

London 2012 Games sector briefing

general briefing

July 2011

Advantage West Midlands

London 2012 Games

General Business Briefing – July 2011

Key Statistics

2012 Olympic Games: 27 July – 12 August 2012

2012 Paralympic Games: 29 August - 9 September 2012

Torch Relay starts 18 May 2012

26 Olympic sports / 20 Paralympic sports

10,500 Olympic athletes and 4,200 Paralympic athletes

20,000 press and media

8 million tickets (Olympics) plus 2 million (Paralympics)

Over 4 Billion television audience

Key Organisations

[IOC: International Olympic Committee](#)

[LOCOG: London Organising Committee of the Olympic and Paralympic Games](#)

[ODA: Olympics Delivery Authority](#)

[LDA: London Development Agency \(until end March 2012\)](#)

[GLA: Greater London Authority](#)

[OPLC: Olympic Park Legacy Company](#)

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2012 Business Update

Forthcoming Events and Announcements

- The current series of 2012 Business Opportunity workshops have now completed. These invaluable events provide you with up to date information about business opportunities arising from London 2012 and other major sports projects, and how you can access and tender for them. For information regarding future events contact philip.gray@commercialdoctor.com
- Business Link are hosting a Procurement workshop on 21st July in Worcester. Delivered by BiP Solutions, these workshops demonstrate the processes involved in tendering for public-sector contracts. For further details contact www.procurementworkshops.co.uk (Tel 0845 270 7095).
- The 125th edition of the Wenlock Olympian Games will start with equestrian on July 3rd and then from July 8-11th for a host of sports including triathlon, hockey, athletics, football, bowls, clay pigeon shooting, swimming and fencing. The Olympic mascot, named Wenlock in the town's honour, will be a special guest. [Click Here for details.](#)
- Ironbridge Gorge Museum is hosting the forthcoming *Science, Sport, Life Festival* on Saturday 23rd July. With the support of colleagues from Archery GB, Gymnastics England, Nuffield Health and the University of Birmingham, visitors will be free to 'have a go' at lots of new sports. This Open Weekend event is part of the official LOCOG Stories of the World programme and is free to attend. [Click Here for details.](#)
- On Saturday 23rd July Punch Records is inviting people to join Levi Roots, the Reggae Philharmonic Orchestra, top local music acts, family-friendly comedians, storytellers and artists for a free afternoon of Jamaican-inspired summer fun in Birmingham's Victoria Square, to celebrate the London 2012 Open Weekend supported by BP. *Jamaica Live!* is a party honouring one year to go to London 2012 and Birmingham's role as host for the Jamaican 2012 Olympians. Jamaica Live! also celebrates Birmingham's unique historic links with Jamaica's people and with Caribbean culture.
- If you have news of a forthcoming event, or any 2012-related news or opportunities, which can be included in forthcoming briefings (ie, without breaching rules on disclosure), then please let us know by emailing philip.gray@commercialdoctor.com

West Midlands News

- The London 2012 Olympic Torch will be made in Coventry. Premier Sheet Metal has won the prestigious contract, beating hundreds of manufacturing firms across the UK. The torch will be a three-sided golden cone with the flame burning through its perforated shell. Made from an aluminium alloy, it is light enough to be carried by young people who are expected to make up half of the 8,000 torchbearers. The 70-day relay will take in most of the UK ahead of next year's Games.
- The £12.2 million upgrade at Birmingham's Alexander Stadium is nearing completion. The work will see the venue become one of Britain's principal athletics venues. On 10th July the stadium on Walsall Road will host the Diamond League, with a star studded line-up of athletes competing ([Click Here for details](#)). This is followed by the UK championships later this year and then in 2012 the venue will host the USA track and field team who will train there for the five weeks leading up to the London 2012 Olympics.
- Cannock swimmer Emma Wilkins has been selected for Great Britain's World Championship team. Emma was told that she was on the plane for July's event in Shanghai, shortly after winning a silver medal at the ASA National Championships in Sheffield. Emma has already received notification from British Swimming confirming that she has been placed on the Long List for London 2012, however she currently receives no funding or financial support and is keen to talk with suitable sponsors who can assist with her development and selection for London 2012.
- International fashion designer Zandra Rhodes has met students from Coventry University's Fashion Design course to set a design brief which will see the winning student work alongside Zandra to produce garments for Imagineer Productions' *Godiva Awakes*, which is part of Artists taking the lead, a series of 12 public art commissions across the UK to celebrate the London 2012 Cultural Olympiad. Coventry based Imagineer Productions are one of the UK's foremost producers of large-scale outdoor events, carnival and site specific theatre. [Click Here](#) for further details.
- Stafford townspeople have rallied behind local archer Alison Williamson, who is hoping to compete at London 2012 in what will be her sixth Olympiad. A host of retailers, individuals and organisations have backed the initiative, with more coming on board each day. Alison's supporters include Knights BMW of Radford Bank, Peter Rogers Photography, Stafford College, Francesco Hair Group, Stafford Borough Council, Stafford's Apollo cinema and Stafford ASDA.

- Interviews have started in Coventry to find volunteers who will be ‘the face’ of next year’s Olympic Games. The University of Warwick is the official selection centre for Games Makers applicants based in the Midlands. The Games Maker roles will be based at all venues across the UK – including the City of Coventry Stadium, which will be hosting Olympic football. In September last year, the public were invited to apply to be a volunteer and 250,000 people applied for the honour.

London 2012 News

- It is one year to go to the opening of the London 2012 Festival - the climax of the Cultural Olympiad. The Festival is a 12-week UK-wide cultural celebration from 21st June – 9th September 2012 featuring leading artists from all over the world. Over seven million people will have the opportunity to enjoy free events during the event. Tickets for the London 2012 Festival will be available from October 2011 and you can sign up now at www.london2012.com/festival to be first in line for details.
- Open Weekend 2011, supported by BP, is set to be the biggest and best yet, with hundreds of thousands of people participating in events and bespoke projects to celebrate the ‘One Year to Go’ countdown to the Olympic and Paralympic Games. LOCOG chairman Sebastian Coe has announced that there will be a programme of over 1,000 unique sporting and cultural initiatives. Full listings can be found at www.london2012.com/openweekend
- The London 2012 Basketball Arena has become the fourth completed Olympic Park venue, more than a year ahead of the Games. The Basketball Arena is one of the largest temporary venues ever used for an Olympic and Paralympic Games and will be dismantled after the Games to be reused elsewhere. The Basketball Arena design team was led by Sinclair Knight Merz together with Wilkinson Eyre and KSS. The venue was constructed by companies from across the UK, including Slick Seating in Redditch which has provided the temporary seating.
- Young people are to be given the chance to win free tickets for next year's Olympic Games in London, in return for taking part in sport. To qualify for the ballot they will have to join in the Sportivate mass participation scheme. Sportivate aims to give 14- to 25-year-olds the chance of six to eight weeks of sports coaching. The whole programme will cost £32m and is designed to get 300,000 youngsters playing sport. Meanwhile troops serving in the UK's Armed Forces will also have the chance to win Olympics tickets. The Tickets For Troops share-out will allow 10,000 tickets to be given to members of the Army, Royal Navy and Royal Air Force and their families.

