



NG Bailey

MEP Procurement Transactions

A Contractor's view



TWO DIVISIONS



ENGINEERING



SERVICES



£556M TURNOVER



FORWARD ORDER
BOOK OF **£1.4BN**



FINANCIAL STABILITY -
£134M NET ASSETS



NET PROMOTER SCORE **32**

EST.
1921



FORMED IN 1921,
PRIVATELY-OWNED WITH
98 YEARS
OF TRADING HISTORY

INDUSTRY **UPPER-
QUARTILE
PERFORMANCE**

SELECTIVE APPROACH TO
ORDER BOOK
**9% YEAR ON YEAR
GROWTH**

**AN AWARD
WINNING
COMPANY**





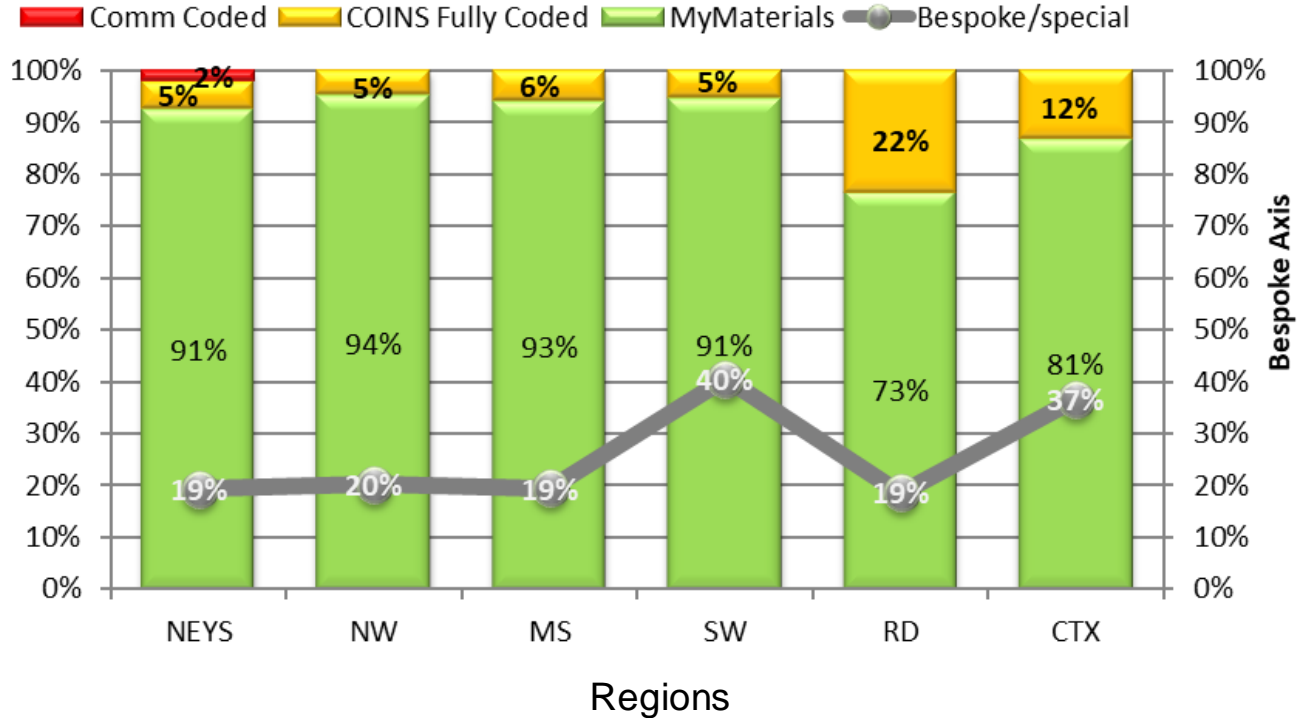
NG Bailey

Leadership and Direction?





What have we learnt



Leakage

Spot check required

Reliable Output



NG Bailey

What does it take?

1994



Egan

1998



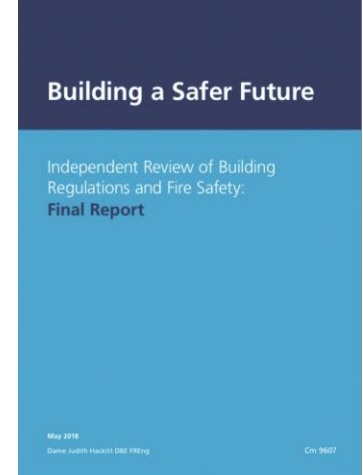
Latham

2016



Farmer

2020



Hackett

You can't be all things to everyone

Too much emphasis on the B & M, “I” has been left behind and the supply chain hasn’t been engaged sufficiently, (or has chosen to ignore the guidance)

Items that don't require **modelling**:

- PPE
- Consumables (drills & blades)
- Tools & Plant
- Testing Instruments
- Welfare
- Cleaning and protection
- Padlocks
- Anchor settings tools

