

# CAPABILITY STATEMENT



## Introduction to PCSG

The PCSG group delivers services internationally to help ensure the sustainability of our clients' businesses in all respects – [financial](#), [social](#) and [environmental](#).

We work with them towards a shared vision: infinitely smarter futures.

Our values of [excellence](#), [flexibility](#), [integrity](#) and [partnership](#) lie at the heart of everything we do.

### Our Services



#### Information Management & BIM Levels 2, 3 & 4

*Driving cost savings and improving business efficiency through the intelligent application of Information Management and BIM best practice.*



#### Business Systems Design and Delivery

*Designing and managing the delivery of business systems which improve productivity and reduce costs.*



#### Bid Management Services

*Assisting in all aspects of the bid process to ensure that the client has the best possible chance of winning.*



#### Environmental Sustainability

*Driving environmental outcomes which reduce carbon, save money and support the building of a strong ethical reputation.*



#### Documentation and IMS

*Supporting the effective implementation of Integrated Management Systems by designing and producing documentation with the reader in mind.*



#### Social Sustainability

*Working with businesses to proactively develop their people and culture so that high performance teams can become the norm and deliver benefits for the business over the long term.*



#### Project Services

*De-risking the project delivery phase through effective planning and management.*



#### Organisational Sustainability

*Supporting clients in the effective implementation of business change so that their organisations remain financially, socially and environmentally sustainable into the future.*

## Our Clients

We work with a wide range of organisations in the public and private sectors in the UK, Europe and internationally.

A selection is shown below:

 <b>AARSLEFF</b>	<b>AECOM</b>	 <b>amey</b>	 <b>ARGENT</b>	<b>ARUP</b>	 <b>Aspire</b> SOLUTIONS	<b>ATKINS</b>	<b>Balfour Beatty</b> Construction	 <b>bam</b> nuttall	 <b>BA</b> CONSTRUCTION
 <b>Camelot</b> Sovereign Wealth	<b>CAPITA</b>	 <b>carillion</b>	 <b>Cintra</b>	 <b>COSTAIN</b>	 <b>Cranfield</b> UNIVERSITY	 <b>dawnus</b> A team to deliver	 <b>Department</b> for Transport	 <b>ENTERPRISE</b> IRELAND	 <b>EUROVIA</b> CONSTRUCTION
 <b>Geo</b> governments.org	<b>Govia</b>	 <b>GRAHAM</b>	 <b>Grontmij</b>	 <b>hs2</b>	<b>Higgins</b>	 <b>HIGHWAYS</b> SOLUTIONS	 <b>Department</b> for Business Innovation & Skills	 <b>HM Government</b>	 <b>HOCHTIEF</b>
 <b>iridium</b>	<b>JLIF</b>	 <b>Kelda</b>	 <b>KIER</b>	 <b>Lagan</b>	 <b>LANG OROURCE</b>	 <b>mace</b>	 <b>Mansell</b>	 <b>MAY CURNEY</b>	 <b>OSBORNE</b>
 <b>Mott MacDonald</b>	 <b>mouchel</b>	 <b>MTR</b> 港鐵	 <b>MURPHY</b> Engineering and construction	 <b>NCC</b>	 <b>NetworkRail</b>	 <b>NG Bailey</b>	 <b>NHS</b>	 <b>NUVIA</b>	 <b>OSBORNE</b>
<b>Sir Robert</b> <b>MALPINE</b>	 <b>serco</b>	 <b>SIAC</b> CONSTRUCTION	 <b>SISK</b> CONSTRUCTION Established 1978	<b>SKANSKA</b>	 <b>sodexo</b>	 <b>TAYLOR</b> WOODROW	 <b>Transport</b> for London	 <b>UNIVERSITY OF</b> CAMBRIDGE	<b>URS</b>
 <b>BKF</b> Bam, Herovial, Kier	 <b>Bond</b> CONSTRUCTION	 <b>BOUYGUES</b> CONSTRUCTION	 <b>Cabinet Office</b>	 <b>FARRANS</b>	 <b>ferrovial</b>	 <b>GallifordTry</b>	 <b>GENTING</b>	 <b>Hyder</b>	 <b>Inianc</b> Engineering
 <b>Interserve</b> Integrity at work	 <b>IQ</b> Samhallsbygggnad	 <b>McNicholas</b>	 <b>Ministry of</b> JUSTICE	<b>MORGAN</b> <b>SINDALL</b>	 <b>VINCI</b>	 <b>PINNACLE</b> Registration Group Ltd	 <b>RAMBOLL</b>	 <b>RINGWAY</b>	 <b>SAMSUNG</b>