- London has been voted “World’s Leading Destination” by World Travel Awards, and is expected to notch up the highest number of international tourists this year, according to new research by MasterCard. Other leading lights include Bangkok, Istanbul and Dubai. The global payment giant’s new index of Global Destination Cities predicts the host of the 2012 Olympics will receive 20.1 million inbound passengers in 2011. The runner up was Paris with 18.1 million.
- Budding researchers have until Friday 8th July to apply for UK Sport’s latest Ideas4Innovation Award and the chance to win up to £25,000 in research funding. Granted by UK Sport’s Research and Innovation team, Ideas4Innovation is an award scheme aimed at harnessing exceptional research concepts and proposals which could make a difference to the future of British Olympic and Paralympic sport. Since the scheme was launched in 2008, UK Sport has awarded six prizes of research and development funding of up to £25,000 to students and individuals to invest in their ideas. [Click Here for further details.](#)
- Belgium has chosen London’s Inner Temple (which features in the *Da Vinci Code* book and film, to host its Olympic House at the London 2012 Games. The Belgian National Olympic Committee will take over the whole site for the duration of the Games, including the new Apex Temple Court Hotel. Inner Temple commissioned EXP Sport in August 2010 to secure them a client specifically for the Games, and the venue expects to cater for more than 11,000 Belgian NOC guests for 17 days.
- Leading British creative talents Bradley Hemmings and Jenny Sealey MBE, have been announced as Artistic Directors of the Opening Ceremony of the London 2012 Paralympic Games. The appointments complete the selection of artistic directors for the London 2012 Ceremonies. The Artistic Directors will be supported by a team of Executive Producers to oversee all four ceremonies.

Post-London 2012 News

- The Department for Culture, Media and Sport (DCMS) is looking for people involved with research, surveys or evaluations of aspects of the 2012 Games to assist with its meta-evaluation of the impacts and legacy of London 2012. DCMS has commissioned a consortium led by Grant Thornton and including Ecorys and Loughborough University, to undertake the study which will pull together results from evaluations of individual legacy programmes, projects and initiatives, and use these along with additional research to evaluate the overall legacy of the Games. It will aim

to address overarching questions such as the impact of the Games on the UK economy and on the uptake of sport. [Click Here for details.](#)

Other Major Sports Projects

- UK Trade & Investment has released two reports for businesses interested in bidding for contracts related to the 2014 FIFA World Cup and the 2016 Olympic and Paralympic Games in Brazil. The consecutive hosting of these events represents a very significant business opportunity for British companies with £45 billion of contracts available. [Click Here for further details.](#)
- The EURO 2016 football tournament will take place in France and will be financed for the first time by UEFA. *Euro 2016 S.A.S.*, a special-purpose company, will reportedly be created for the project. Apart from the Stade de France, which is used for national team matches, all of the proposed stadia for the tournament are currently homes for clubs competing in Ligue 1, the top French football league. The budget for construction and renovation work at these facilities reportedly amounts to over €1.7bn. The most expensive projects are the four new stadia in Lille, Lyon, Nice and Bordeaux, together with the renovation of the Stade Vélodrome in Marseilles.
- Rio de Janeiro has made "remarkable progress" in its preparations to host the 2016 Olympic Games, according to the IOC following its three-day inspection of the Brazilian city. The IOC praised the pace of infrastructure work and government efforts to speed up plans to expand the country's overcrowded airports in preparation for the 2014 FIFA World Cup.
- Glasgow 2014 Commonwealth Games organisers have published the first of their six monthly Games Partners' Progress Reports. The report details the rate of progress being made, and illustrates how the Games are on track to leave a lasting legacy of new and enhanced facilities, whilst also utilising the existing exceptional facilities in Glasgow. The report is aimed at keeping the public informed of progress across all aspects of delivery. [Click Here](#) to access the report.

Sponsor Activity

- LOCOG is planning to launch a major campaign to inform brands how it will clamp down on ambush marketing in the build-up to the Olympic Games. Some experts believe that ambush marketing will hit unprecedented levels during the Games, as

rivals of sponsors try to benefit from the event. Central to LOCOG's campaign will be educating stakeholders and the wider business community on the new rules on ambush marketing, which will soon become law. Brands that break the rules could face court.

