

Bally Bhogal

Regional Leadership & Management Programme
Manager
Business Link West Midlands



Business Link

Supporting 2012 in the West Midlands

BIG Opportunities...

BIG Plans...

BIG Preparation...



Big Opportunities...

- 350,000 tonnes of fruit & veg (Food)
- 200,000 chairs (Mfg)
- 299 gold medals (Mfg/Eng)
- 15,000km toilet roll (Paper Mfg)
- 9,000 homes/offices (Construction)
- 9 new venues (Construction)
- **9 million tickets**
- **200 countries**

(Source: London 2012 Publication; 6.7.06)



Big Plans...

Example: **P.Q.Q** for Film & Photography for Construction of Olympic Park

- **Film Crew** (with broadcasting knowledge)
- **Still Photography** (people skills required)
- **Aerial Photography** (high-definition filming exp.)

Minimum “Business Management” Checks/Reqs:

- **H&S Policy; Quality Assurance; HR & Diversity; Environmental Policy/ Procedures; Finance & Accounts**



Big Preparation...

1. Organisational Chart

- Structure; Leadership & Management; Communication Policy; Flexibility

2. Health & Safety

- Training Records & Plan; Equipment; Risk Assessment; D.S.E Audit; Fire Regulations; H&S Policy

3. Quality Management

- Accreditations/Standards; ISO/IIP/TS/EFQM; ISO14001 **Environmental**; Waste Minimisation; Lean Processes; Complaints & Compliments



Big Preparation...

4. HR & Diversity

- Recruitment, Training & Development Record/Plan; Policies; Skills; Knowledge; Competencies; Cultural & Disability Awareness

5. Finance/Accounts

- Accounts (3 years); Profits & T/O; Business Viability

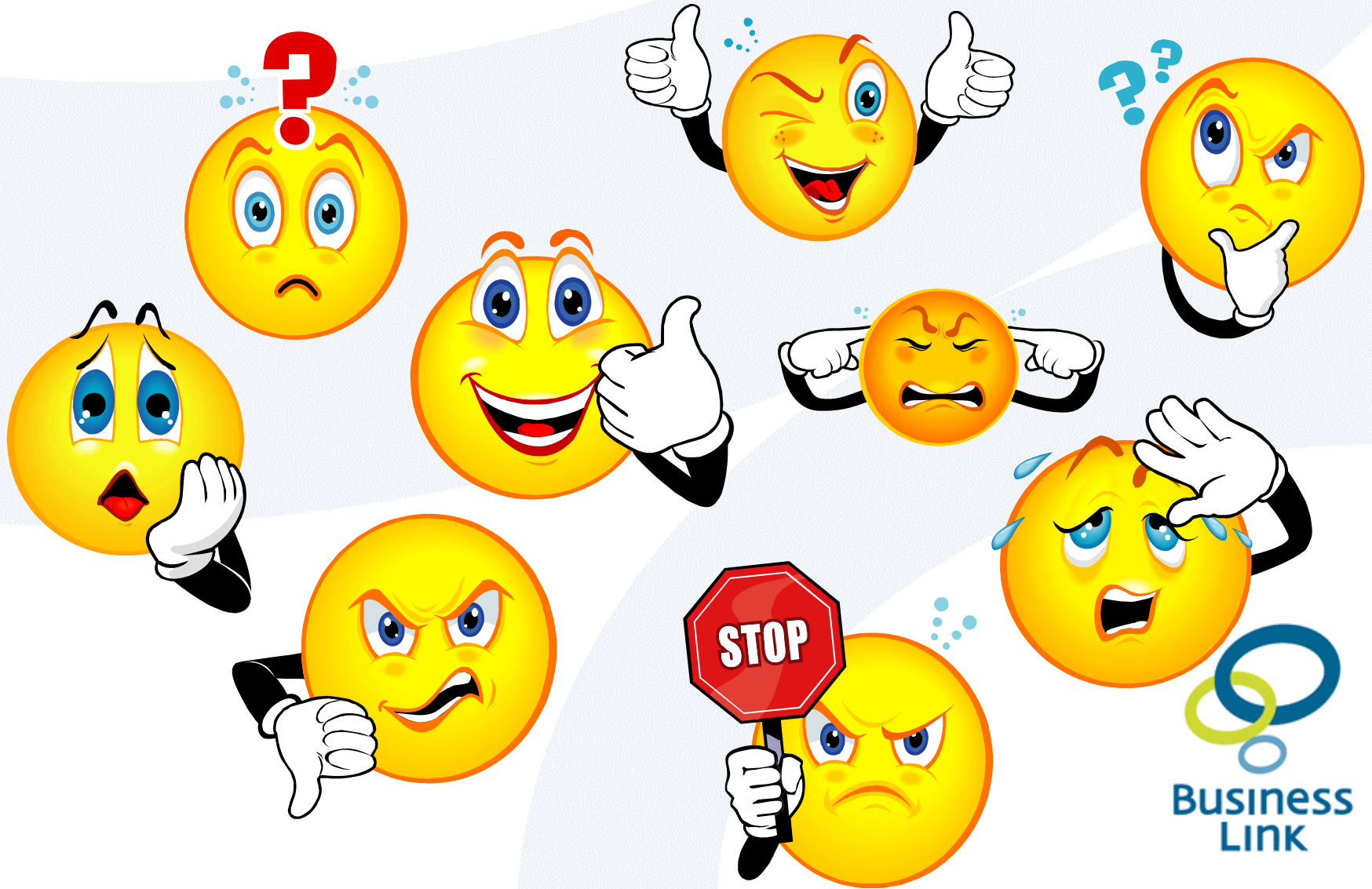
**All before you've introduced your
products & services**



**Failing to prepare,
is preparing to fail**



How “2012-ready” is your business?



Compete For

- National website for promoting 2012 tenders
- Approximately 20,000 contracts between now and 2011
- Minimum Requirement: *Health & Safety Policy; Equal Opps Policy & Quality Management Statement*

www.london2012.com/business



2012 Tendering Workshops

- 12th Feb – Staffordshire
- 14th Feb – Black Country
- 20th Feb – Coventry & Warwickshire
- 26th Feb – Birmingham & Solihull
- 27th Feb – Herefordshire
- 28th Feb – Worcestershire
- 4th Mar – Shropshire
- 10th Mar – *Security*
- 1st Apr – *Construction*
- 3rd Apr – *Professional Services*

20 Places/Workshop

Please complete
BOOKING FORM



...call Business Link

- **Full Business Review** (free)
- **Training Review of whole organisation** (free)
- **Action Plan for self & business improvement**

*Approved **Suppliers**; Business Growth & Development Funding; Diversification, Leadership & Management programme participation.*

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