## Information Management & BIM Levels 2, 3, 4

We provide information management strategies, plans and project delivery for BIM Levels 2, 3 and 4 and specialist data analytics services, a niche area where the UK has taken a leading role in driving 20% savings in public sector costs.



Information  
Management & BIM  
Levels 2, 3 & 4

### How we can help:

- Management of design information (BA7000 Part 4)
- Management of construction information (PAS1192 Part 2)
- Management of operational phase information (PAS1192 Part 3)
- Strategic planning for BIM and Implementing BIM solutions
- Data procurement & validation
- Data analytics, data security, data protection
- Research & Development programme to define level 4

### How we did help:

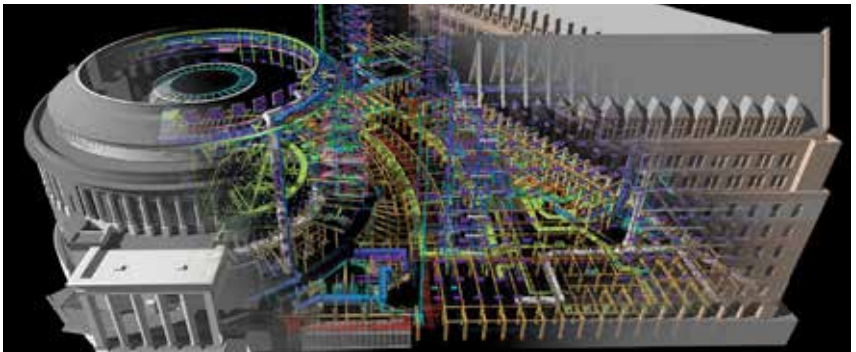
**Our Chairman, Mark Bew, was instrumental in developing & implementing the UK Government BIM Level 2 strategy and recently forming the Level 3 strategy.**

Collaborating with several hundred industry professionals to agree the Level 2 strategy and integrate it with wider Government Construction Strategies, Mark activated a delivery team to mobilise government departments and the supply chain.

Within the Strategic BIM Implementation Plan all workstreams are achieving measurable deliverables, significantly reducing costs through early operational understanding and de-scoping non-essential items, as well as 20% time savings.

In 2014, Mark led the development of the Level 3 BIM Strategy.

Our experienced team has also worked with numerous developers, constructors, designers, operators and utilities to develop world class solutions.



## Business Systems Design & Delivery

We offer the design and delivery of new business systems to suit the needs of major client and design and construction businesses with a clear focus on driving business improvement, productivity, value and cost savings.



Business Systems  
Design and Delivery

### How we can help:

- Strategic design and business case development
- Strategic business system & information system design
- Business process mapping and data requirements analysis
- Implementation of strategy & system design
- Project management, supplier selection and management
- Configuration and delivery - commissioning and hand over
- Training and data preparation
- Health checks, critical review and security
- Link Open Big Data analytics

### How we did help:

**PCSG has developed and managed the delivery of a multi-million pound 5 year business system strategy with one of the UK's leading construction companies.**

The objective of the strategy was to improve the efficiency of day to day operations, both on site and in regional offices. The scope covered all the systems used to deliver site services to projects and clients, shared services such as a new standard desk top, email, unified communications and the digital infrastructure needed to support the IT and business systems services

Many of the old business systems were ageing, disconnected and in need of replacement. The Strategy replaced the ageing disconnected systems with quick and easy to use alternatives. The main driver all the way through was efficiency.

