

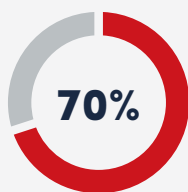
Laing O'Rourke Saves 70% on Bidding Packages for Heathrow Terminal 5

Asite worked across several different areas of the development of Heathrow Terminal 5 (T5), including as part of the team assembled by BAA (now Heathrow Airport Holdings) and with Laing O'Rourke—the international engineering and construction company.

The Tier One contractor was the provider of civil engineering on the development—the largest construction project in Europe at the time.



Key Results



Cost Savings on Tendering Two Packages Worth Over £10 million



Reduction in Paper

The Challenge

Manage Multiple Bids Across a Complex Capital Project

As the key construction supplier on the project, Laing O'Rourke was responsible for several different areas of this innovative and highly complex development. This included all civil engineering infrastructure, mechanical and electrical (M&E) works, and logistics management across the program.

Responsible for the construction of the main terminal infrastructure—including site logistics and the integration of 16 major projects and 147 sub-projects—Laing O'Rourke required meticulous planning to coordinate thousands of activities undertaken in parallel across over 60 contractors.

The scale of work involved on Heathrow T5 meant that Laing O'Rourke sent out bids for a large number of work packages for the project. Laing O'Rourke required a digital bid solution to replicate their existing process, support their integrated supply chains, and digitally collaborate across sectors.

As a pilot scheme, the proposed solution also needed to provide a benchmark to evaluate the benefit of rolling out the Asite Platform on the remainder of the project.



The Solution

One Central, Secure Solution to Meet Project Requirements

The first step of Asite's engagement was to obtain a clear understanding of Laing O'Rourke's objectives and their expectations for implementing the Asite Bid Management solution.

Following an analysis of their existing process, Asite provided Laing O'Rourke with a Bid Management solution to meet their project requirements and complete bid processes across the large-scale and complex project.

The innovative solution include:

- A fast and easy-to-use interface
- Centralized tracking of bids
- Real-time reporting
- Support for Laing O'Rourke's existing processes

As with all clients, Asite also provided training to Laing O'Rourke's team to maintain widespread uptake and best practices. Following only a half-day training session, Laing O'Rourke's procurement team was ready to use the solution. Laing O'Rourke's suppliers did not require formal training due to the intuitive nature of the solution. All users had access to the Asite Support team 24/7/365 services throughout the project.

The Results

Cost Savings and Improved Processes

Through using the Asite Bid Management solution, Laing O'Rourke achieved many key benefits across the project, including:

- 70% cost savings on two bid packages worth over £10 million (roughly \$13 million)
- 47%-66% reduction in paper used
- Significantly shorten the duration of the bid program
- Improved communication during the bid process
- Enhanced collaboration across teams
- Improved management of exchange and modification of bid documents
- Improved bid progress tracking
- Introduction of a robust online audit trail and version control
- Highly secure bid environment with unique log-ins and separate secure bid submission areas

Due to the success of the pilot scheme, both Laing O'Rourke and all of the suppliers who took part stated that they would use the Asite Bid Management solution for future bids.

Heathrow Terminal 5 opened in 2008 and is now one of the busiest airport terminals in the world. It was named the 'World's Best Terminal' for the sixth time at the 2019 Skytrax World Airport Awards.

"The use of the Asite Tender tool made a significant and positive difference compared to the traditional tender methods. The RFI component of the Asite Tender tool was excellent, and I would not hesitate to use the tool again."

- Craig Murphy,
Procurement Manager,
Laing O'Rourke

About Asite

Asite's vision is to connect people and help the world build better.

Asite's open construction platform enables organizations working on capital projects to come together, plan, design, and build with seamless information sharing across the entire supply chain.

Asite's comprehensive range of solutions connect dispersed teams across the lifecycle of capital assets, enabling them to build better and build resilience. With Asite, capital project owners stay at the forefront of innovation, maintaining a golden thread of information throughout a project to facilitate the creation of digital twins.

Asite is headquartered in London's Tech City with regional offices in New York, Houston, Dubai, Riyadh, Sydney, Hong Kong, and Ahmedabad.

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