

BRITISH WATER

UK water sector supply chain,
innovation and opportunities

15th February 2016

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UK Director



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British Water Overview

- Not-for-profit organisation - Company Limited by Guarantee
- Funded by members and commercial activity
- British Water established in 1993
- Corporate rather than individual members



Our Aims and Objectives

- To support our members' businesses
- To represent our members' interests
- To promote best practice



Key Benefits of Membership

- Information
- Contact, networking and brokerage
- Representation and influence
- Marketing
- Technical and commercial best practice
- Cost savings
- Unique opportunities



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Membership Profile

- ~200 member companies
- Engineering consultants
- Civil and M&E contractors
- Process contractors
- Equipment manufacturers and suppliers
- Service providers
- Institutes and universities
- Law firms
- Technical Media



UK Forum

2 main meetings

- Sponsored by members/water companies
- Topic of interest
- Review progress and set agenda going forward

20-25 Liaison meetings

- Water companies
- Regulators
- Other bodies

Water company performance survey

- Supply chain's views

Market-focussed commercial events

- Conferences
- Innovation Exchanges



British Water UK Forum events

7 March	BIM3 Conference, Birmingham
17-18 May	Utility Week Live, NEC
9 June	Liaison Visit to Ofwat, Birmingham
13 June	Liaison Visit to Southern Water, Worthing
5 July	Liaison Visit to NIW, Belfast
13 July	UKF Summer Meeting, Amesbury



Technical Forum

Focus Groups

- Surface Water Management
- Package Treatment Plant
- Network Management
- Extractive Industries (Mining, Fracking)
- Innovation



Forums

- FOG (Fats, Oils, Grease) Forum
- Grease Contractors' Association
- BIM4Water

Technical Forum

Publications

- Codes of Practice
- Technical Guidance
- News articles
- Position papers

Technical input into CEN, BSI / ISO standards

Regulation, Legislation, Consultation and Lobbying

Accreditation and Certification

- PTP Service engineers, SUDS equipment, PTP equipment



British Water Technical Forum events

19 February	PTP Focus Group Meeting, London
26 February	Extractive Industries Focus Group Meeting, London
3 March	SuWM Focus Group Meeting, London
5 April	SuDS in London with Thames Estuary Partnership, London
10 May	Innovation Focus Group Meeting, Manchester



International Forum

Working in partnership with UKTI, DfID, etc and our embassies overseas

Outward / Inward Business Visits, Exhibitions etc.

- UKTI programme
- British Water programme

Networking Meetings

- International Forum Main Meetings, Receptions
- Mining Group
- Oil & Gas group being established

International Forum



Overseas business support



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British Water International Forum events

14-19 February	BW visit to India in partnership with Global Energy
15-16 March	BW visit to France in partnership with Pole Eau
12 May	International Forum meeting, London
21 – 26 May	British Water mission to Qatar and Oman
10-14 July	UK pavilion at Singapore International Water Week
29 September	British Water International Reception, House of Commons



Innovation - driven by challenges

- Climate change
- Population growth
- Cost of energy
- Carbon reduction
- Sustainability and resilience
- Changing society
- Stricter treatment standards
- Customer affordability
- New treatment requirements
- Abstraction restrictions
- Changing regulatory framework – TOTEX, outcomes, customer focus
- Retail competition



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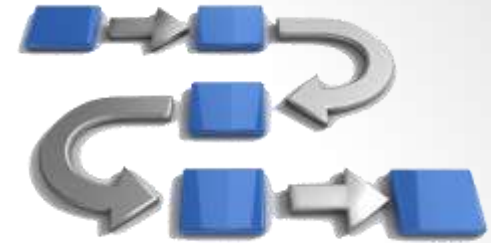
Innovation Exchange

- Designed to facilitate communication between water companies and the supply chain
- To exchange information – what do water companies want and what does the supply chain have to offer?
- To inspire further innovation
- And ultimately to achieve wider adoption of innovation in and across the water sector