- The IOC has announced an extension to its TOP sponsorship agreement with GE through to 2020, including the 2014 Olympic Winter Games in Sochi, Russia, the Games of the 2016 Olympiad in Rio, the 2018 and 2020 Games. Under the TOP partnership, which began in 2005, GE works with host countries, cities and organising committees to provide infrastructure solutions for Olympic venues including power, lighting, water treatment and transportation.
- A planned £125 million arena to be built alongside the Scottish Exhibition and Conference Centre (SECC) development in Glasgow has been renamed the Scottish Hydro Arena after the energy supplier agreed a 10-year deal worth £15 million. The 12,000-seater venue is due to open in 2013 and aims to host 140 events annually, attracting audiences of one million per year. The Hydro, as it will be known, will attract major sporting events such as ATP tennis tournaments and international basketball matches, and is expected to stage gymnastics for the 2014 Commonwealth Games. It is also set to host the Mobo awards.
- Proctor & Gamble has extended its IOC TOP sponsorship agreement by signing a deal to become a partner of the London 2012 Paralympics. The company, which manufactures household brands such as Ariel, Crest and Gillette, plans to extend its '[Proud Sponsor Of Mums](#)' campaign, which is the cornerstone of its Olympic marketing campaign, to the Paralympics. P&G also plans to give 90 per cent of its ticket allocation for the Paralympics in London to the public.

Collateral Projects

- The long awaited cruise terminal to be built at Enderby Wharf, Greenwich has been approved by the Mayor of London. Scheduled for completion by the Olympic Games in August 2012, the cruise terminal will be the first of a wider refurbishment of the area including a 251-room hotel and is expected to take up to five years to complete. The close proximity to the city will be an attraction to cruisers and lines alike but it is yet to be confirmed whether additional ships will use the terminal during the Olympics as floating hotels for the event.

Current Supplier Listings – CompeteFor Registrations

As at 1st July there are 5,584 West Midlands companies and other organisations (an increase of 71 since our last report), listed and fully published (ie 'Business Ready') on the CompeteFor system. The total number of Business Ready suppliers and other organisations on the CompeteFor system is 70,928 (an increase of 822 since our last report).

For further information, please visit the Help section on the CompeteFor website www.competefor.com, or contact the Helpdesk: 0845 217 7804.

If you are experiencing any difficulties in achieving full publication on CompeteFor please contact Business Link on 0845 600 2012.

Contracts and Tenders

ODA tenders issued during June:

Publication Date	Title	Client
26/06/2011	Temporary cycle parking for Cycle Race Test Event	ODA
02/06/2011	Advertising & Street Trading Regulations - Designated Officer Training	ODA

LOCOG tenders issued during June:

Publication Date	Title	Client
30/06/2011	The provision of an online interactive map for London 2012	LOCOG
30/06/2011	Framework of Scenery and Prop Suppliers	London 2012 Ceremonies Limited

28/06/2011	Provision of London 2012 Ceremonies Audio Systems and related services	London 2012 Ceremonies Limited
20/06/2011	Track Cycling Accommodation and Transport Management	LOCOG
17/06/2011	Fixed Press Conference chairs	LOCOG
16/06/2011	CERE00008: Provision of London 2012 Ceremonies Rigging equipment and related services	London 2012 Ceremonies Limited
15/06/2011	Official Guest Programmes of the London 2012 Olympic and Paralympic Games	LOCOG
15/06/2011	Provision of the London 2012 Ceremonies Lighting System and related services	London 2012 Ceremonies Limited
14/06/2011	Temporary Saunas	LOCOG
13/06/2011	Licensing opportunity: Souvenir Photographic Services	LOCOG
09/06/2011	Event Control Room Personnel	LOCOG
08/06/2011	Trunked Radio	LOCOG
02/06/2011	Direct Mail for Get Set	LOCOG

Selected 2012-specific and other project tenders issued during June:

Publication Date	Title	Project	Client
30/06/2011	Lea Navigation Bridges - Supply of	London 2012	John Sisk & Son Ltd

