

# press release

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FOR IMMEDIATE RELEASE

**integrate**  **WM**  
LOCAL FIRMS BUILDING FOR LOCAL PEOPLE

## NFB members join forces to form IntegrateWM Consortium

Members of the National Federation of Builders (NFB) from across the midlands have come together to form **IntegrateWM** to compete on frameworks.

The consortium represents a growing solution to the challenges faced by small and medium sized (SME) building firms in winning public sector contracts. This was recently highlighted in the NFB's Public Sector Procurement Survey 2009. The growth of regional frameworks, which bundle together individual projects into long term public infrastructure frameworks, means that many firms are being squeezed out of contracts that would normally be the backbone of the local construction economy.

The survey highlighted the need for SMEs to unite to increase their chances of winning work on public sector frameworks requiring higher turnovers. Working as part of a consortium enables companies to compete with larger competitors on the relevant issues of size, geography and experience.

**IntegrateWM** has been formed by five NFB members with strong regional profiles that, when combined, offer coverage for the entire area of the construction framework with specialisms in education, health, sports and leisure, housing, commercial, industrial, heritage, design and build and project management. With a combined turnover of £125m, the consortium unites the talents of **ATD Limited** of Birmingham, **Greswolde Construction** of Solihull, **Interclass** of Wolverhampton, **Linfords** of Birmingham, and **Stepnell Limited** of Rugby.

The combination of these five companies delivers an almost unrivalled level of regional experience spanning over 350 years and is a boost for the communities around these companies, drawing on over 600 locally talented individuals to fulfill their contracts.

Mark Wakeford, IntegrateWM Chairman, commented: "Public Sector procurers have what appears to be a difficult task ahead of them – they have to ensure constant improvements in best value and quality of delivery that can both be secured via larger frameworks, but at the same time they are under pressure to support local SMEs and satisfy the Local agenda. **IntegrateWM** is a unique solution that ticks all the boxes."

Julia Evans, Chief Executive of the NFB, whose 'Procurement' advisory service assisted in the formation of the consortium, said: "This pioneering breakthrough will act as an example and inspiration for local contractors throughout the country.

"Many building firms with the capacity to tackle large projects are excluded from bidding for work because of their size. This success has shown how they can join together and potentially win a place on framework agreements.

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“Local contractors operate at the heart of the community, employing and training local people and making major contributions to local economies so it is only right that they are given the opportunity to bid for this work.”

For further information on the Consortia services provided by the NFB please contact Membership Services and Training on 0845 057 0041/2 or email [training@builders.org.uk](mailto:training@builders.org.uk)

IntegrateWM regionalised map:

