracts being awarded





### **VGC Construction - successes**

- High standard of safety performance
- Healthy sales in first six months of 2017
- Secured four new clients and five additional frameworks
- Capabilities increased to include more areas of civil engineering
- First principal contractor role awarded
- Strong and growing delivery team
- Good progress with business growth plan





### **VGC Construction - challenges**

- Long-term work pipeline
- Managing political and economic changes
- Key relationships with decision makers
- Maintaining safety standards and culture as we grow
- Successfully delivering larger projects
- Expanding the expertise of staff and workforce





## VGC Rail Projects - successes

- Ongoing HSQE excellence
- Ahead of 2017 budgeted sales
- Successful project delivery
- Secured new work
- Developed relationships with key suppliers









## VGC Rail Projects - challenges

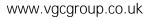
- Continuous business improvement
- Increasing our geographical capacity and capability
- To continue development and upskilling of our directly employed, multi-skilled workforce







Lewis Horne





James Piercy



Mihai Gligor



#### Labour Solutions Scotland - successes

- Maintained a large presence on EGIP contract
- Strong team in place
- Office established in Glasgow





### Labour Solutions Scotland - challenges

- Continuity of work, especially after EGIP finishes
- Developing a strong client base





#### Labour Solutions north - successes

- Restructured two operations managers
- New office in Salford
- Secured ongoing work with major clients





#### Labour Solutions north - successes

- Secured labour contract for the Birmingham tram
- Continue to grow our profile as key supplier at Sellafield





### Labour Solutions south - successes

- Won A14 highways project
- Currently sales ahead of budget
- Won 13<sup>th</sup> and final Crossrail project at Plumstead depot
- Became member of the Connect HS2 alliance forming Connect people – launch 28 June 2017





### Labour Solutions south - challenges

- Replacing turnover from Crossrail
- Winning work on HS2
- Consolidating the business in the south west



### Cole Hire



- Challenging start to rental market in 2017
- Focus on new and existing sales upturn from May onwards
- New customers secured
- Lutons and fridges fully booked until late July
- Record number of deliveries to customers
- Fleet management for VGC needs a full review





# **Group Services support**

#### Ciara Pryce VGC Group Services director





## £500k investment in new technology

Salesforce

- Customer relationship management software
- Labour and training database
- Resourcing system

EQUE2

- Timesheet system
- Finance systems upgrade





### Cranfield University

Essential management course: Ciara Pryce

"The course has allowed us to be more structured and analytical in the way we deliver investments in the business."

Key account management course: David McCracken, Chris **O'Sullivan and Simon** Clamp

"The course focussed on learning to think like our clients. We learned skills around relationship mapping, critical success factors and influencing decision makers."



### **IT** security

- Audit commissioned to review server security
- All staff are responsible for security:
  - Be careful opening attachments or downloading files
  - Type the url into the address bar rather than clicking on links
  - If in doubt, contact IT





## Equality, diversity and inclusion

Three-year plan being prepared

- Diversity survey (270 responses to date)
- Women in construction
- Schools liaison (STEM)
- Local colleges
- BuildForce



• Kimberley McGinty leading initiatives

#### Awards

- Costain Blue
- Crossrail Anglia subcontractor of the month shield March, April
- Shortlisted for Construction News diversity award











## Monthly staff enews

- Our chosen charity Samaritans
- HSQE
- Apprentices and training
- Outperformance awards
- Client awards
- Sponsorship











#### Long service awards

- Nick Wells 5 years
- John Hannan 5 years
- David Russell 5 years
- Bob Webb 5 years
- Stephen Langford 5 years
- Lisa Cronin 10 years



Thank you

