


A low-angle photograph of a modern building's exterior. The building features a prominent red overhang and a dark blue perforated metal screen on the right side. The sky is a clear, light blue.

# **Projects and Minor Works**

**GRAHAM** 

# Delivering lasting impact

GRAHAM is a privately-owned company that specialises in the delivery of award-winning building, civil engineering, interior fit-out, facilities management and investment projects.

A truly national business, with an annual turnover of £853m (2020), we operate from a network of regional offices throughout the UK and Ireland, and employ over 2,200 colleagues.

With a long history of “delivering lasting impact”, we are responsible for the facilities management of thousands of properties and assets on behalf of clients across key sectors including education, healthcare, hospitality, offices and commercial.

Demonstrating our “digital by default” approach, we were the first UK wide company to achieve the British Standards Institute (BSI) Kitemark™ certification for both BIM Design and Construction and Asset Management.



**INVESTORS IN PEOPLE™**  
We invest in people Platinum



BS EN ISO 19650:2018



**2,200+**

Employees

**£853m**

Turnover

**750+**

Projects and  
Minor works  
completed

**£1.6bn**

Order book

# We go beyond

Our strong moral code – the DNA of the “GRAHAM Way” – is the force behind our continued success.

We get the fundamentals right, from the responsible and sustainable way the business is managed, to the in-house technical expertise that is applied to every project we undertake.

Importantly, we operate from a position of financial strength, bolstered by a healthy balance sheet that empowers us to be forward thinking, innovative and digitally focused.



**Financial  
strength**



**National  
coverage**



**Technical  
competency**



**Track  
record**



**Relationship  
focused**



**Digital by  
default**



**Innovation**



**Industry  
recognition**



**Social  
value**

# Expertise in the delivery of Projects and Minor Works

We are experts in the delivery, management and coordination of Projects and Minor Works. Typically ranging from £10k to £5m in value, we simplify the process for our partners, advising on feasibility, budget, programme, risk management and buildability.

## OUR CORE DISCIPLINES



**New build and  
extension projects**



**Refurbishment  
projects**



**Off site  
construction**

# MINOR WORKS SERVICES



**Door and window  
replacements**



**Mechanical and Electrical  
services (including energy  
management)**



**Roofing  
(repairs and  
replacement)**



**Flooring  
(including sports  
flooring)**



**Multi Use  
Games Areas**



**Decoration**



**DDA works**



**Fencing**



**Drainage**



**Landscaping**



**Resurfacing**



**Asbestos removal**



## **New build and extension projects**

New build and extension projects improve our clients' estates. They can provide much-needed additional space, facilitate changes in building use, or support the reconfiguration of areas. Early involvement allows us to help our partners realise these benefits, and to identify and implement bespoke solutions that reduce cost, drive efficiency and enhance outcomes.

## **Refurbishment projects**

Refurbishment projects cost effectively modernise and upgrade buildings. They can also significantly extend the lifecycle and performance of assets. Our proven capability means that we provide complete project management, from design through to planning and delivery.







# Our sectors:

## versatility and understanding

We complete high-quality Projects and Minor Works within multiple sectors. As a leading contractor, we have developed an intricate understanding of each sector and apply our extensive knowledge to implement bespoke solutions.

- Healthcare
- Local Authority
- Education
- Bluelight
- Offices
- Commercial





# Our clients

We put our clients first, with their end users at the heart of our tailored solutions. That's why we are a trusted delivery partner to a range of high-profile public and private sector organisations, and why we have earned selection to a broad spectrum of flagship frameworks.

Our portfolio features the completion of Projects and Minor Works for some of the UK's leading universities, schools, healthcare providers, police forces and blue-chip companies.

 <p><b>Scape Procure</b> Regional Construction</p>	 <p><b>CROYDON</b> <a href="http://www.croydon.gov.uk">www.croydon.gov.uk</a></p>	 <p><b>Place</b> PARTNERSHIP</p>	 <p><b>UNIVERSITY OF LEEDS</b></p>
 <p><b>UNIVERSITY OF BIRMINGHAM</b></p>	 <p><b>SEVERN TRENT WATER</b></p>	 <p>Crown Commercial Service <i>Supplier</i></p>	 <p><b>CARDIFF CAERDYDD</b></p>
 <p><b>Solihull</b> METROPOLITAN BOROUGH COUNCIL</p>	 <p><b>MERSEYSIDE POLICE</b></p>	 <p>Department of <b>Finance</b> An Roinn <b>Airgeadais</b></p>	 <p><b>northern ireland water</b> Delivering what matters</p>

# Testimonials

"The project was completed within the designated time and to exceptionally high standards. We would like to say that GRAHAM were extremely organised, kept all the deadlines, maintained high standards and followed all of the Council's policies and protocols."