	Precast Concrete Materials		
30/06/2011	Lea Navigation Bridges - Metalwork & Fencing Subcontract	London 2012	John Sisk & Son Ltd
30/06/2011	CO-013/2011- Contratação de Empresa de Topografia nas areas de realização dos jogos ,na cidade do Rio de janeiro	Rio 2016	Rio 2016
28/06/2011	Pudding Mill Lane: Cleaning of Site Offices	Crossrail	Morgan Sindall Plc
28/06/2011	Catering Service in Pudding Mill Lane Canteen	Crossrail	Morgan Sindall Plc
27/06/2011	C512 - Whitechapel - Demolition	Crossrail	Dragados / Sisk Crossrail JV
26/06/2011	Utility Designer / Coordinator	Crossrail	BFK Joint Venture
26/06/2011	Pudding Mill Lane: Structural Glazing to DLR Station	Crossrail	Morgan Sindall Plc
26/06/2011	CO 014/2011- Processo de Seleção Internacional de empresa ou consórcio fornecedor de Serviços de Produção e Gestão Executiva de Cerimônias e Grandes Eventos	Rio 2016	Rio 2016
26/06/2011	Development, Delivery & Management of Sport England's "Community Sports Development" Programme	London 2012	Sport England
26/06/2011	TfL_PRO1716 Biodiesel Trials on Dial a Ride Vehicles	Other	Transport for London
20/06/2011	Truly Local Food Products	London 2012	Compass Group (UK and Ireland) Ltd
20/06/2011	Provision of Services for a Trade Mark Attorney	Glasgow 2014	Glasgow 2014 Ltd

20/06/2011	WP3630 Access Systems - Scottish National Arena	Glasgow 2014	Lend Lease
17/06/2011	International Fashion Sales & Marketing Programme	Other	British Fashion Council
17/06/2011	C310 Crossrail Thames Tunnel - WATER TREATMENT PLANT	Crossrail	HOCHTIEF MURPHY JOINT VENTURE
16/06/2011	CO 012/2011 - Contratação de empresa de Comunicação para desenvolvimento do Plano Estratégico de Comunicações	Rio 2016	Rio 2016
16/06/2011	Crossrail - Connaught Tunnel & Surface Rail Works - Primary Control Point Check	Crossrail	VINCI Construction UK Ltd - Civil Engineering
15/06/2011	Lot 2 SBH - Bridge E41 Grit Blasting and Painting	London 2012	BAM Nuttall Ltd
15/06/2011	Lot 2 SBH - Bridge E41 Structural Steelwork Repairs	London 2012	BAM Nuttall Ltd
15/06/2011	Lot 2 SBH - Bridge E41 Supply and installation of encapsulation scaffold	London 2012	BAM Nuttall Ltd
15/06/2011	Tollcross Swimming Pool Filtration Works	Glasgow 2014	Barr Holdings Limited
15/06/2011	Tollcross Pool - Floating Floor and Moveable Boom	Glasgow 2014	Barr Holdings Limited
15/06/2011	Decoration of Plywood Facings	London 2012	John Sisk & Son Ltd
15/06/2011	Sheet Piling	London 2012	John Sisk & Son Ltd
15/06/2011	Building Maintenance Services	London 2012	John Sisk & Son Ltd
15/06/2011	Rubber Sheet Flooring	London 2012	John Sisk & Son Ltd
15/06/2011	Surfacing	London 2012	John Sisk & Son Ltd

