

**The evolved
contractor and why
they are key to
delivering
industrialised
construction at scale.**

Seya Tansill
Bowmer + Kirkland





1923.

Family builders **Bowmer + Kirkland** founded in Heage, Derbyshire.

A partnership between joiner **Alfred Bowmer** and bricklayer, **Robert William Kirkland**.

+BOWMER KIRKLAND Group of Companies

A group of independent construction, development, and homeland security companies...

**+BOWMER
KIRKLAND**

BKPS
B+K PROPERTY SERVICES

KPS
KEY PROPERTY SOLUTIONS

db's
derry building services



P&K STRUCTURES
OPTIMISED OFFSITE SOLUTIONS

P&K
HYBRID SOLUTIONS

**PEVERIL
SECURITIES**

**peveril
INTERIORS**

PEVERIL
HOMES TO BUILD A LIFE IN

MUNRO

**Peveril
Decorators
Limited**

Est 1964
ADCOCK

SONIC
COMMUNICATIONS

panoptech
SECURE IT SOLUTIONS

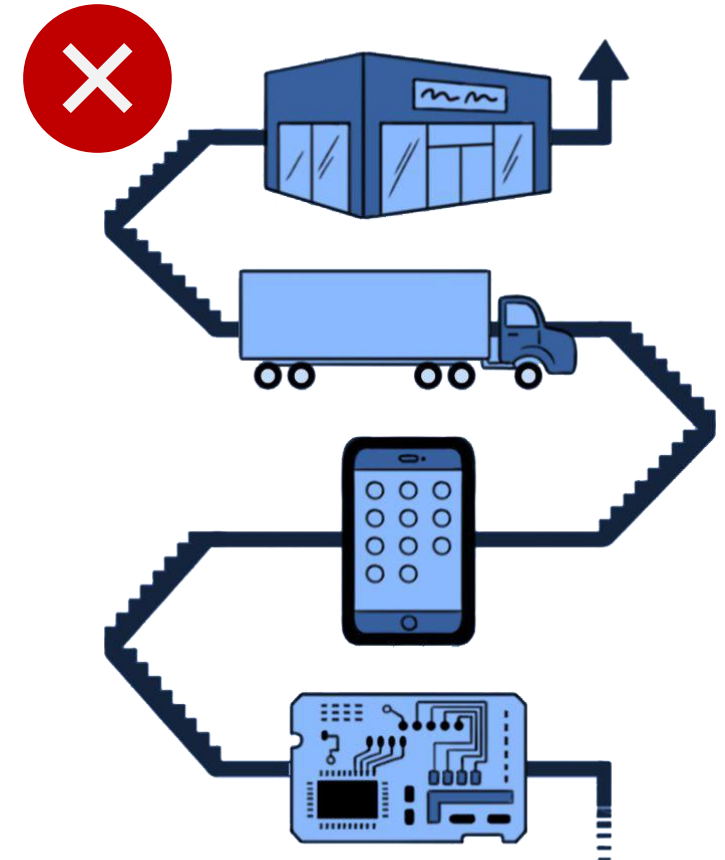
SONCELL INTERNATIONAL
A HOMELAND SECURITY COMPANY