**Kaushai Tripathi**  
Project Manager for Facilities Management,  
Croydon Council

“

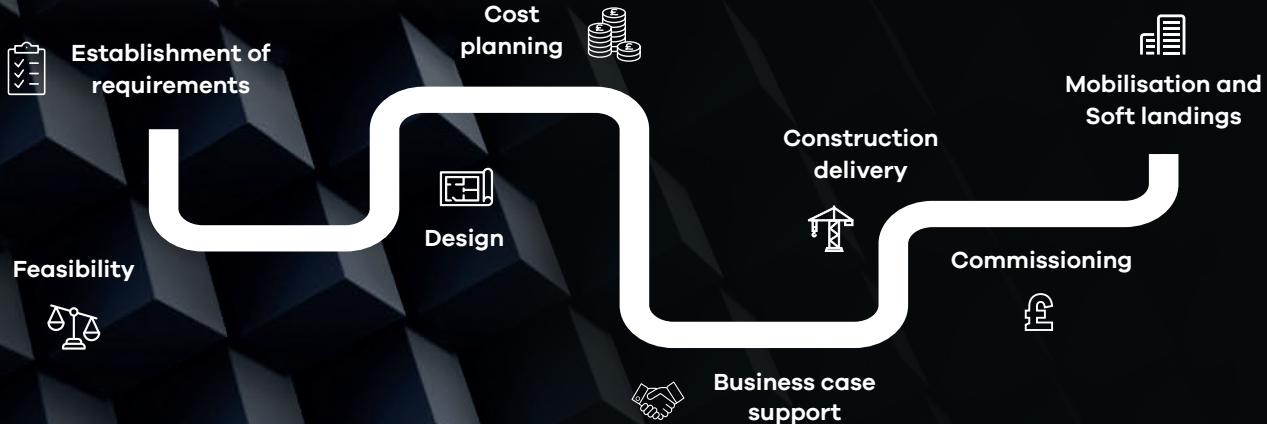
"GRAHAM works closely with the University's estates team to deliver a range of high quality maintenance and small works services. GRAHAM's attention to detail, flexibility in approach and the professionalism of their staff and supply chain have made this a very successful partnership over many years."

**Ian MacPherson**  
Associate Director (Estates and FM),  
Swansea University

# Support every step of the journey

We offer extensive support to our clients through every project – big or small.

For complex schemes, we implement a rigorous gateway process that guides them at each stage of the project's development cycle.



Equally, smaller, less complicated projects continue to be managed effectively through each gateway, benefitting from the full GRAHAM Project Management service, albeit simplified with a lighter administrative process to improve delivery timeframes and reduce costs.

# Collaboration and partnership

As an ISO 44001 certified organisation, the Gold-Standard for the effective management of collaborative business relationships, we draw on this expertise and harness the collective strengths of our proven supply chain partners to deliver exemplar Projects and Minor Works.



## **Excellence**

We deliver excellence and best value in design and construction, working in partnership with our clients to meet cost, quality and programme objectives through safe and sustainable methods.



## **Speed**

We use our expertise and creativity to identify and implement solutions that deliver exceptional results. Our reputation has been forged on a record of on time, on budget programme delivery.



## **Value for money**

Our focus is on making our clients' lives easier and their projects smoother while offering benefits beyond the brief. Our leading commercial management systems ensure the delivery of value for money through continual reviews, transparency and benchmarking. Cost transparency is fundamental to how we do business, and we consistently deliver cost certainty through Maximum Price Target Cost models.



## **Collaboration**

True collaboration is at the forefront of every GRAHAM relationship. Our dedicated project management, site management and delivery teams provide support and guidance throughout the project lifecycle.



# Social Value

## Our commitment to local communities

We are committed to delivering meaningful social value benefits to the wider communities where we operate. Our social value activities do not just provide environmental and economic benefits, they also connect our communities through social impact activities.

These include local employment and apprenticeship opportunities, work experience and curriculum support for schools and colleges, assistance to charities and community groups, and wellbeing initiatives, all delivered within a culture of "Fairness, Inclusion & Respect".



**Living Wage**  
employer



**429**  
new jobs in the  
community created  
(2017-2019)



**132**  
apprenticeships  
created  
(2017-2019)



**2,019**  
work experience  
weeks provided  
(2017-2019)



**20,500**  
students  
engaged  
(2017-2019)



**95%**  
equality  
disclosure rate  
(2017-2019)





# Projects

## A snapshot

Our interactions with our clients strive to make their projects smoother. Through early involvement, we have shown time and time again that we can reduce costs and improve outcomes.