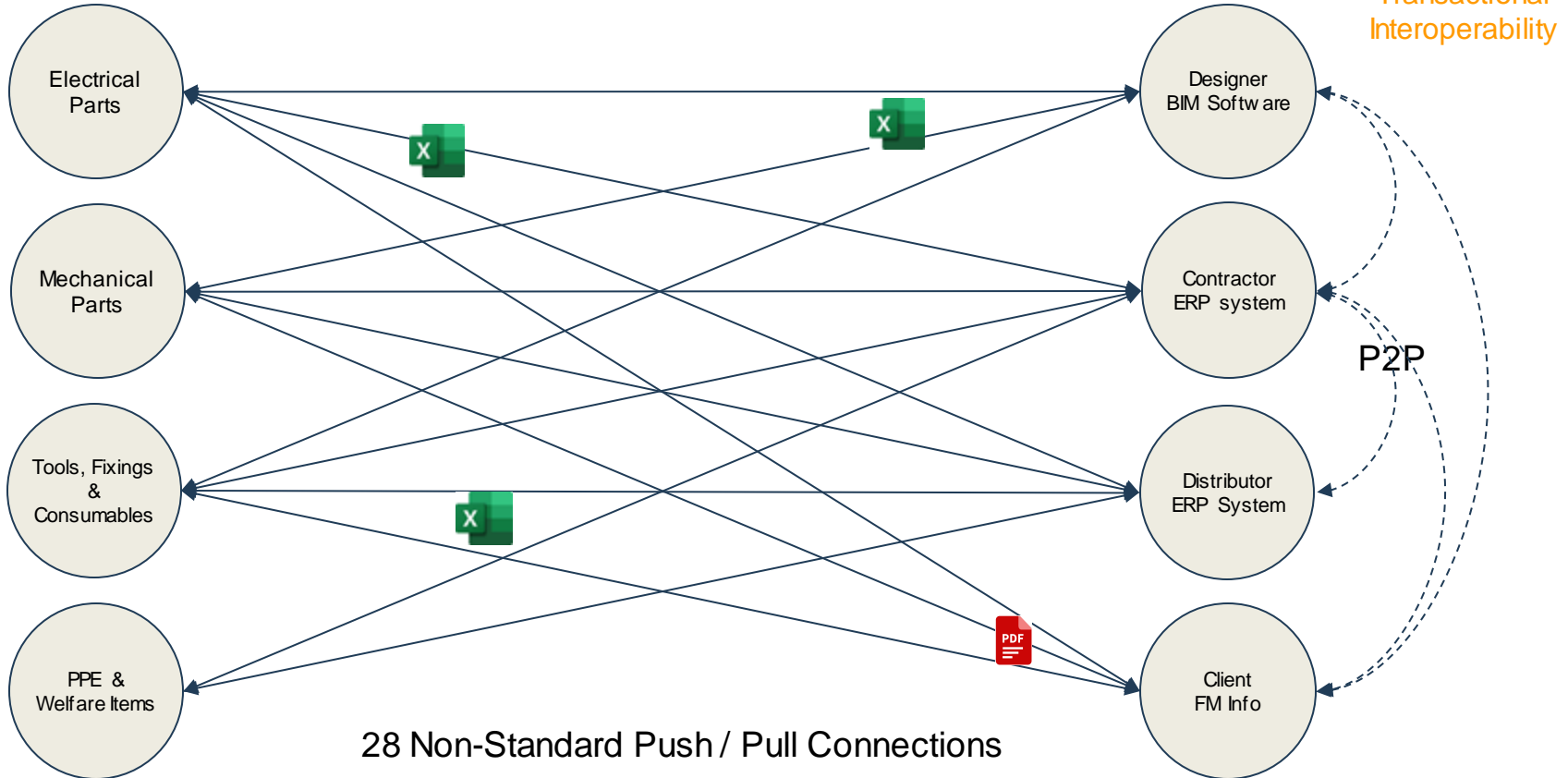




NG Bailey

Transactional working model - Perceived

⇒
P
U
S
H
&
P
U
L
L
⇐

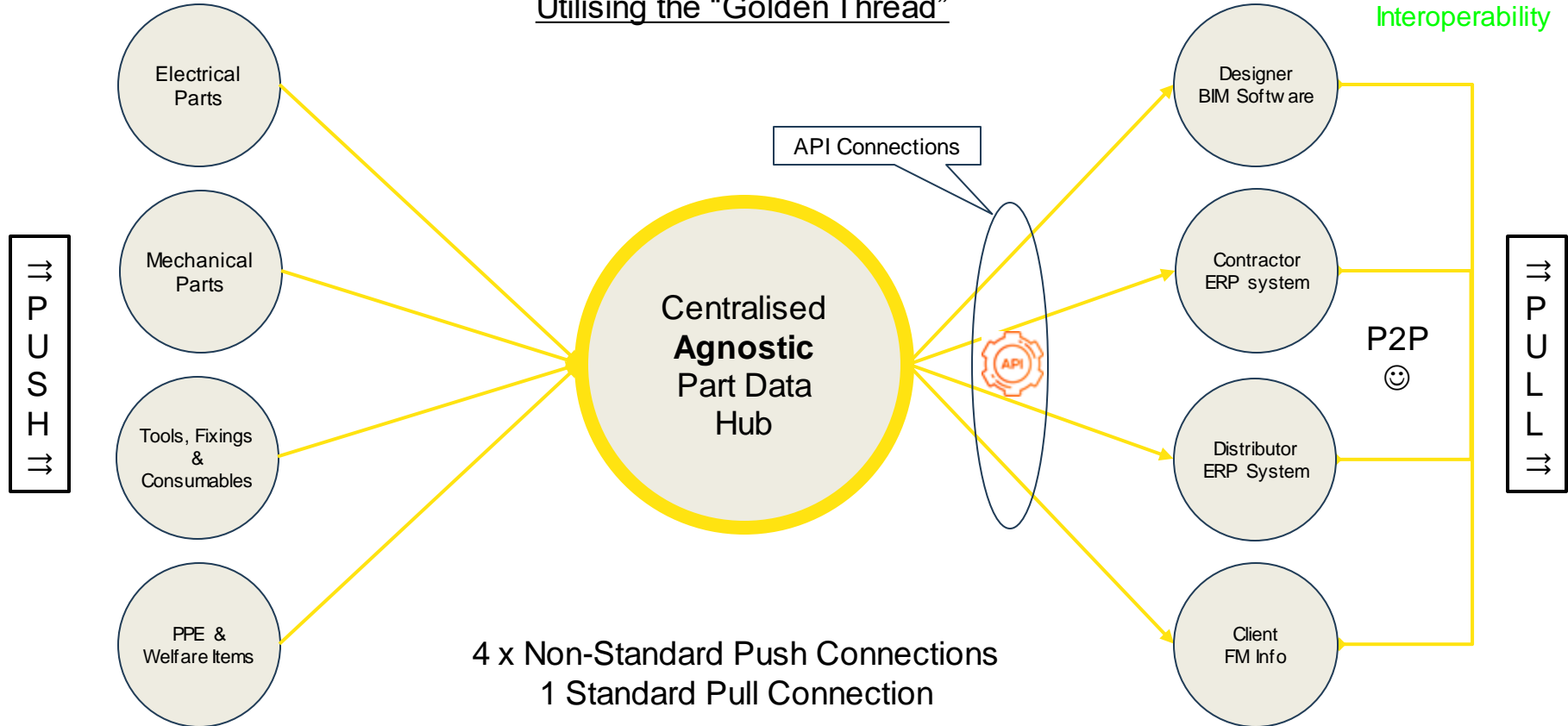




NG Bailey

Transactional working model - Optimum
Utilising the “Golden Thread”