Keyclad
EXTERNAL ENVELOPE SOLUTIONS

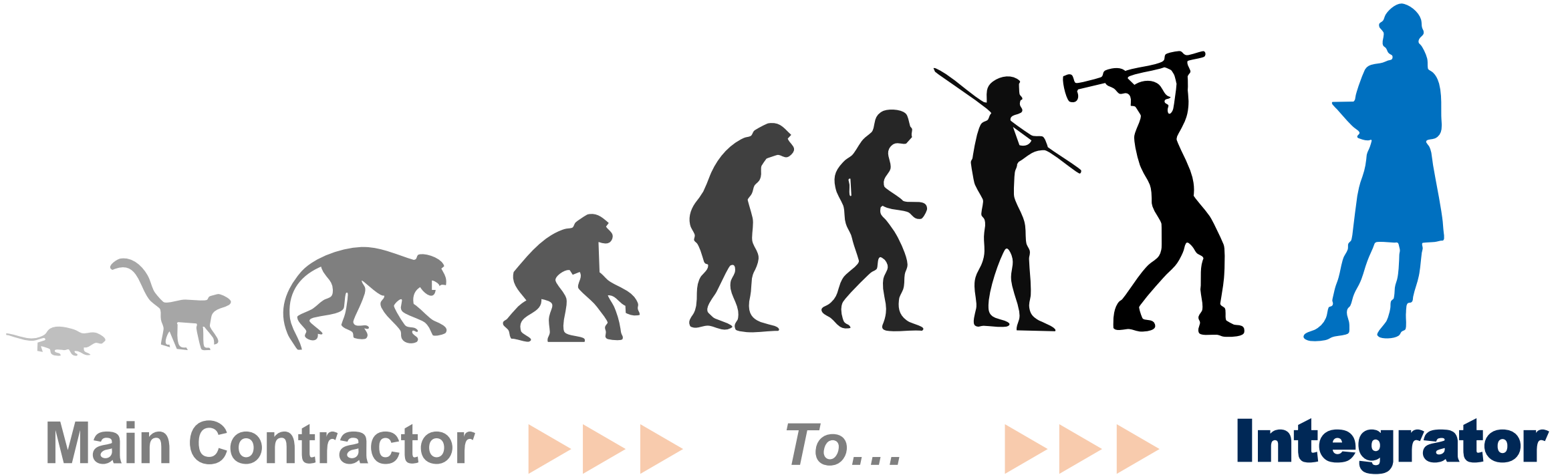
innovare
simplifying offsite

i|B|M|S|

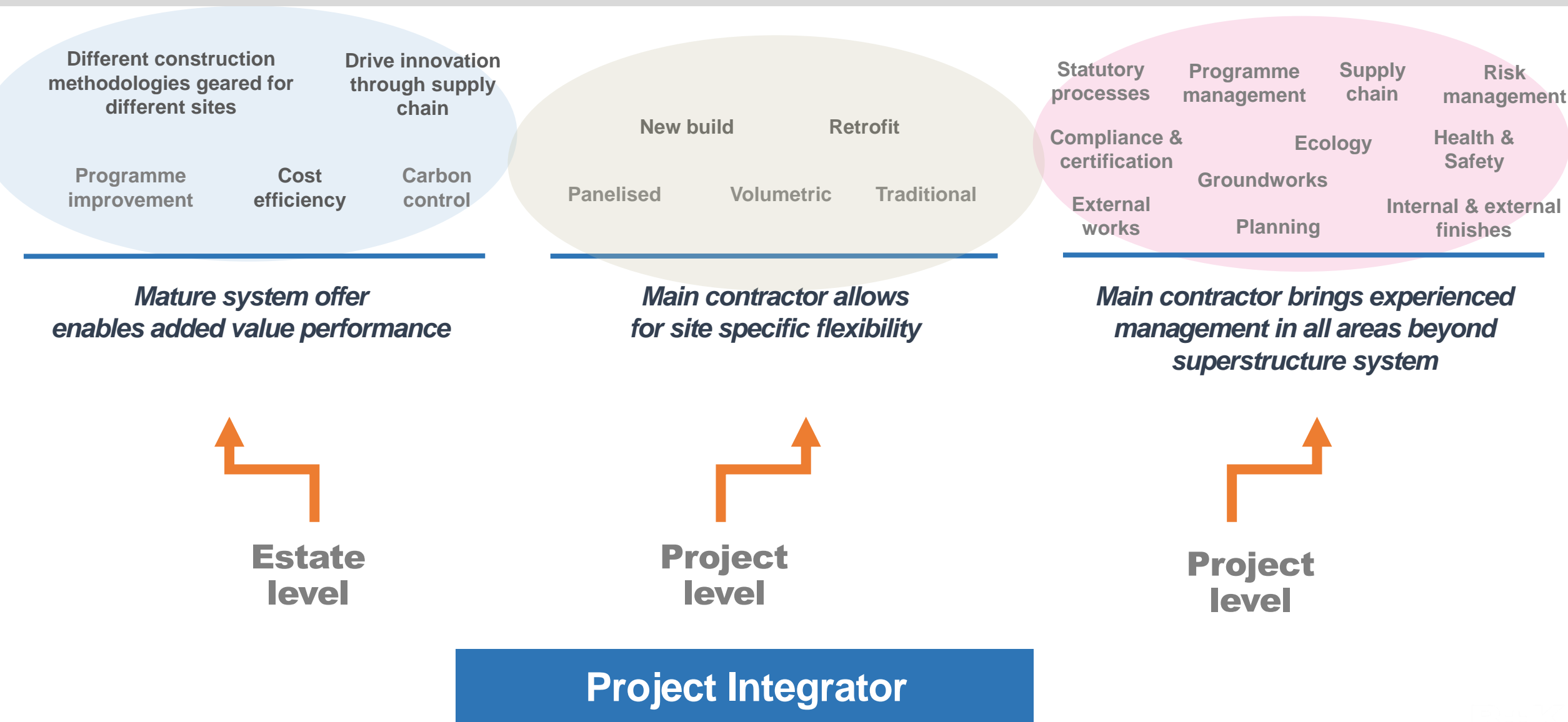
...but we do not operate as
vertically integrated



The role of the main contractor is evolving.



Where is our value?





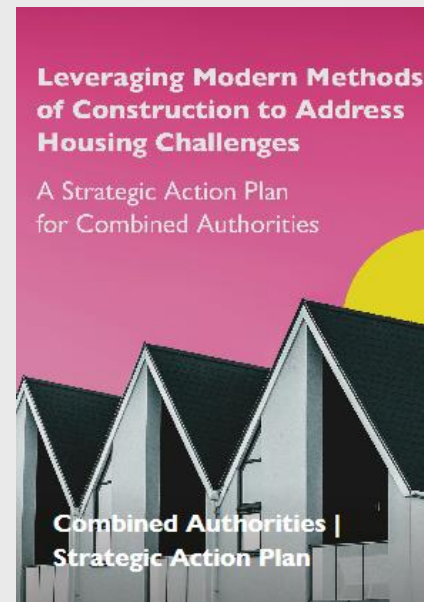
Common Static Goal

- ▼ Capability assessment
- ▼ Value alignment
- ▼ Culture of innovation
- ▼ Trust building
- ▼ Understanding and valuing each other's strengths
- ▼ Shared costs of systems development
- ▼ Sharing of IP
- ★ **Strategic partnering**

Strategic Partnering.

Industrialised construction won't work until we start operating in a way that enables relationship and trust building in the supply chain to develop strategic partners.

Soft skills and honesty are the new lynchpins of Integrator behaviour.



Platforms.



What does a good platform look like?



Real Time Evidence



Department
for Education

Health

Has ERs but pipeline
difficult to aggregate.

Private Housing

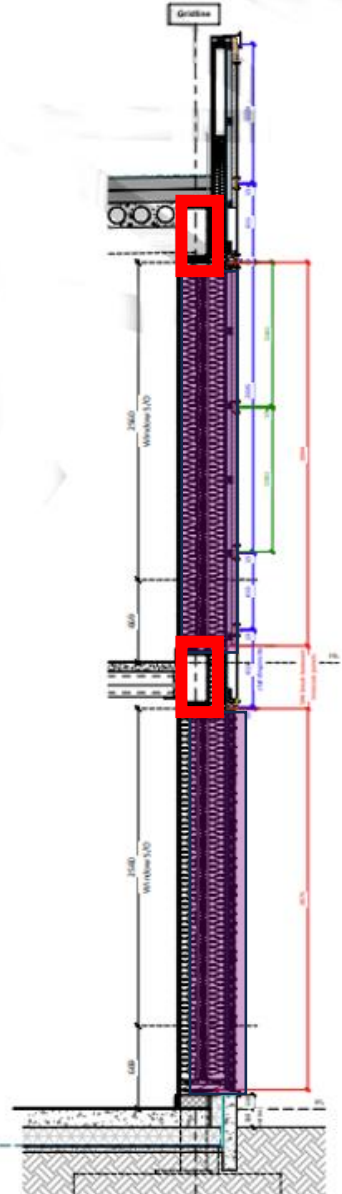
Have their own platforms
and supply chain



