

# Managing Supply Chains

Your Supply Chain Partner



# WHO ARE SIG DESIGN & TECHNOLOGY

SIG Design & Technology is part of SIG UK, a leading division of SIG plc, who have worked very closely with a number of key Main Contractor partners for many years. SIG Design and Technology have extensive product and service expertise in Flat Roofing, Blue & Green Roofs, Specification Felts, Slate and Hard Metals for roofing or cladding.

## Our Approach

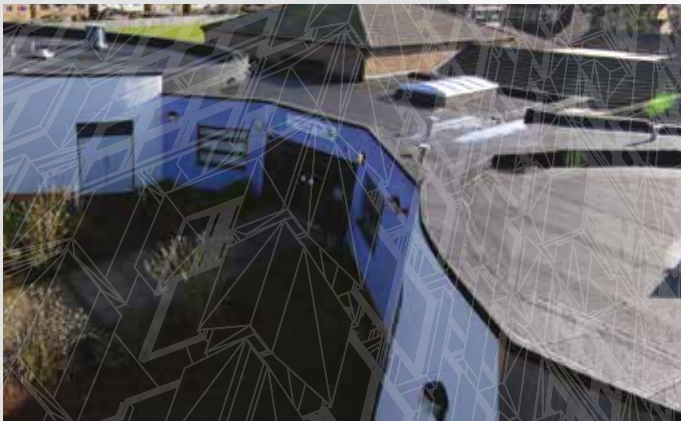
When it comes to construction, we engage directly with main contractors to understand both ways of working and to establish specific project requirements. The earlier this engagement, the more value we are able to add to the project, saving our customers time and ultimately money.

By talking to people at all levels of the industry, we've become experts at knowing what's needed for different projects, solving problems quicker and delivering the right products and solutions first time with our unique SIG Package Approach.

What's more, our unique position within this complex industry ensures we're in the best position to deal with the changes and the challenges it can present. Which means as a specialist supplier, we can quickly identify the most suitable solutions for your projects, in a range of sectors.

## Our Sector Experience Includes

- Education
- Healthcare
- Commercial/Offices
- Industrial
- Leisure/Retail
- Residential (Housing)
- Residential (Flatted Development)
- Student Accommodation
- Defence
- Infrastructure
- Energy
- Mixed Development
- Renovation, Maintenance & Improvement



## Commercial Expertise

For every project, we know that commercial considerations are key to success. Through our scale in each of the specialist market sectors, SIG is able to focus on bringing commercial benefits to our Supply Chain Partners right from the start of the project. Through engaging at the initial design stage to help you to determine what the project packages are, right through to supporting you in the tender and business stages we will, assist with the commercial aspect of your project.

## Customer Engagement

We recognise the diversity of our customers and how their needs and requirements differ. Engaging with main contractors, sub-contractors, engineers, architects, manufacturers and clients at all stages of the build will ensure a smooth delivery – giving you the confidence that SIG is connected with all the right people to keep your project moving forward.

## Expert People

Our extensive network of people and key industry contacts provides you with a valuable resource of knowledge, experience and support. You and your projects can benefit from product category management, specialist sector management, technical support, training, logistics, Health & Safety, and commercial specialism – all of which we can coordinate for you

## Organisation

Our SIG Package Approach is underpinned by the diversity of our businesses and the expertise and knowledge within them. Our sound foundations as a FTSE 250 company reinforces the fact that you're working with one of the industry's leading companies. Combined with the knowledge, experience and product portfolios of our businesses, we're fully equipped and dedicated to supporting you and your projects.



## Systems

Our ongoing program of ERP and CRM development ensures we keep pace with the changing needs of customers so the expert knowledge, experience and advice remain relevant. We also invest in industry leading initiatives such as the SIG Assured accreditation scheme, as well as being involved with independent accreditations. What's more, we provide a number of innovative warranty package solutions to support you during and after completion.

## Supply Chain

A well organised and efficient supply chain can make all the difference in project delivery. And that's where SIG can help. Our nationwide network of over 100 roofing branches with a further 10 regional distribution hubs is supported by one of the largest specialist offload fleets in Europe, including some of the very latest urban delivery vehicles. We can cater for special delivery requirements and restrictions, making life easier for you and ensuring the materials you need are delivered when and where you want them.

## OUR CORE PRODUCTS

- Single Ply roofing membrane
- Liquid Waterproofing
- Zinc & Copper roofing
- Bituminous Membranes
- Hot Melt application
- Mastic Asphalt roofing
- Natural Slate
- Green & Blue roofing systems

# THE SIG PACKAGE APPROACH

We know that in construction, no two projects are the same. That's why at SIG we have a unique way in which we engage with you the main contractor site team to save time in the design and build process. We call it the SIG Package Approach.

Early engagement with the project team enables us to assist you in determining how the project is broken down and what the packages are. We'll then focus on each individual package by unravelling it, and qualifying the default specified products to ensure that they meet today's technical criteria. We then introduce experts from our businesses to challenge and provide alternative products and solutions. Our aim being to reduce cost plans, provide procurement support, and suggest suitable sub-contractors for the scheme. The overall objective being to bring real value directly to the project.

The following steps outline typically how this works and who's involved.