Optimum
Transactional
Interoperability



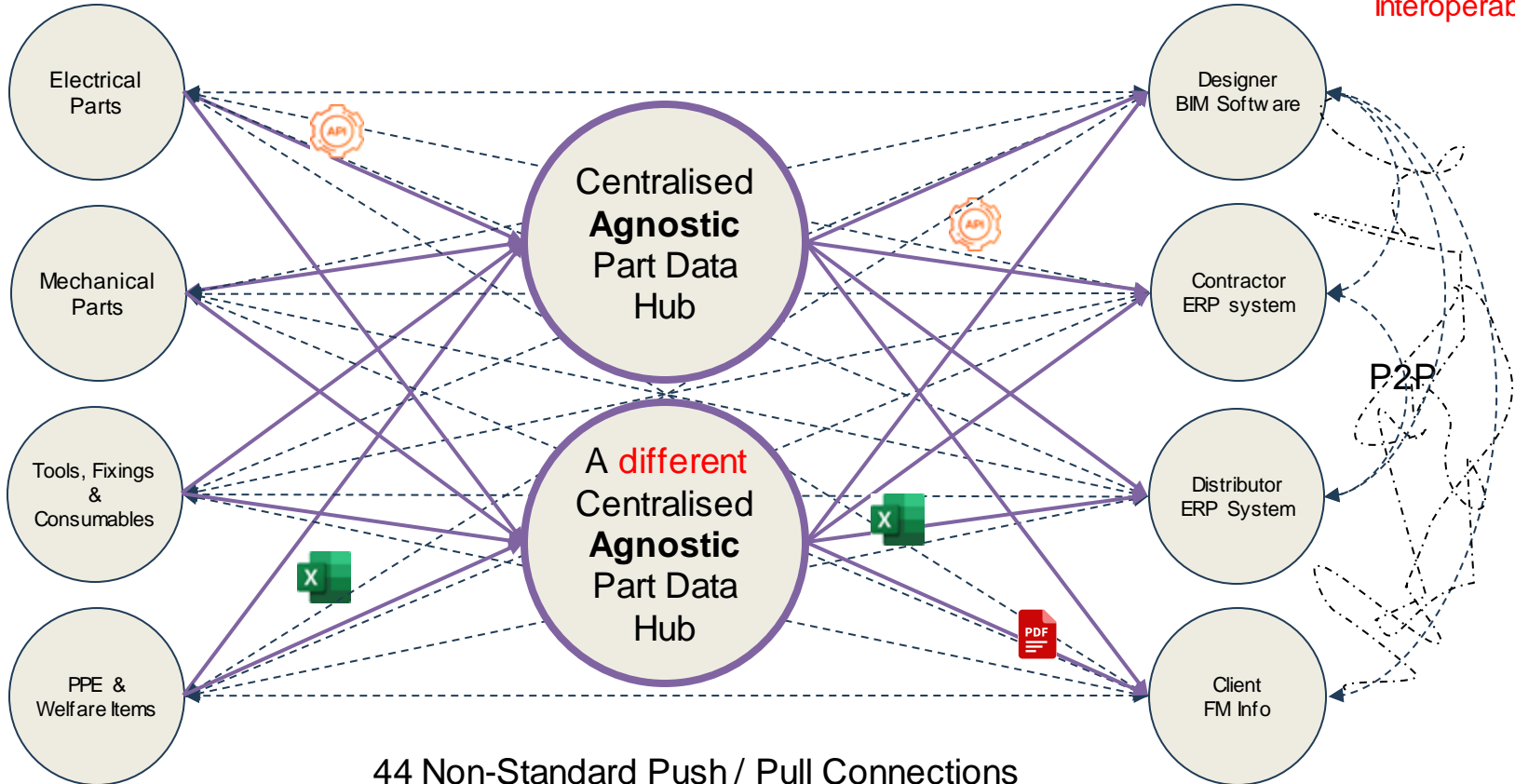


NG Bailey

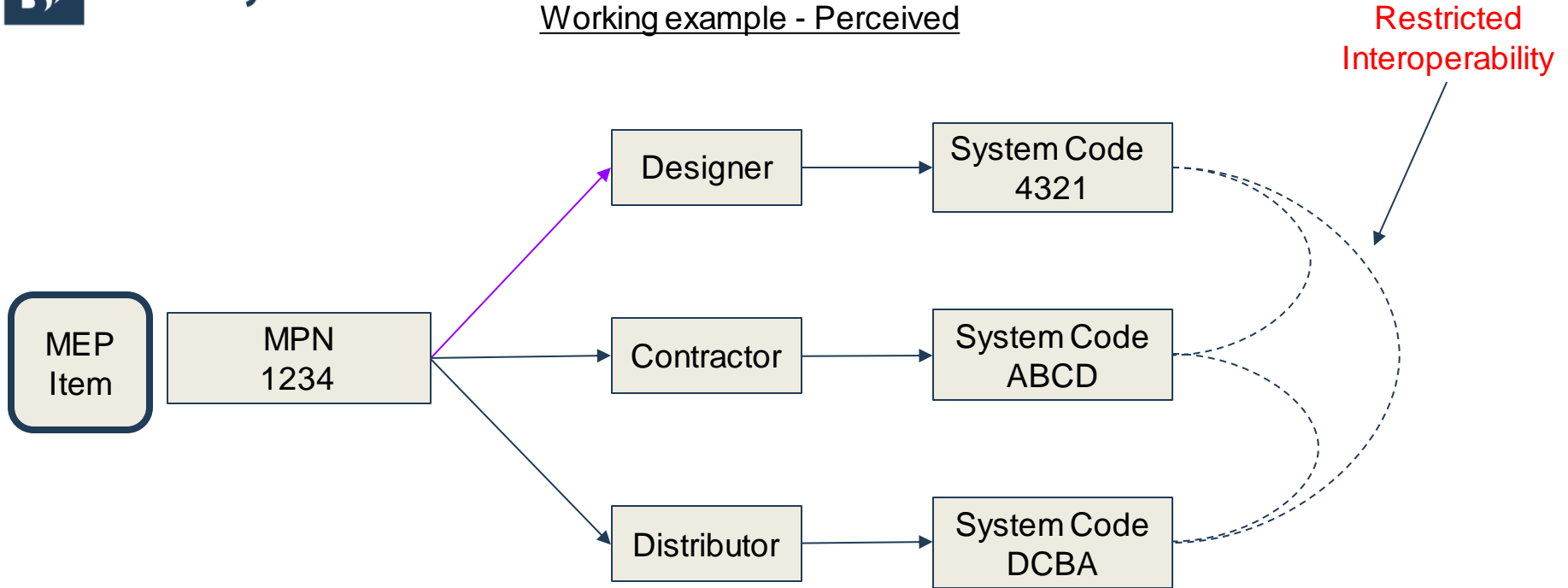
Transactional working model - Reality

Dysfunctional
Transactional
Interoperability

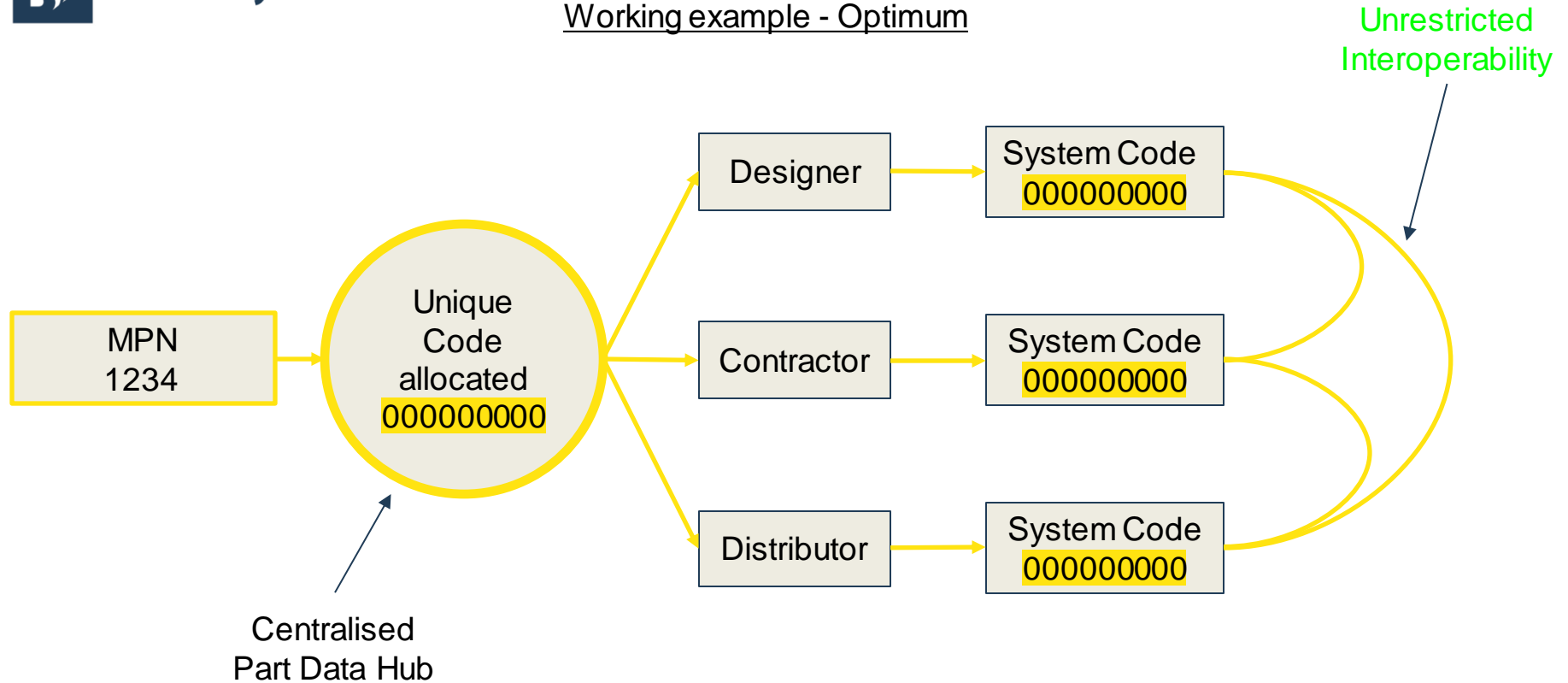
⇒
P
U
S
H
&
P
U
L
L
⇐



Working example - Perceived

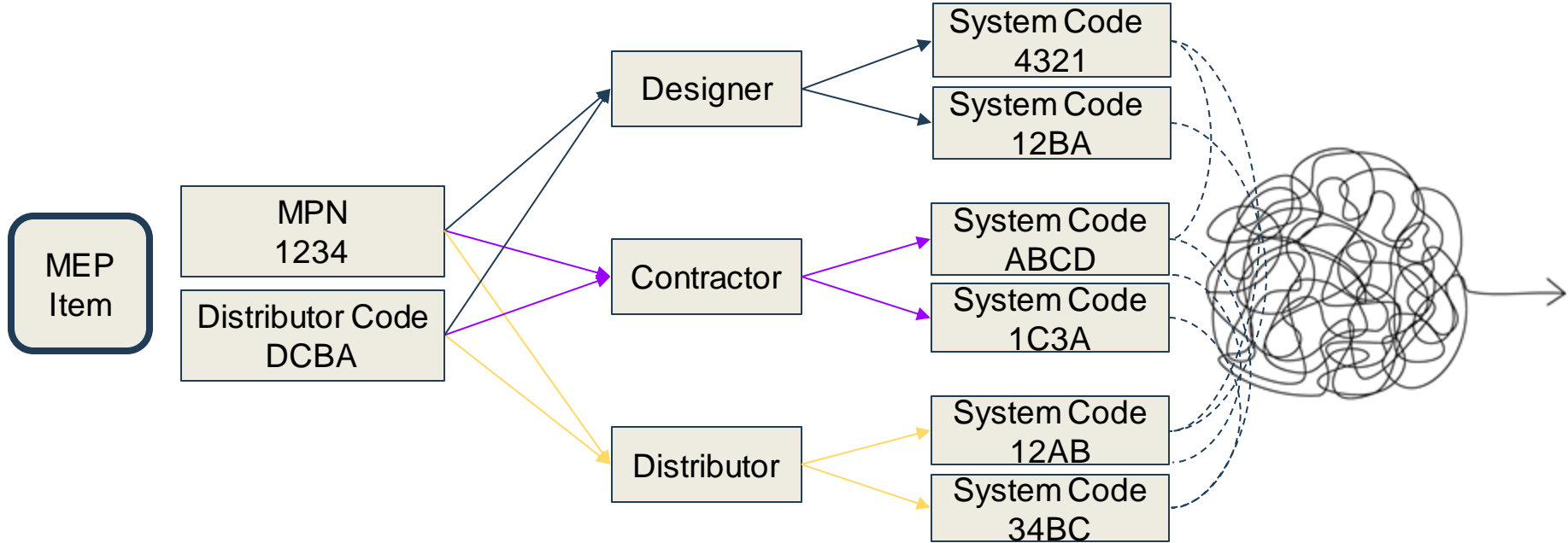


Working example - Optimum



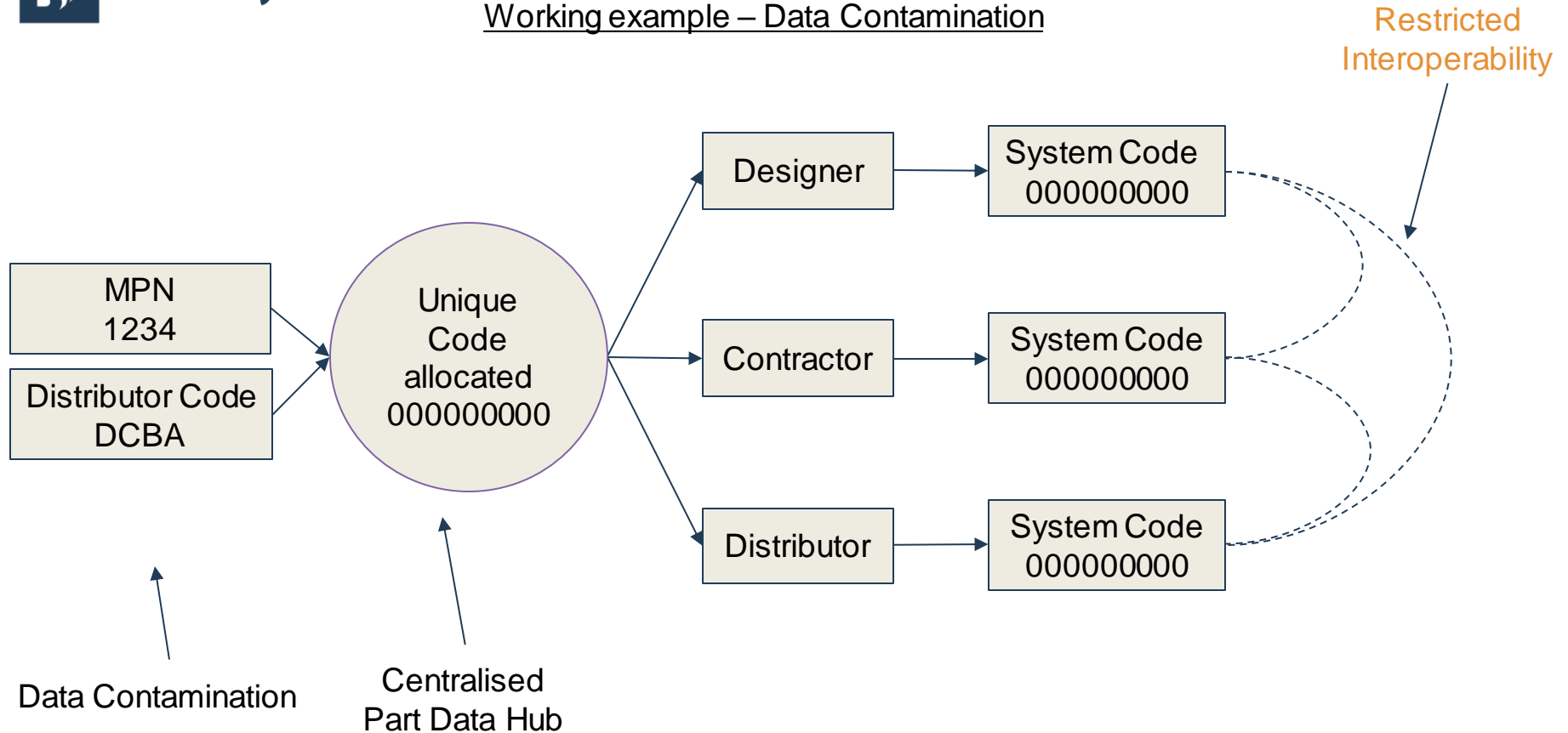
Working example - Actual

Chaotic



1 item now has 6 codes

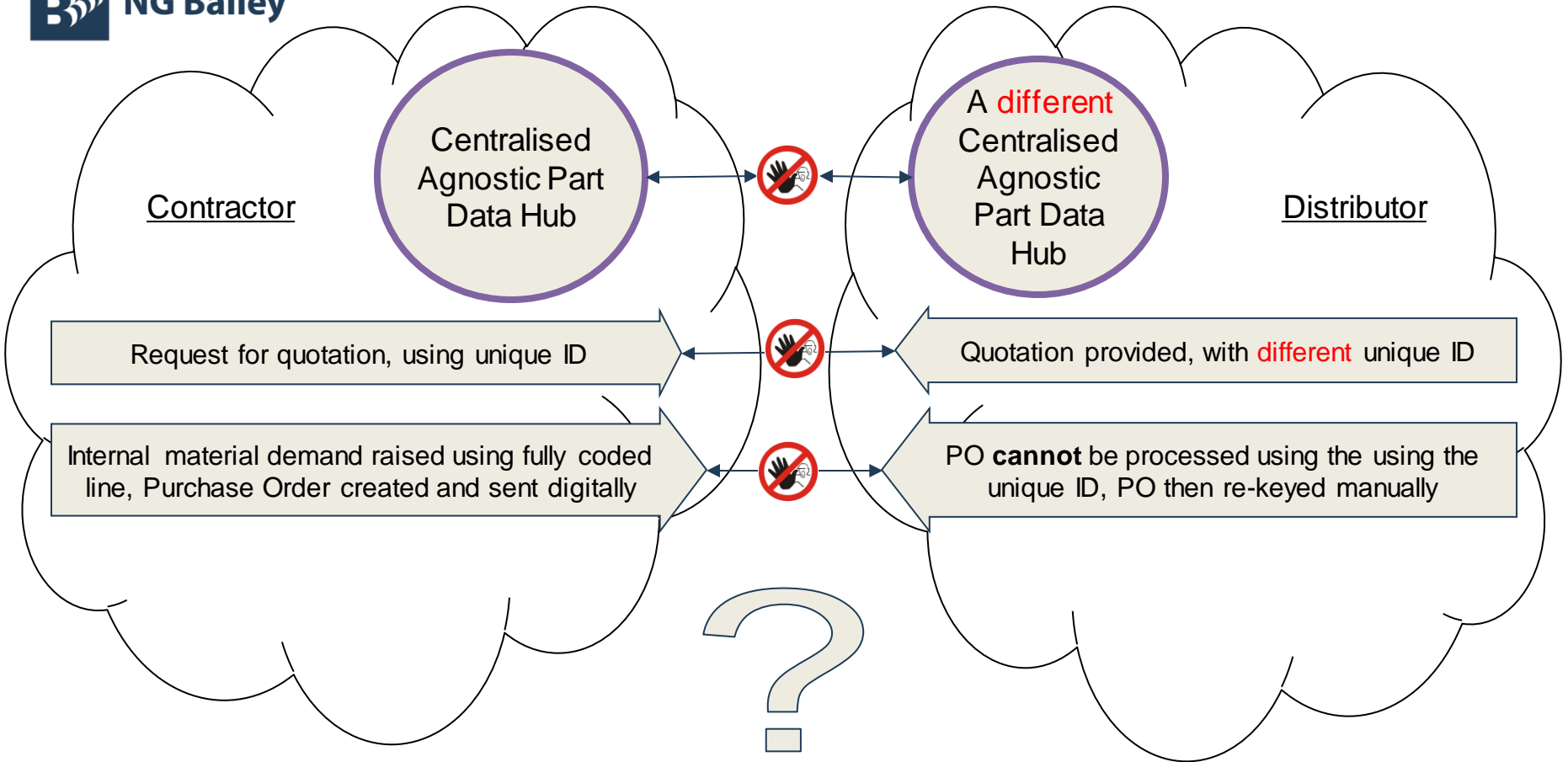