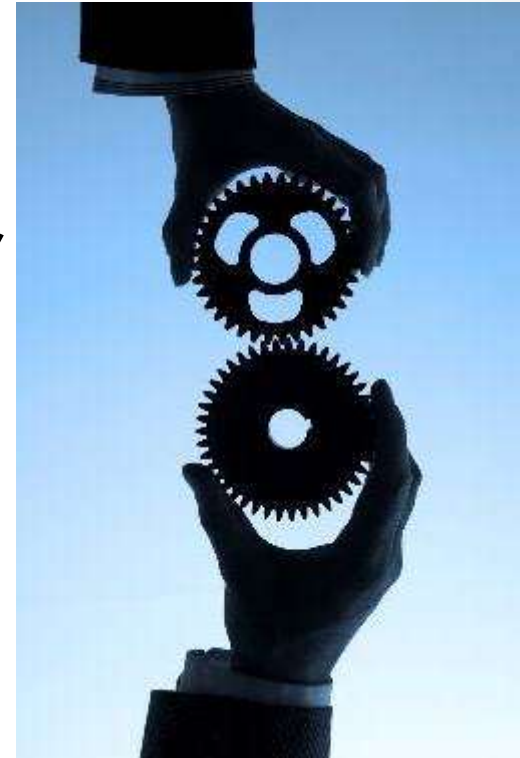
The process

- The client organisation is asked to pick 3 topics/areas where innovation will help their business
- The venue and date for the Exchange is set by mutual consent between BW and the client organisation
- The supply chain (British Water members and non-members) is asked to respond and companies with relevant innovations sign up to attend
- Two people from the supplier company can attend, usually one technical and one commercial
- Suppliers are not allowed to attend merely as observers
- All costs are borne by British Water – suppliers pay to attend and the client organisation is offered 30+ free places



So far....

- 23 completed + others planned
- 761 10-minute presentations in 75 workshops from 211 different suppliers to 25 client organisations (water companies, tier 1 contractor/consultants, exhibitions, NEBOSH and The Coal Authority)
- Now seeing over 60% of suppliers having further, fruitful discussions with clients and/or other suppliers about developing or adopting their innovations



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Innovation exchange so far.....

Yorkshire Water - Dec 2011

Southern Water - Mar 2012

South West Water - Jul 2012

Scottish Water - Sep 2012

WWEM - Nov 2012 (4 Water Cos)