### **Dublin City University**

#### **Emergency Lighting Replacement Project**

**£1.4m / 18 weeks**

This scheme involved the replacement of 5,200 existing life expired emergency lighting luminaires across 22 multi-purpose buildings made up of teaching facilities, cafés and restaurants, student accommodation, specialist laboratories and GMP facilities. Throughout the project, we worked closely with the university to coordinate the programme. To facilitate the reintroduction of international students, we reconfigured our works schedule, bringing forward the completion of the student accommodation buildings to ensure the installation of the new luminaires ahead of their arrival. Notably, we added replacement assets to the asset tagging register as part of the project.

### **Solihull Metropolitan Borough Council**

#### **Elmwood Office Refurbishment - Solihull**

**£809k / 6 months**

The refurbishment and fit-out of Solihull Metropolitan Borough Council's Elmwood offices was delivered under an innovative and truly open-book commercial model. We worked in partnership with the design team and client to provide a best value project that was well below the initial budget (£1.1m). Value engineering initiatives, such as the "descoping" of partition systems and the reconfiguration of the air conditioning, were also features of the works.



### **Walsall Borough Council**

#### **School Expansion Programme**

**£3.9m / 10 months**

Supporting Walsall Council, this school expansion programme incorporated a range of extension, conversion and upgrade projects to enhance the learning environment for pupils of Castle School, Old Hall School and Shepwell School. Off-site manufacturing processes were introduced to improve efficiency and quality, with modular classrooms built in a factory environment before being fitted seamlessly on site. In addition, new car parks were constructed, and various external works were also completed.

### **Education Authority**

#### **St Gerard's School and Support Services Reconfiguration Project**

**£3.2m / 6 months**

This major reconfiguration project reimagined an existing estate, consisting of a primary school and a regional training unit, and delivered a fit-for-purpose special educational needs (SEN) facility for St Gerard's School and Support Services. We significantly adapted the facilities to accommodate the SEN requirements of the school to cater for its full spectrum of ages (3 to 19). Close collaboration with the school's senior management team was key to the success of this project, allowing us to understand their unique requirements, and to flexibly facilitate changes and further adaptations throughout the lifecycle of the scheme.



### **Merseyside Police** **Copy Lane Custody Suite Refurbishment**

**£890k / 13 weeks**

Part of the Merseyside Police Minor Works Framework, this bluelight project comprised of the full upgrade and refurbishment of the Copy Lane Custody Suite. Elements of the building works included the replacement of the charge desk and the associated platform, the formation of a new medical room with alterations, and the upgrading of the cells, showers, circulation corridors and exercise yard to HMIC standards. Significant electrical replacement and adaptations works, the replacement of the fire alarm systems, and comprehensive mechanical modifications were additional aspects of this project.



### **Department of Finance** **Ebrington Barracks Project Works**

**£700k / Various dates**

Initially built in 1841, Ebrington Barracks has been home to both the army and the navy, and was a key staging post in the area for British forces in World War One and Two. Confirming our technical expertise in conserving listed buildings, we successfully completed a range of maintenance and building fabric works. Notable schemes included the conversion of Building 57/59 for a new café (£298k), a major asbestos removal package at Building 83, and maintenance and repairs at Building 10 (£223k) which incorporated decorative enhancements.

### **Place Partnership** **Worcester County Hall – Fire Door Remedials Programme**

**£360k+ / 10 months**

This Fire Door Remedials Programme was procured as part of our key partnering arrangement with Place Partnership. It focused on the replacement of existing doors and the full upgrade of the fire doors throughout Worcester County Hall, the home of Worcestershire County Council. Additional firestopping and suppression works to bulkheads and wall penetrations were also completed.



### **Department of Finance** **Nine Lanyon Place**

**£1.2m / 30 weeks**

Our £1.2m refurbishment of Nine Lanyon Place has helped to provide the Northern Ireland Civil Service (NICS) with the transitional space required for workforce consolidation in a prime location within Belfast city centre. In support of “one of the largest office transactions in Northern Ireland”, our programme of works included building, electrical and mechanical upgrades of prominent office space covering 150,000 sq ft across six floors. Completed in two phases, over 30 weeks, the project has realised significant cost savings for one of Northern Ireland’s largest employers.

# Why GRAHAM?





## THERE ARE MANY REASONS WHY OUR PROJECTS AND MINOR WORKS STAND OUT, HERE ARE JUST SOME OF THEM:



### Values

We are open and transparent, and intuitively know what doing “the right thing” means



### Collaboration

We work in partnership with our clients to deliver long-term added value



### Record

We have a proven track record across the UK and Ireland, ranging from schemes below £10k to £5m+ projects



### Social Value

We see the bigger picture and are committed to working with local SMEs, supply chains and communities



### Fully integrated services

Our fully integrated expertise is underpinned by cross disciplined, multi-skilled operatives



### Expertise

We guide our clients throughout design, feasibility, budget, programme, risk management and buildability phases.

For more information on our Projects and Minor Works Services, or to discuss how we can help support your estate, contact:

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