Defence
Infrastructure
Organisation

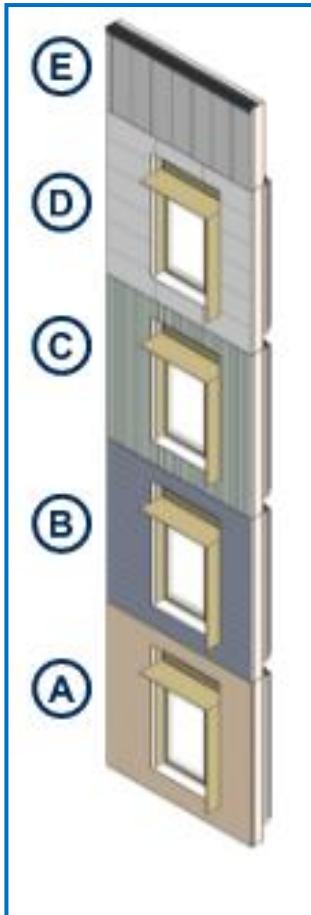
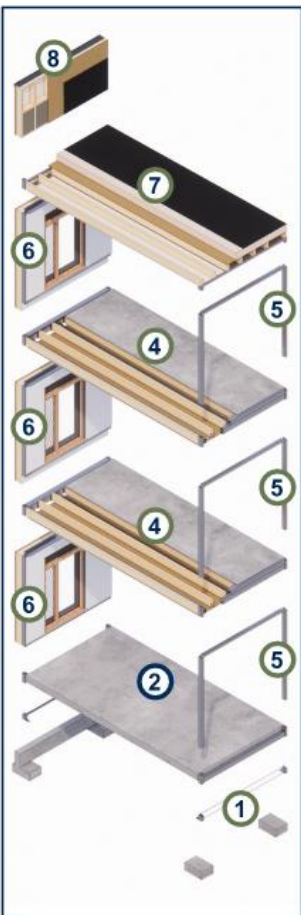
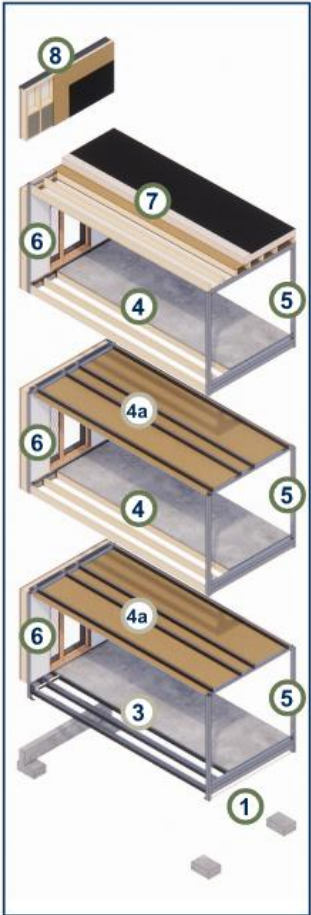
Public Housing