Working example – Data Contamination





NG Bailey

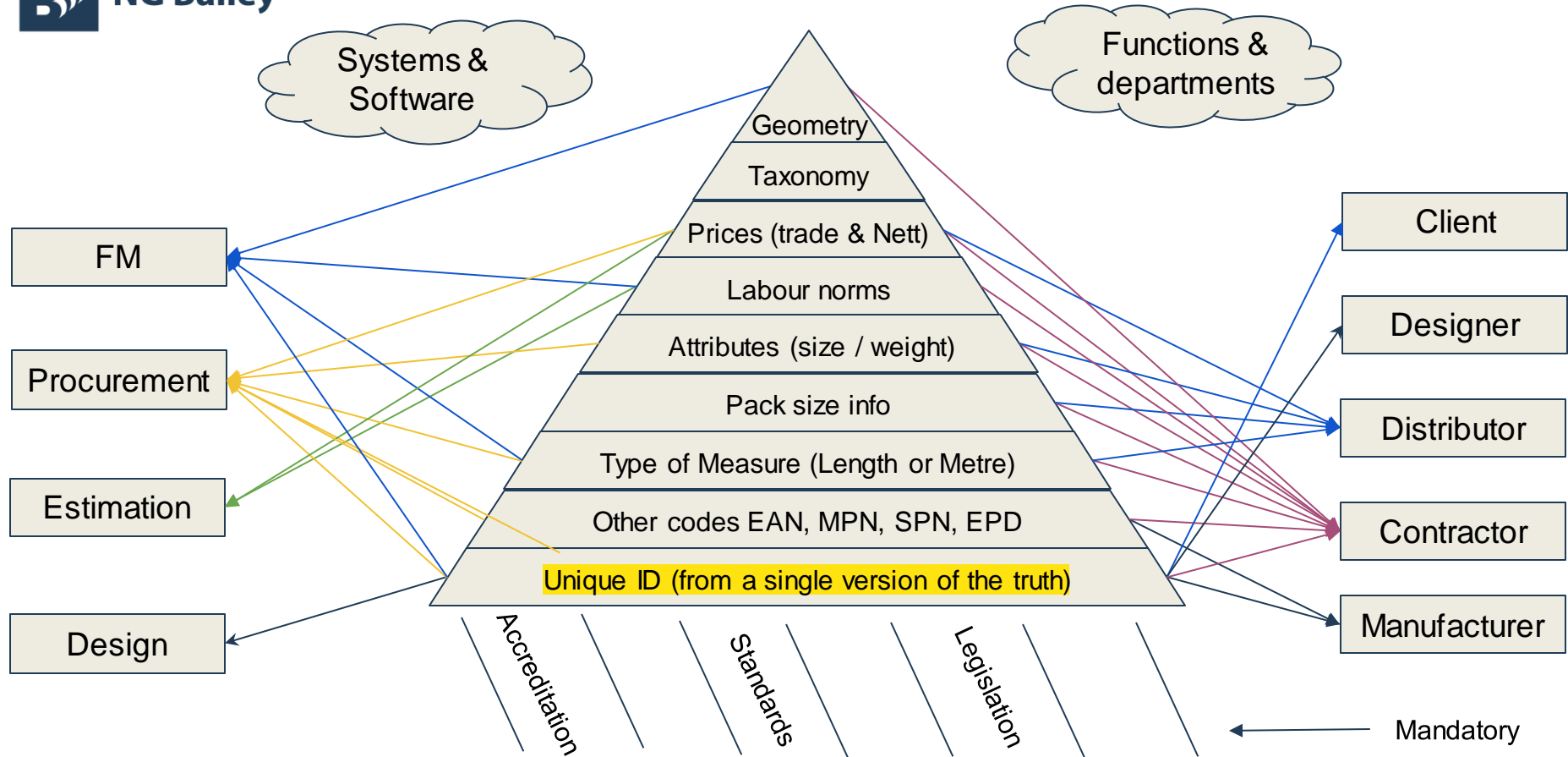
Digital interoperability





NG Bailey

Hierarchy of data needs





NG Bailey

Examples where unique IDs are used
and issued via a Single Version of the Truth



Duplicate items that occur naturally in a consolidated database

Catalogue No.	Catalogue No. 2	Manufacturer	Description	Attributes	Thumbnail	Type of Measure	Colour/Material/Finish
