



Partners in Construction

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### **Beard Alliance champions efficiency, quality and value**

Beard, the Swindon and Oxford-based building contractor, has launched the Beard Alliance – a formal network of suppliers committed to optimising customer service, safety, efficiency, quality and value.

The first 12 companies to join the Beard Alliance attended Beard's Swindon headquarters to sign the Beard Alliance Charter, in which they promise to 'work together efficiently to deliver value to our customers'.

Beard now plans to expand the Alliance membership until it represents almost every construction trade.

"We believe that teamwork up and down the supply chain is crucial to delivering the value for money, high quality and consistent performance that our customers are looking for," said John Youle, Construction Director, Beard Oxford.

"The new Beard Alliance will help us to develop teams of suppliers that are committed to working with each other to produce good outcomes for the customer as well as themselves."

Beard Alliance members commit themselves to understanding and meeting customers' needs, working safely, minimising risk, training and developing the workforce, co-operating at all levels and building long-term business relationships with customers and alliance members.

The Alliance will provide members with networking events and web-based communications so that they can share best practice and exchange ideas and information about new technologies, materials and working methods. The Alliance will also support joint business development initiatives.

Beard developed the aims and constitution of the Beard Alliance by inviting its key suppliers to a series of workshops. Business improvement consultants Judy Payne of Hemdean Consulting and David Churcher of BSRIA facilitated the workshops and secured funding for the project from the Construction Industry Training Board.

The workshops enabled Beard and its key suppliers to identify ways of improving the way the Beard supply chain operates.

“The Beard Alliance is the result of a year-long teambuilding process,” said Judy Payne of Hemdean Consulting. “The members are seriously committed to working together. They have a shared vision and a genuine desire to improve their business performance by offering a high quality service to Beard and to customers.”

Paul Goodyer, Sales Manager of The Window Glass Company, Bristol, said: “The Beard Alliance will benefit customers because the member companies understand how to integrate each other's products successfully and are committed to working together to deliver a quality job, on time.”

Bob Harris, of RT Harris & Son Electrical Contractors Ltd, Oxford, said: “The Beard Alliance will eliminate conflict so that all elements of the construction team can focus entirely on delivering a quality product that works well. It's an excellent initiative and the outcome will benefit us all.”

Beard ([www.beard-construction.co.uk](http://www.beard-construction.co.uk)) operates throughout central southern England and undertakes construction projects worth up to £6m. Established in 1892, Beard has offices in Swindon and Oxford and employs 160 people. The company is engaged in the Construction Best Practice Programme and achieved a turnover of £33m in 2005 (up from £22m in 2004). Beard is an Investor in People and a Chartered Institute of Building training partner, and won the 2006 Wiltshire Business Training and Development Award. Beard's Managing Director, Mark Beard, was Oxfordshire Businessman of the Year in 2004.

## **Beard company facts and figures**

- Established 1892
- £33m turnover in 2005 (up from £22m in 2004)
- 160 employees
- Engaged in the Construction Best Practice Programme
- Quality assured to BS EN ISO 9001:2000
- SAFE Contractor
- Member of the Considerate Contractor Scheme
- Investor in People
- Chartered Institute of Building training partner
- Mark Beard awarded Oxfordshire Businessman of the Year 2004
- Beacon Company
- Winner of the 2006 Wiltshire Business Training and Development Award

### **Picture caption:**

Beard suppliers at the launch of the Beard Alliance, with Beard's Oxford Construction Director John Youle (front left) and Managing Director Mark Beard (front right).

### **Ends**

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