Has neither



3D Bay

2D Bay



Fully interoperable system

Volumetric
system
delivery

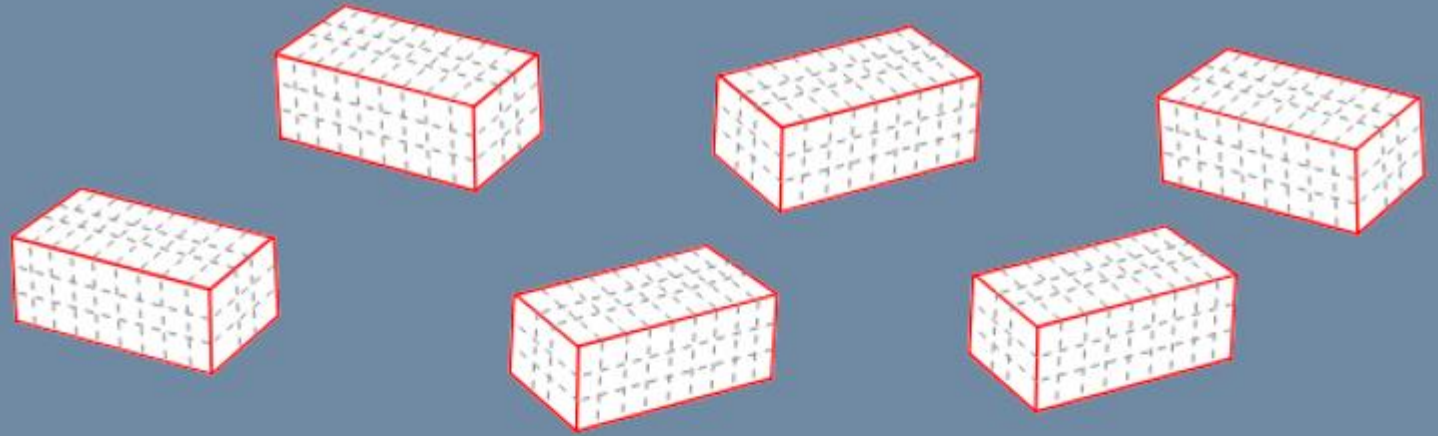
Panelised
system
delivery

Different
site

Same
site

Different
site

System model responds to platform demand for capacity.

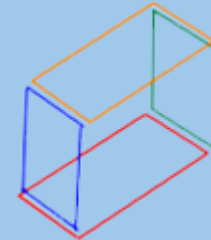


Multiple project delivery at capacity



Sent straight to site for BK to assemble

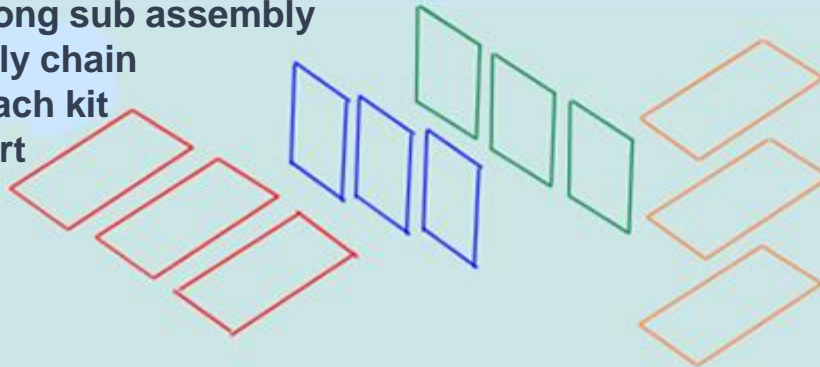
Strategic partners assemble



Strategic partners assemble



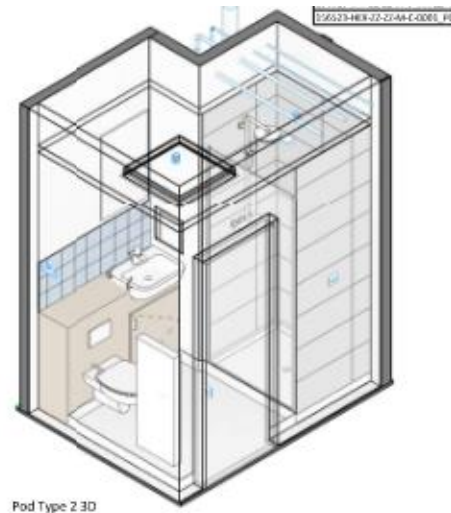
3-strong sub assembly supply chain for each kit of part