10103501		Wiska UK Ltd	Cable Gland ESKE/1-S-i 25 I/Safe ATEX Flex Prot IP66 IP68 (5 bar 30 min)	M25		EACH	Black Polyamide
10103501		Alpen UK Ltd	Twist Drill DIN 1869 R1 RN Extra Long	3.5x165mm		EACH	Black HSS

834	543007	Pegler	Drain Cock Type A M BSPT	1/2in		EACH	Brass
834		Mennekes Electric Ltd	Appliance Inlet 3P+N+E Panel Straight IP67	32A 400V 6h		EACH	Red

Same MPN,
but completely
different items





Duplicate **rouge** items, typically introduced by a distributor

Different
manufacturer
name, same item!
NB Only one
actual
manufacturer

Catalogue No.	Catalogue No. 2	Manufacturer	Description	Attributes	Thumbnail	Price Quantity	Colour/Material/ Finish
YR43		Remora Electrical Ltd	Terminal Ring Pre-Insulated	4.0-6.0mm2 4.3mm		EACH	Yellow
YR43		Partex (UK) Ltd.	Terminal Crimp Ring Pre-Insulated Pack of 100	M4 4.0-6.0mm2		PK	Yellow PVC

Same MPN,
same item

Catalogue No.	Catalogue No. 2	Manufacturer	Description	Attributes	Thumbnail	Price Quantity	Colour/Material/ Finish
ZSU		Remora Electrical Ltd	Cable Stripper Rotary			EACH	
ZSU		AEI Cables	Tool Rotary Cable Stripper Large		No image	EACH	