15/06/2011	Coated Macadam / Asphalt Surfacing & Cement Bound Bases	Glasgow 2014	Land Engineering (Scotland) Limited
15/06/2011	Street Furniture/Equipment	Glasgow 2014	Land Engineering (Scotland) Limited
13/06/2011	C310 Crossrail Thames Tunnel - SITE SECURITY	Crossrail	HOCHTIEF MURPHY JOINT VENTURE
13/06/2011	C310 Crossrail Thames Tunnel - SITE OFFICE CLEANING	Crossrail	HOCHTIEF MURPHY JOINT VENTURE
13/06/2011	4104 - ODA Transport Malls - Road Signs Supply	London 2012	John Sisk & Son Ltd
13/06/2011	C251 - Paddington Station Utilities Diversion Scheme: Civils Works	Crossrail	Laing O'Rourke Infrastructure
09/06/2011	C510 - Liverpool Street and Whitechapel Stations - Utilities Mitigation Works	Crossrail	BBMV Limited
09/06/2011	C510 - Liverpool Street and Whitechapel Stations - Supply of Waste Recycling Scheme	Crossrail	BBMV Limited
08/06/2011	C310 Crossrail Thames Tunnel - SITE CANTEEN OPERATOR	Crossrail	HOCHTIEF MURPHY JOINT VENTURE
07/06/2011	C310 Crossrail Thames Tunnel - PRECAST TUNNEL SEGMENTS	Crossrail	HOCHTIEF MURPHY JOINT VENTURE
06/06/2011	Ecological Service - C300/410	Crossrail	BFK Joint Venture
06/06/2011	C807 Crossrail Marine Transportation and Wallasea Island Works - Provision of Hoarding(s)	Crossrail	Lagan Construction Ltd
06/06/2011	Intelligent Video Player	London 2012	BBC
03/06/2011	Programme Manager for the Big Dance Bus programme	London 2012	Arts Council England

03/06/2011	Sportspitch Refurbishment at Lisson Green	London 2012	CityWest Homes Ltd on behalf of Westminster City Council
03/06/2011	Provision of Ecology Assessment Services	Glasgow 2014	Glasgow 2014
03/06/2011	Safety and Security Review Services	Glasgow 2014	Glasgow 2014 Ltd
03/06/2011	The Supply of Corporate Travel Vaccinations	London 2012	Metropolitan Police
02/06/2011	Lea Navigation Bridges - Security Services Contract	London 2012	John Sisk & Son Ltd
02/06/2011	Lea Navigation Bridges - Lift Design, Supply and Installation Works	London 2012	John Sisk & Son Ltd
02/06/2011	Lea Navigation Bridges - Labour and Trades Services	London 2012	John Sisk & Son Ltd
02/06/2011	Lea Navigation Bridges - Waste Management Services	London 2012	John Sisk & Son Ltd
02/06/2011	Lea Navigation Bridges - Plant Hire Services	London 2012	John Sisk & Son Ltd
02/06/2011	Mechanical Ventilation and Heat Recovery (MVHR)	Glasgow 2014	Mactaggart & Mickel (City Legacy Partner)

Selected Contracts awarded during June (Yellow highlights denote West Midlands Winners):

Title	Client	Award Announced	Winner
Crossrail Contract C233 - Precast Concrete Pipe and Manhole Rings	J Murphy & Sons Limited	30/06/2011	Stanton Bonna

Crossrail Contract C233 North Woolwich Portal and Victoria Dock Portal copy - Microtunnel Package	J Murphy & Sons Limited	30/06/2011	Barhale Construction Plc
New Security Fence & Gates - Athletes Village - London 2012 Olympics	Athletes Village - Bovis Lend Lease	30/06/2011	PJ Careys
Canine Explosive Detection Service	Athletes Village - Bovis Lend Lease	30/06/2011	TopDog
External works hard and soft landscaping	Athletes Village - Bovis Lend Lease	30/06/2011	VolkerFitzpatrick / John Doyle / PJ Careys
Final builders clean	Athletes Village - Bovis Lend Lease	30/06/2011	BSW
Licensing opportunity: Maps	LOCOG	26/06/2011	Geographers' A-Z Map Company
Track & Throws Facilities - Design & Build	ODA	26/06/2011	Charles Lawrence Surfaces
Floor Finishes - Athletes Village - Stratford	Galliford Try Construction South	13/06/2011	Sees Flooring
Olympic Torch Manufacture	LOCOG	08/06/2011	Premier Sheet Metal
ODA Transport Operations Framework	ODA	07/06/2011	Various (Framework)
ODA - Internal Moves and Changes Service	ODA	07/06/2011	Harrow Green Ltd
Commercial Assurance and Support Services	ODA	07/06/2011	Turner and Townsend Cost Management Limited