Windows



Bathroom Pods



Communal Area Layouts

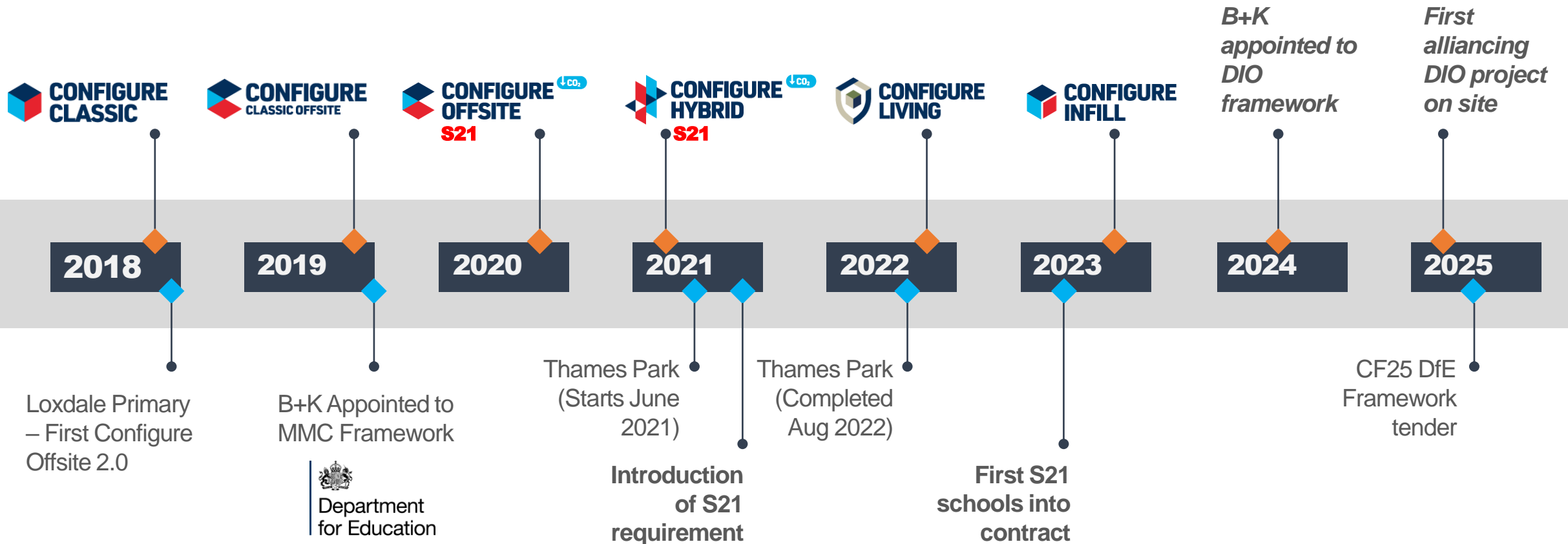


Roofing Product Supplier

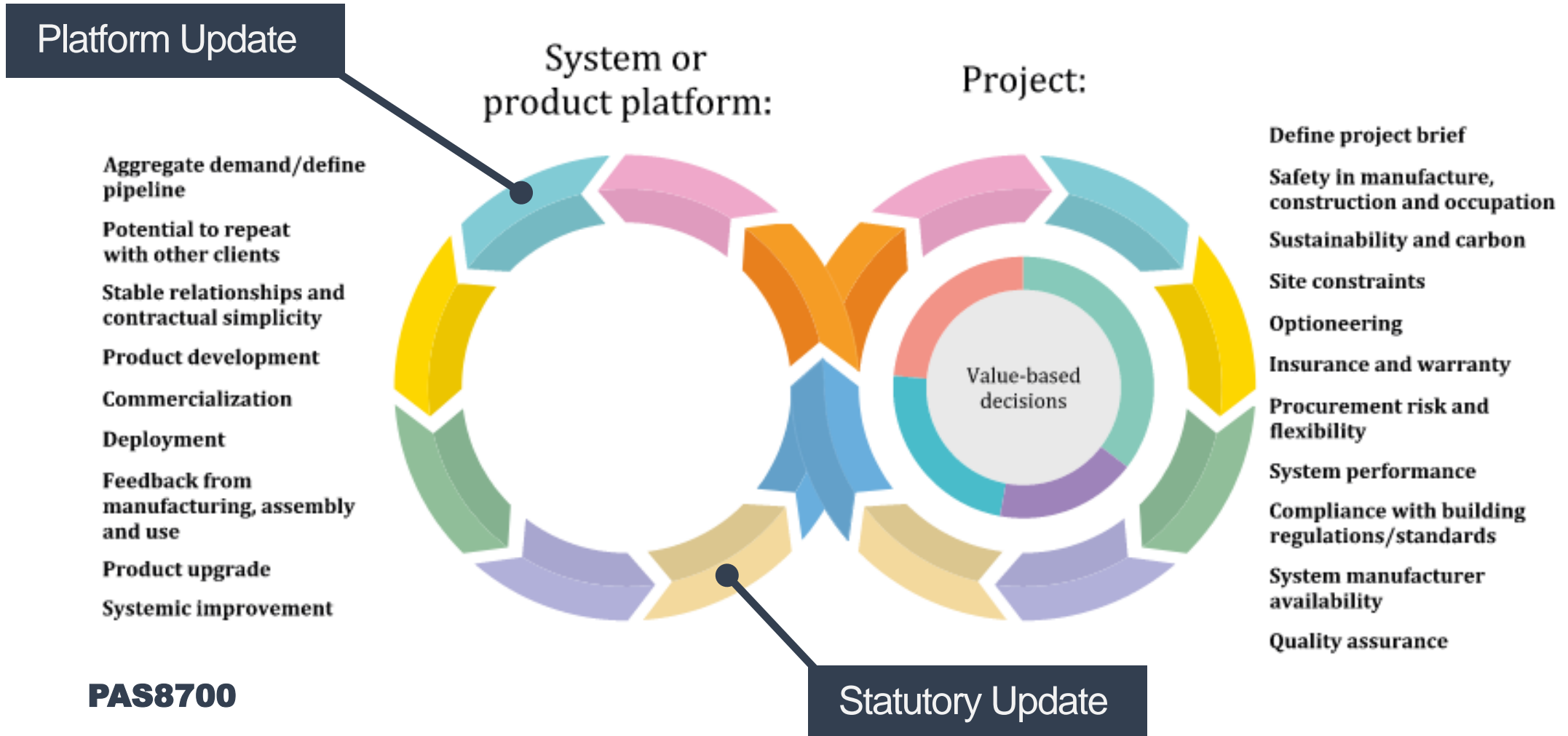


Alliancing & Commodities.

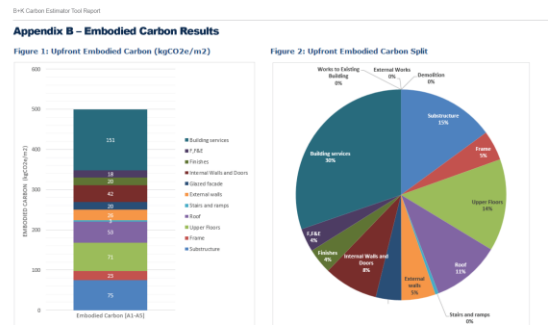
