Case Study

Costain

Meet the Buyer Event

Coventry City Council and Costain held a Meet the Buyer event in February 2014.

The event aimed to introduce local SMEs to Costain, who had won the contract for two major developments in Coventry (Friargate Bridge and Whitley Junction). The event was held in a vacant shop unit to enable easy access for businesses who wanted to learn more about the types of contracts Costain wanted to subcontract for. More than 30 people attended the event, from a range of different businesses covering construction, engineering, security to ecology. Following the event one of the businesses that attended, is now in discussions with Costain on a rail electrification project and advance ecological works. They are also listed as potential supply chain supplier for M4 Corridor work which is a £800m bid. Many of the other businesses are now on the tender list for future work allowing the local supply chain to benefit from the larger contracts they award.

FSB Local Authority Awards 2014

Coventry City Council was awarded the Best ‘Small Business Friendly’ Procurement Policy as part of the FSB’s annual Local Authority awards.

The awards celebrate and promote local economic development and the judges comments said ‘Coventry City Council’s application showed how an innovative approach to keeping trade local and has helped local firms to access contracts’.

The Council is determined that local businesses should have the opportunity to bid for supply chain work for major projects and by holding the Meet the Buyer event in partnership with Costain local companies had the opportunity to show what they could do.

Shared Apprenticeship Scheme

The Coventry and Warwickshire Construction Shared Apprenticeship Scheme is a partnership initiative between Coventry City Council, BAM Construct UK, local colleges and construction employers.

Costain decided to use the scheme after being introduced at the Meet the Buyer event and went on to appoint a local young person as an administration apprentice. This proved to be so successful that he has now been offered full time employment with Costain.

Costain also agreed to link in with schools to offer site visits and Coventry City Council have subsequently linked them to a number of primary and secondary schools. Costain have also supported a number of local jobs and careers events.

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