MWH – Feb 2013

AECOM – Feb 2013

DC Welsh Water – Mar 2013

United Utilities – April 2013

Thames Water – May 2013

Southern Water II – Nov 2013

NEBOSH H&S – Nov 2013

South West Water II – Feb 2014

Wessex Water – Jul 2014

Yorkshire Water II – Oct 2014

WWEM II – Nov 2014

Northumbrian Water – Nov 2014

Severn Trent Water – Mar 2015

IWEX – Thames Water Alliances - Apr 2015

Southern Water III – Jun 2015

BW, PW & SESW – Sep 2015

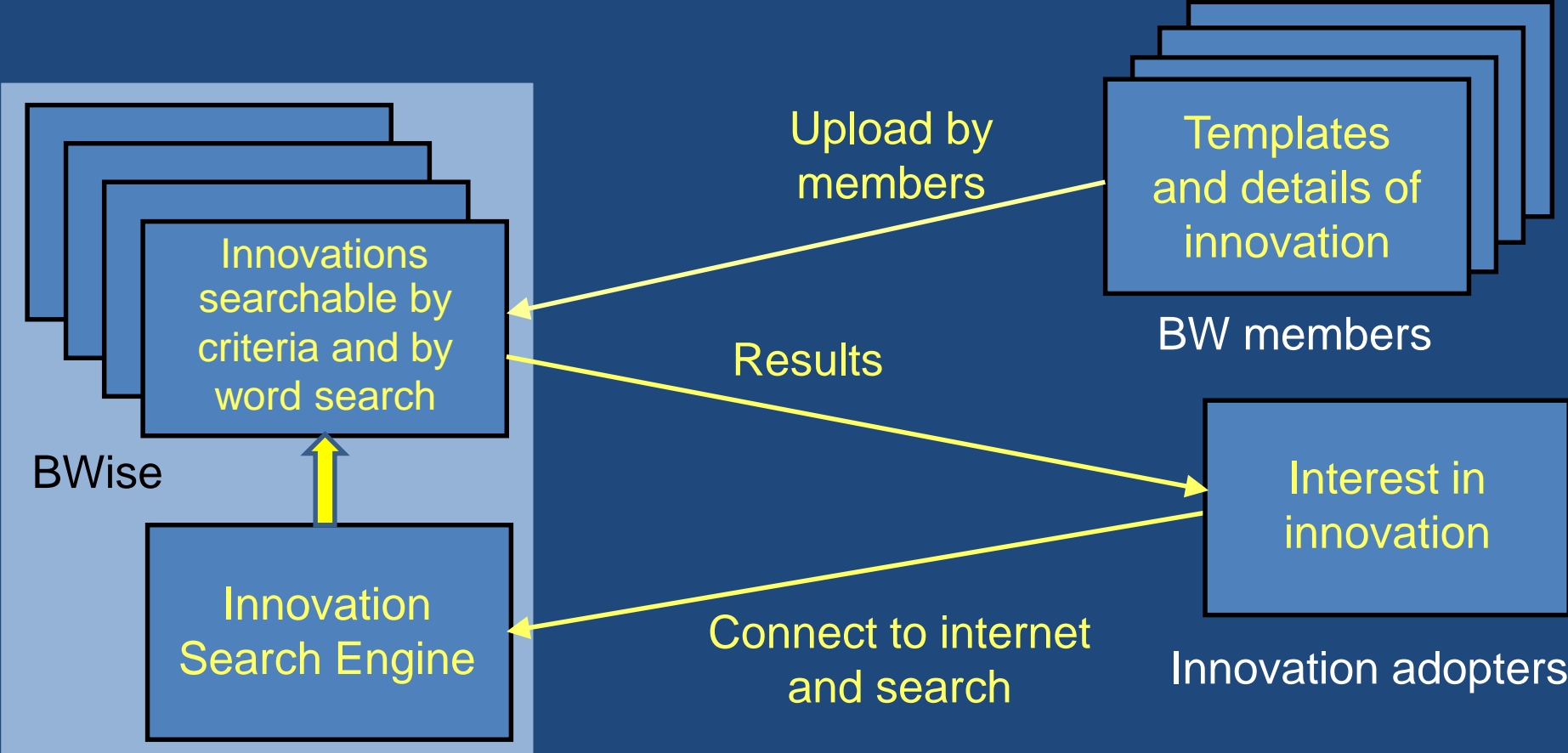
Coal Authority – Oct 2015

UU and CDPs – Nov 2015

Others? Repeat?



BWinnovate



Search criteria

What are the benefits?

Cost

Time

Quality

Health & Safety

Sustainability

All

What is it?

Product

Process

System

Methodology

All

Where is it?

Water

Wastewater

Sludge

Environment

All

Word search



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BIM

- First conference - Building Information Modelling for the Water Industry - with MWH, April 2014
- BIM4Water – BW secretariat
- BIM for the Water Industry - A practical approach to making BIM work! – Bentley Academy. 10th December 2014
- 2nd conference - BIM Today, ALIM Tomorrow - Delivering a Totex Future – with MWH, 14th April 2015
- 3rd conference – Bim the Enabler... Cost... Efficiency... Knowledge, & March 2016



Retail competition



- Non-domestic customers in Scotland since 2008
- Non-domestic customers in England and Wales 2017
- Domestic customers in England and Wales 2020
- Companies re-structured for retail and wholesale
- New entrants, slim margins, need to differentiate
- Give away – one-stop-shop
- Customer service – manage, recycle, re-use
- Partner with suppliers to deliver expertise

Close

- Everything we do is driven by our members
- Thrive by doing better
- Customers will benefit and the water sector will benefit, at home and where our members work

Thank You



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