Responding to a platform system and product development.



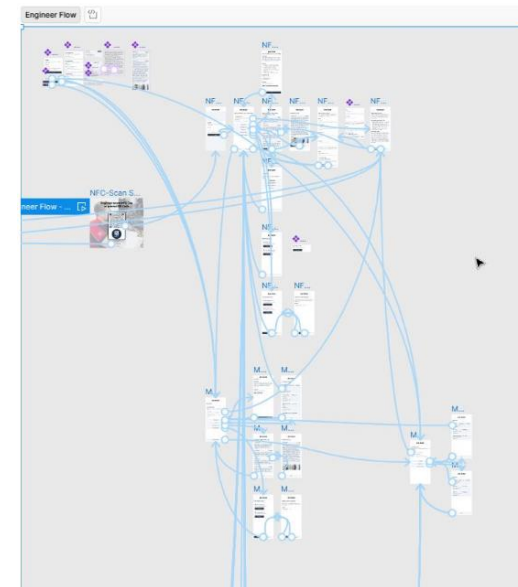
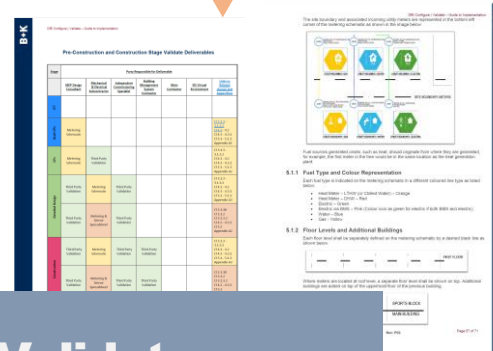
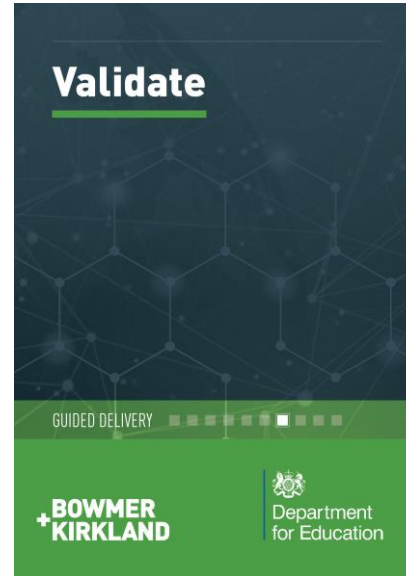
Continual improvement.