There were a number of influences which were carefully considered in the development of the business systems strategy, including an expectation that systems are reliable and simple to use.



## Bid Management

Our wide range of services includes bid management, facilitation, bid writing, review & improvement, graphics, formatting, production and behavioural assessments & interview preparation.



Bid Management

### How we can help:

- Bid management, bid co-ordination and document control
- JV team working & cultural alignment
- Bid kick-off and workshop facilitation
- Writing plan development, bid writing and technical authoring
- Bid response review and improvement
- Bid graphics, theme design, formatting and production
- Presentations design, content, coaching
- Behavioural assessments & interview team preparation

### How we did help:

**For over 14 years, PCSG has played a significant role supporting all types of bids in the UK and major projects in Europe, Australia, north & south America and Africa.**

Our international experience includes A\$6 billion (£3.3 billion) East West Link in Melbourne, El Teniente Mining Tunnels in Chile, Ohio River Bridges Project in the USA and Lusail Iconic Stadium in Qatar. Support included co-location of our key team members, time zone utilisation of the UK and Australian offices creating 24 hour working and specialist technical writing inputs such as tunnelling on the Doha Metro bid.

Our teams have also worked post-bid to develop management plans, procedures and other deliverables needed to fulfil client requirements for example on the €1.5 billion Doha Metro project in Qatar and the Ohio River Bridges in USA.



## Environmental Sustainability

We offer a wide range of environmental services to save clients money, enhance their environmental outcomes and build a strong ethical reputation for organisations.



Environmental Sustainability

### How we can help:

- Strategy, policy development, CSR, training, 14001 systems design and implementation
- Green BIM, data management and reporting
- Rapid Energy Modelling (REM)
- Construction site support and supply chain management
- Green travel plans
- Performance measurement, monitoring and management

### How we did help:

#### **Earth to Ocean is busy supporting Ben Ainslie Racing (BAR) and the America's Cup campaign.**

Earth to Ocean has supported BAR and its America's Cup campaign since it was initially conceived by Sir Ben Ainslie.

Work includes sustainability guidance for the new Team Base in Portsmouth to ensure it reaches BREEAM 'Excellent' certification; making it a showcase of how well a building can perform, even with extremely demanding activities taking place within.

Support will continue throughout the America's Cup campaign, advising on innovative technology to reduce the project's carbon footprint and to improve overall sustainability.

This will be achieved using a variety of methods including effective waste management, reduction in support boats fuel use and commissioning research into sustainable manufacturing and disposal of composite materials.





## Documentation and IMS

We can design and produce large and complex integrated systems documentation, including Integrated Management Systems for client businesses and major construction projects.



Documentation  
and IMS

### How we can help:

- Design and concept of complex system documentation
- Process mapping and information design
- ISO9001 systems design and implementation
- Lean techniques
- Interviewing, writing, editing & proofing content
- Business reporting tools & templates
- Formatting, hyper-linking and production
- BIM integration into Business as Usual

### How we did help:

**PCSG has worked on 15 Crossrail packages worth over £1.7 billion, achieving high levels of success for our clients.**

Supporting individual, joint venture and consortium teams, including the BAM Ferrovial Kier joint venture, PCSG has aided the development of highly technical, project specific and client orientated submissions. PCSG helped ease the pressure felt by internal teams working on these large complex bids through technical authoring and bid and submission management. Our technical authors and experienced bid and submissions managers have worked within the bid teams, allowing our clients' specialists to focus developing a delivery solution that delivered best value to the Employer.

We have worked with clients on a large portfolio of Crossrail projects, including major stations such as Paddington, Farringdon, Whitechapel and Tottenham Court Road as well as all of the major tunnel and station cavern tenders and Connaught Tunnel Refurbishment. Our work also includes the Old Oak Common and Ilford depots, the main rails systems wide works, traction power and rolling Stock.





## Social Sustainability

Enhancing social sustainability is key to business improvement and ultimately business success. We work with clients to agree their objectives and then design and deliver improvements.