ODA - Transport Leadership Programme	ODA	07/06/2011	IRIS Consulting
Hockey Pitches - Field of Play	ODA	07/06/2011	Sports Technology International PTY
OJEU - Integrated TDM Marketing and Communications Campaign Delivery Procurement	ODA	07/06/2011	M&C Saatchi
Provision of small works (e.g. civils, carpentry, power, containment, carpentry, trackways) for Olympic Test Events and Games time	LOCOG	02/06/2011	Avondale Construction / Modus Group / J Breheny Contractors

Forecast Requirements – LOCOG

Artists / Performance & Events	Apr - Sept 2011
	Professional Artists & Performances Torch Relay Event production - (Olympic and Paralympic) Just-in-Time Print Roster Welcome Ceremonies Technical goods & services for Opening & Closing ceremonies
Security	Apr - Sept 2011
	Blast Resilience
	Design of Training for Volunteer Safety Stewards

Services	Apr - Sept 2011
	Items for accreditation passes, e.g. lanyards
Facilities Management & Catering	Apr - Sept 2011
	Consumables Packaging Bins Workforce food voucher printing
Sports	Apr - Sept 2011
	Scoreboards / Charts Canoe Equipment Rowing Equipment Equestrian Equipment Sailing Equipment Sport specific flags Swimming Pool Equipment Fencing Equipment Archery Equipment Triathlon Equipment Tennis Equipment
Sports - Medical	Apr - Sept 2011
	Dental equipment and consumables Optometry Laboratory Weymouth and Football Venues Medical

	Services
Technology	Apr - Sept 2011
	No opportunities currently expected
Transport & Logistics	Apr - Sept 2011
	Traffic Management Equipment Venue Transport Training Bus & Coach Decals Barcode Readers
Venues & Infrastructure	Apr - Jun 2011
	Potable Water & Waste Scaffold & Superstructure systems Construction Management Off-park
	Jul - Sept 2011
	Temporary event fit out Technical Services

Conclusions:

London 2012 is working towards the milestone of 'One year to Go' on 27th July, preceded by the London 2012 Open Weekend from 22nd-24th July. Lots of activity and announcements will feed the growing sense of anticipation and excitement around the UK and further afield. The most compelling evidence of this was the scramble for tickets during June with many sports and venues now sold out.

A fantastic contract win was recorded by Premier Sheet Metal from Coventry, who will be manufacturing the London 2012 Olympic Torch – congratulations indeed! New contract opportunities during June have again been recorded across a wide range of sectors, not only with London 2012, but also the Glasgow 2014 Commonwealth Games, Rio 2016 Olympics and the Crossrail project. Significantly, London 2012 Ceremonies Ltd are now procuring major work packages covering lighting, rigging, props and scenery.

If you are looking for contract opportunities with the 2012 Games it is vital to register and publish your details on the [CompeteFor](#) portal. The system has now become the main method of releasing tender opportunities, not only for the Olympics authorities, but increasingly by supply-chain contractors, and is also being used for many non-2012 opportunities.

The URL for the system is: www.competefor.com

Companies operating in the construction sector and which are looking to supply the Lend Lease Athletes Village programme, have an additional opportunity source – the 'Village Supply Chain' portal. This operates separately from the CompeteFor system.

The URL for the system is: www.villagesupplychain.com

For general business information, advice and support in your sector please contact the following organisations:

- General – West Midlands for 2012: www.wmfor2012.com
- Building Technologies – WMCCE: www.wmcce.org
- Food & Drink – HEFF: www.heff.co.uk
- ICT – West Midlands ICT Cluster: www.wmictcluster.org
- Manufacturing – Manufacturing Advisory Service: www.mas-wm.org
- Medical – MedilinkWM: www.medilinkwm.co.uk
- Professional Services – West Midlands Knowledge: www.wmknowledge.co.uk
- Screen, Image & Sound – Screen West Midlands: www.screenwm.co.uk
- Tourism: www.tourism2012games.org

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