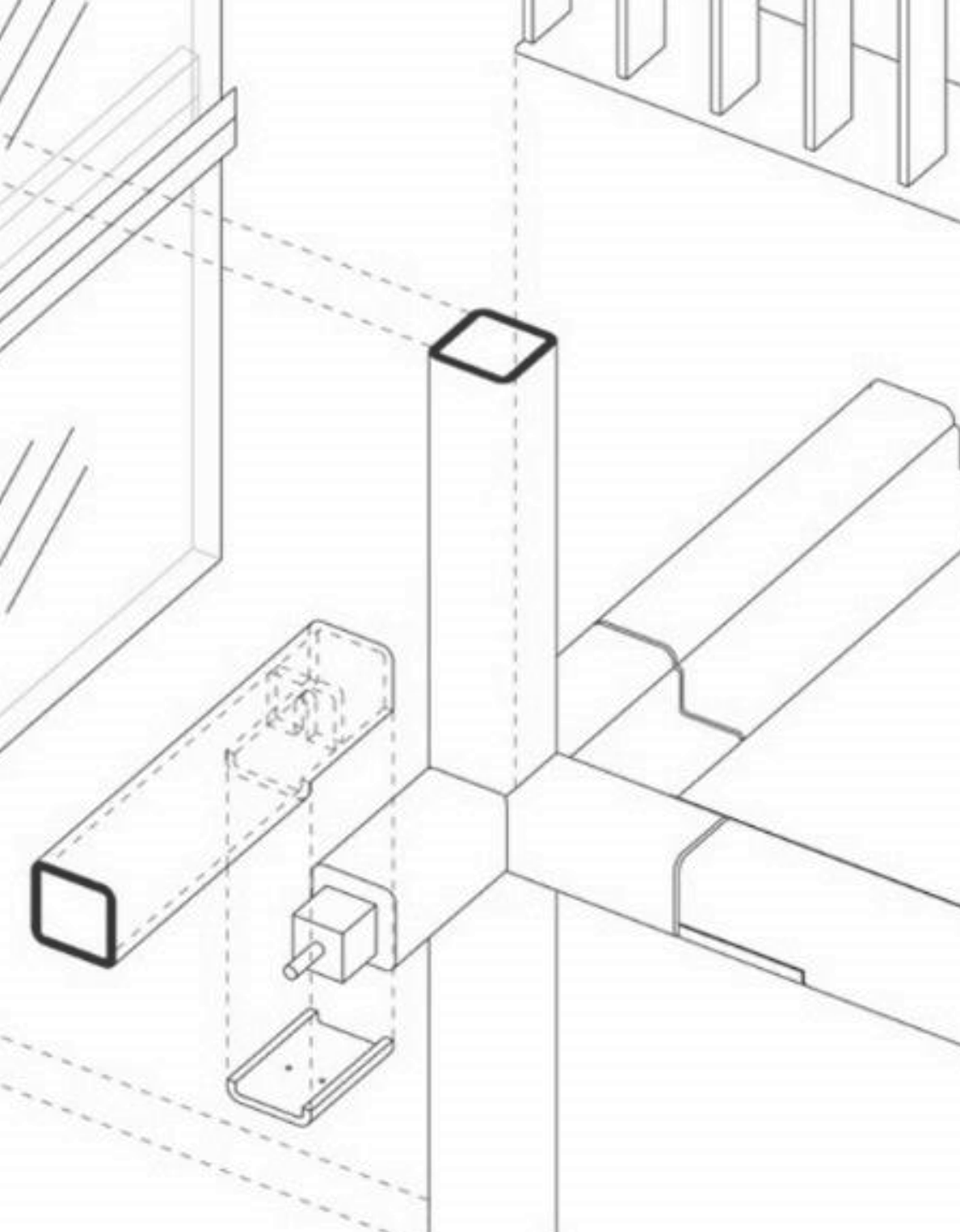
Carbon Tool



Validate



Smart Asset



Thank you.

Q&A

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