### How we can help:

- Organisation cultural maturity assessment & development
- Training & development
- Recruiting, retaining and developing the right people culturally
- High performance team development
- Behavioural assessments (client and supplier side)
- BIM Level 4 research and design
- Local authority e-services

### How we did help:

**PCSG supports clients in a wide range of social sustainability activities including high performance teams, training, coaching and cultural maturity development.**

For behavioural assessments we take the Client's evaluation criteria and information available and use a combination of team exercises and realistic industry scenarios combined with 1:1 coaching when needed. This results in well prepared teams possessing enhanced collaborative working expertise.

The Client requirement for AMP6 was to select partners that could work with United Utilities to drive collaborative change. Our key partner, Consulting People Limited based the assessment method on their Organisational Maturity Hierarchy®, testing the bid teams ability to move between maturity levels.

The requirement was to design and deliver a series of behavioural assessment workshops to test the bidding teams' ability to collaborate and drive change with regulatory environmental and technical changes, for example BIM, which will affect the market place and the abilities of all parties.



## Project Services

We work with clients using our diverse skills and experience to de-risk the mobilisation phase. This is one way we help our clients to achieve better project outcomes.



Project Services

### How we can help:

- Tender commitment briefings & workshops
- Convert tender plans to project execution plans
- Development of Integrated Management Systems
- Mobilisation planning, site induction design & delivery
- Business systems design & IT infrastructure solutions
- Project communication plans & stakeholder liaison
- Project controls & reporting
- Soft Landings

### How we did help:

#### **PCSG co-located overseas with a JV client to support a successful bid submission and subsequent mobilisation of a major bridge project.**

With the help of the PCSG team, our client secured the contract to design, construct, finance, operate and maintain the tolled bridge and associated roadways, tunnel and other facilities for the East End Crossing. Part of the Ohio River Bridges Project, these works link Louisville, Kentucky, to Southern Indiana in one of the biggest transportation infrastructure projects in the USA.

A Chicago-based bid team from PCSG supported written submissions for the tender and, once successful, returned to support mobilisation of the project from Chicago to the site office in Louisville. Continual support was provided throughout from the PCSG London based team. The use of an online collaborative document management system and communications technology meant a cost effective and efficient supportive solution to this international work.

A key activity at both tender stage and into mobilisation was supporting the writing of the project's management plans and development of their electronic integrated management system (IMS). Our input was particularly valuable to the JV during mobilisation, to enable them to meet the challenging timeframe of 30 days in which to submit and gain their client's approval.



## Organisational Sustainability

Embedding the right culture, governance, risk management, change management and CSR to keep an organisation of any size sustainable, usually means drawing on the experience of others.



Organisational Sustainability

How we can help:

- Business & Marketing planning
- Best practice bid toolkits & processes
- Change management
- Process definition & information design
- Risk management
- Governance system design
- Restructures

How we did help:

**PCSG team members have experience of working at Board level in the construction industry including major contracting, design and supply chain companies.**

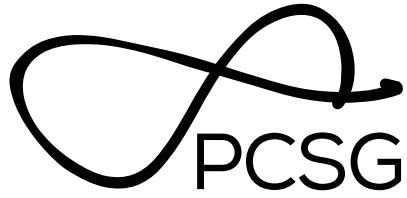
CPL, a strategic partner of PCSG, has supported the development of organisational sustainability internally within PCSG and externally with PCSG and our clients.

CPL's work with PCSG has included supporting the development of the senior team through the Double Loop Leadership programme. CPL's extensive portfolio includes working with PwC (Middle East) to develop the governance process for a large international media corporation, including the training of 200 employees.

CPL's experience within organisational sustainability includes board assessments on behalf of Chairmen, identification of organisational risk and assessment of risk probability, personal support to high profile managers in public roles and executive training programmes.

Together PCSG and CPL can deliver strategic senior level support to construction industry individuals and companies, drawing on this combined experience.





Professional Construction Strategies Group  
infinitely smarter futures



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PCS, ECS and Earth To Ocean are part of the PCSG group of companies

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