ZSU		nVent Pyrotanax	Tool Pyro Stripper Cable Stripper Large			EACH	

- Better planning through:
 - Project installation material demand
 - Stock level visibility
- Digital tracking and POD
- Biometrics
- Pallets and Stillage
- Returns





NG Bailey

Requisition and purchase orders

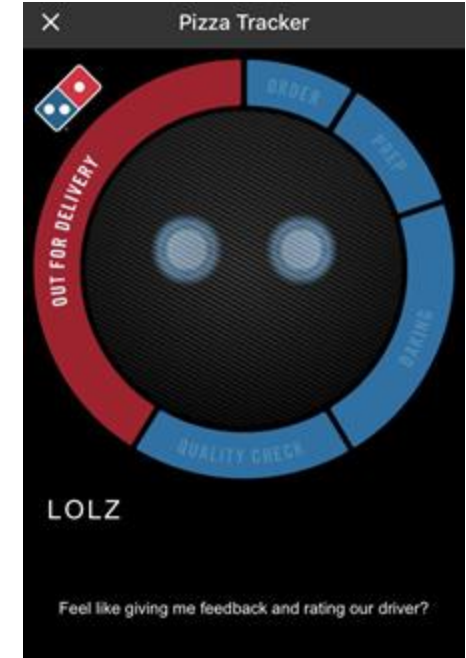
Tracking information
available when ordering
via the MEP supply chain



Tracking information
available when ordering
MEP Products



Tracking information
available when ordering
take-away food



Quotations and Price Files

- Excel or CSV file only
- PDF or Word version, no thanks
- A Unique ID must be included
- If you want our business, use the power of the data and support the Golden Thread





“Any part of this sector who thinks they can survive by standing still or defending their current territory is sadly mistaken”

Dame Judith Hackitt



NG Bailey

CONTACT

PHIL THOMPSON
PROCUREMENT DATA MANAGER

07971 157970
phil.thompson@ngbailey.co.uk

www.ngbailey.com

