



## The faster track to new contracts

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**Rob Dingwall**  
Head of Planning and Design,  
VolkerFitzpatrick

### VolkerFitzpatrick in brief

VolkerFitzpatrick is a specialist civil engineering and construction company based in Hoddesdon, Hertfordshire, in south-east England. VolkerFitzpatrick are a major deliverer of commercial office projects in London and the South East. Its high-profile projects include the new Platform 7 and passenger hub at Gatwick Airport Station. The company, which has more than 650 employees, turned over £515.8m in 2014.

### BSI Certification to BIM benefits:

- Reduces the time spent responding to clients' Pre-Qualification Questionnaires (PQQs)
- Helps secure government contracts
- Helps differentiate the company in the marketplace
- Promotes the company as an industry leader in Building Information Modelling (BIM)
- Helps develop new-business opportunities and new revenue streams.



## BSI Case Study: VolkerFitzpatrick

### Certification: BSI Verification for BIM

#### Customer background

Founded in 1921 as family business Fitzpatrick & Sons, VolkerFitzpatrick is today one of the leading engineering and construction companies in the UK. It has been part of the privately owned Dutch company Royal Volker Wessels Stevin since 2004.

The company is a main contractor and a sub-contractor on both private- and public-sector projects and specialises in railway infrastructure. Collaboration is key to its business. "Working together, with our people and our clients, to experience excellence — that's our core value," says Rob Dingwall, Head of Planning and Design.

The company was an early adopter of Building Information Modelling (BIM), a 'total lifecycle' approach that allows design and construction teams to collaborate effectively at every stage of a project — from design inception to asset management — through the use of digital technology.

VolkerFitzpatrick recently asked BSI to certify its BIM procedures to Level 2 requirements, now mandatory for UK government contracts.

#### Why BSI?

The company already held BSI certificates for environmental management, quality management and health and safety management. It did not choose BSI for BIM simply because it was a 'known quantity', though. "It would be easy to say, and yet completely untrue, that we chose BSI over all other certification bodies due to our long-standing relationship. In fact, the reason the BSI were chosen was due to their willingness to engage fully with us, discuss the process and assure us that we would be tested to the full," says Rob. "The process described to us was rigorous, and the personnel we dealt with had incredible BIM knowledge."

BSI, then, was a strategic choice that reflected the values of the company.

#### The certification process

The BSI verification scheme for BIM is based on three core components, the publicly

available standards PAS 1192-2 and PAS 1192-4 and the British Standard BS 1192, and the first task for certification manager, Gary Pattison, was to identify any areas where the company fell short.

Rob explains: "The BSI certification team offered a one-day gap analysis session, which was extremely useful, and identified areas where improvements could be made. Gary was extremely fair — supportive but completely professional and objective — and his comments helped make our processes more robust."

A full audit followed approximately two weeks later. "The three-day audit was extremely thorough and detailed," Rob continues. "However, thanks to the knowledge gained during the gap analysis session, we were fully prepared for the depth and nature of the queries. Following the audit, we were informed of a number of minor non-conformities, which were closed out within a week, resulting in better than expected certification against BS 1192-1, PAS 1192-2 and 1192-4 across all areas of the business."

#### The investment

Verification schemes obviously require investment in terms of both money and time. However, the commitment does not have to be onerous. Rob notes that only those staff who had worked on BIM procedures and documentation needed to be involved during the audit — with additional input from specialist staff when required.

VolkerFitzpatrick had developed BIM documentation and procedures in partnership with consultants BIMBox, who were included in the certification process. BSI's role was to test an established system.

For companies that have yet to make the initial investment, BSI can provide training and advice ahead of the certification process

#### The returns

The pay-back of certification can be immediate. The BIM sections of Pre-

Qualification Questionnaires (PQQs) issued by specifiers and contractors do not apply to BIM certified companies. "We have been able to reduce the cost of answering the BIM questions and concentrate on other areas of work," says Rob.

In the longer term, Rob expects the benefits to include new contracts and new revenue streams. "We have been able to spread our brand wider by marketing the company as a Certified Practitioner of Level 2 BIM for Design & Construction ... showing our clients that we are at the forefront of construction technologies ... Centrally-funded government projects are now easily accessible to us, as well as private work where the client specifies contractors with BIM. What's more, we are now able to extend our services by offering specialist BIM advice from the start of the project. Client assurance is a major benefit of BSI certification for us."

Effective BIM helps all the companies involved in a construction project — from specifiers to sub-contractors — manage risks, control costs, reduce waste and improve efficiency. Consequently, VolkerFitzpatrick is advising its suppliers to apply for certification. Rob explains: "Asked what the benefits would be, we simply say that certification means assurance and more assurance — and that it will lead to a higher company profile and an increased workload."

**Contact us to find out how BSI certification can help your business make excellence a habit.**

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