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## **A Collaborative Supply Chain**

### **Working with GMI Construction Group Plc**

#### **The GMI way**

Together we bring buildings to life and deliver on our promises. That message extends to our dedicated supply chain. You are a key part of our business – the extended team.

We want to succeed, to deliver an exceptional product for our clients that exceeds their expectations, delights them. At the heart of that is a supply chain that collaborates with us and works relentlessly to get the job done to GMI Construction Group standards.

Our commitments to you:

- We work safely and will provide that environment for you to thrive out on site
- We deliver what we say we will deliver
- We will listen to you and make changes for the betterment of our sites/business

What we expect in return is an 'all in' mentality. You are invested in us, as we are invested in you.

We have an impressive portfolio of existing schemes and an exciting pipeline spanning four strategic regions that will secure this business and yours for decades to come

#### **Supply Chain On-boarding Portal**

We are builders.

We understand the industry and understand your business. We know time is critical and that's why we have created a supply chain onboarding process.

This ensures we have the right information about your company, right from the word go.

All we ask is that you complete this questionnaire.

As you can imagine, we get a lot of enquiries. Therefore, it's not possible for us to give feedback to each company that expresses an interest in working for GMI.

If your company meets our minimum requirements and there is a business need for your companies' services, you will be invited to price suitable and relevant tenders.

Feedback can be provided after pricing of enquiries, by request.

#### **Constructionline Prequalification**

GMI has partnered with Constructionline.

We ask for Constructionline Gold accreditation for all subcontractors and suppliers with design responsibility, that we contract with.

The benefits for you are:

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- Pre-qualification via a single platform
  - Based on an industry standard recognised core set of questions avoiding duplication, reducing time and cost burden
  - Provides an increasingly widely recognised accreditation
  - Access to “Meet the Buyer”, more targeted Supplier Engagement Events and a business opportunity notice board

Likewise, if your company has achieved CHAS or Achilles CAS accreditations, your details will be shown in Constructionline (upon request). Although we may still need to request additional information from yourselves (copies of SSIP, Insurances etc) to satisfy GMI’s requirements before we are able to enter into contract with your company.

### **Subcontract KPI Performance Management**

As you would expect from a company like GMI, we are all about delivery and performance. Getting the job done, and done to a brilliant standard. To ensure we’re delivering together we use monthly Key Performance Indicators to monitor the performance on site of all subcontractors on every project. This is underpinned by our values of Respect, Teamwork, Performance, Accountability and Agility.

GMI Construction KPI’s focus on the key aspects of:

- Health and Safety
- Environment and Sustainability
- Site Management & Supervision
- Quality Management
- Commercial Management
- Programme Management
- Design Management (where applicable)

The KPI Scores will be displayed on each Site Notice board, and we are happy to share these with the Subcontractors company directors upon request.

For any subcontractor that scores below 70% (Amber), this means that one or more aspects of the KPI scores were below GMI’s expected standard, and this will trigger an action plan to be dealt with at site level within 7 days.

Subcontractors scoring 50% (Red) or below, have not achieved GMI’s expected standards, and this will trigger an action plan both at Site level and with the GMI Supply Chain Manager and will require the Subcontractors Director(s) involvement.

Persistent Red and Amber scores will be investigated as part of a wider company review and may incur penalties such as the subcontractor being removed from GMI tender lists and future projects.

These KPI’s are being utilised not to apportion blame but to identify any issues and work collaboratively with our Supply Chain Partners to resolve them, make our sites safer, improve quality and learn lessons going forward.

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### **360-Degree Feedback**

Things move quickly out on site. We have a real-world approach and would encourage feedback. We have implemented a 360-degree feedback survey system that will request feedback on GMI's performance both during and at the end of each project. We are not perfect and sometimes can get things wrong. If you think we can improve, let us know. Any information you tell us will be collected anonymously and if we need to learn lessons and make any necessary changes and improvements now, today, we will do. This allows our future projects to be the best they can be.

### **Supply Chain Management**

GMI have employed a Supply Chain Manager, to implement market leading Supply Chain Management processes including Performance Management of the Supply Chain from tender stage through live projects to aftercare.

Rachel Baron-Kordecki is based in the GMI HQ in Leeds but is looking after the group wide Supply Chain strategy and processes and can be contacted for any questions or queries you may have, via [Supplychain@gmicon.co.uk](mailto:Supplychain@gmicon.co.uk)

### **What GMI Construction Group expect from our Supply Chain Partners:**

- All Supply Chain Partners must complete the GMI Supply Chain Expression of Interest and On-boarding questionnaire. This includes incumbent supply chain partners already working for or tendering for GMI projects and any companies expressing an interest in working for GMI.
- Achievement and maintenance of the Constructionline Gold verified accreditation including an SSIP.
- Achieve and maintain a KPI of over 70% on all GMI projects your company is working on.
- To fully and comprehensively price GMI tender enquiries. Where you are unable to offer a full comprehensive tender return within the stipulated timescales, please notify the issuing GMI personnel in a timely manner.
- Completion of the GMI 360-degree Feedback surveys for each of the projects your company has worked on, when invited to do so. This assists us with making continuous improvements to our projects, processes and behaviours.
- To proactively contribute to and assist GMI with the social, environmental and economic improvement of the areas we all operate in, including the requirement to procure locally where possible.

### **What our Supply Chain Partners can expect in return:**

- Tender enquiries of high quality which are relevant, of interest and aligned to your companies' skills and experience.
- Pre-notification of tender enquiries being issued to you where possible, to allow you to state your interest and plan your preconstruction resources accordingly.

- When requested, we will provide Feedback on tenders submitted to GMI. We will also confirm whether GMI have secured projects, to all tendering companies once we are notified by our clients.
- A collaborative approach to Supply Chain Management where your input and efforts are respected and gratefully received.
- Issues are dealt with in a respectful and co-operative manner with swift resolution and improvement at the forefront of our actions. We reserve the right to take a more robust approach concerning serious matters such as those relating to Health and Safety.
- Recognition of your efforts on our live projects for those Supply Chain Partners that consistently perform well and score highly in our monthly KPI scores. We will internally promote these companies and ensure further opportunities are available to them.

If you are already working with or tendering for GMI Construction or want to express an interest in working with GMI Construction Group Plc, then please complete the GMI Supply Chain Expression of Interest and On-boarding questionnaire.