## 1. Initial Design Meeting

**Involves: Project Leader, Design, Commercial & Procurement**

An SIG Supply Chain Manager will work with you to identify your project requirements, establishing the restrictions, regulations and legislations applicable to the build.

We'll also get an understanding of how the project will be erected so we can establish preferences in build type and building aesthetics.

We'll discuss the project timelines and when the Packages need to be designed and procured.

## 2. Scope Meeting

**Involves: Project Leader, Design, Commercial & Procurement**

Starting with the priority packages we'll identify where the project needs alternative solutions to help engineer costs and focus on areas of more importance – whilst still adhering to the technical requirements.

Methodically, we'll work with your project team to qualify which packages SIG can bring value to, capturing the forthcoming activities for each specialist package. A working document is then created.

## 3. Design Focus

**Involves: Design**

With a list of Packages and construction timeline in place, we'll explore each individual Package to establish where we can add value.

We'll obtain standard design information, such as an NBS specification, to allow us to qualify the default brand of choice.

We'll scope out any alternative brands that fit the technical criteria, and discuss relevant plans.

## 4. Innovation

**Involves: Design & Commercial**

At this stage in the process, we'll look to offer alternative innovative solutions to those currently specified within the Package.

By taking the time to challenge the default specified solutions within each Package, such as exploring new products on the market, we look to improve the quality and speed of the build, therefore saving time and money.







## 5. Commercial Focus

### Involves: Commercial & Procurement

By leveraging our extensive supply chain agreements we'll look to add value and a competitive edge to your project.

We'll broker discussions around cost certainty, held or capped price increases on the products selected, for the duration of the scheme.

Working with yourselves and the key manufacturers, we'll ensure that the best value for your project is retained, via your preferred procurement route.



## 6. Procurement

### Involves: Procurement

Based on our knowledge of their expertise, capacity and ability to tender, we can assist with the procurement process by suggesting specialist subcontractors for the project.

Once the tender is sent out to the selected subcontractors, we'll engage with them to support the decisions made by your project team, once again ensuring that the added value and any cost savings remains within the project.



## 7. Logistics

### Involves: Project Leader & Procurement

Understanding site restrictions is a key point in any project. We'd therefore look to obtain a Logistics Plan at the start of the scheme to establish areas of difficulty.

SIG's logistics team will work with your project team to determine the most appropriate solutions based on the chosen construction method, materials selected, available access, and project scheduling requirements.



## 8. Delivering Value

### Involves: Project Leader, Design, Commercial & Procurement

Early engagement means that SIG have the opportunity to add the maximum value to your project.

Our unique position within the supply chain enables us to connect all the key stakeholders together, acting as an extension to your resources.

By challenging the default design intentions, offering alternatives solutions, and providing continuous support throughout the stages of the build, the SIG Package Approach delivers the value to your project.

# CREATING OPTIMUM ROOFS

Designing the 'Optimal Roof' has never been more challenging, however SIG Design & Technology have put together an eight-step guide to identify the challenges and ensure your design meets your requirements from performance to budget aesthetics.

## Our eight steps process includes:

### 1. Choosing the right roofing products for the right job

We are product neutral which means we help you to make an informed choice about which product solution meets your needs.

### 2. Get reliable design expertise from one source

Many manufacturers provide design and specification services for their products, but if they are not taking responsibility for the whole roof there is a risk of clashes between their designs and other manufacturers. We at SIG Design & Technology design, specify and co-ordinate the whole roof from the deck up by a single PI insured designer who takes the risk and joins the dots for you.



### 3. Ensure you meet all the statutory requirements

As building regulations become more complicated it can be difficult to stay up to date with the changes. Our design team provides much of the information needed to ensure the roof's design and the performance it is expected to deliver are up to standard including:

- Compliance with statutory requirements, planning regulations and product standards
- Liaison with M&E Consultants on BREEAM and other sustainability matters
- Exposure ratings and wind uplift calculations
- Thermal and acoustic insulation performance calculations
- Condensation risk analysis
- Drainage and water run-off calculations

### 4. Confidence in supply chain reliability

Choosing the best product for a roof is of no use if you can't get guaranteed delivery within the project programme. Being part of SIG Roofing means we can have product locally where you need it.





## 5. Use reliable, experience roofing contractors

Only contractors who are SIG Design & Technology Accredited can install our products after robust training and on-site audits.

## 6. Monitor roofing installations on site

If a roofing system fails, it is the product that is blamed at first, but poor installation is much more likely to be the cause. A network of experienced Area Field Technicians provides advice and support on site, working with contractors to ensure that installations conform with the product requirements and regulations.

## 7. Ensure each roof is fully guaranteed

We offer a range of guarantees from a full system guarantee, to if agreed at the beginning of a project to Labour and Materials and in certain circumstances Project Material Insurance Backed Guarantees providing end clients with peace of mind.

## 8. Planned maintenance

Maintenance should be considered at the beginning of a roofing project; it should influence the choice of products as well as the design.

**We take the risk out of roof design for you.**

## IN SUMMARY, WHAT CAN WE DO FOR YOU

Working with SIG Design & Technology at an early stage will support you in specifying and design the right roof to support aesthetics, design and performance requirements through:

- Dedicated technical support to main contractors and your sub-contractor supply chain
- Value engineering where appropriate across a full roofing range
- A consistent specification for all sub-contractors to improve cost comparison
- Project specific pricing for all sub-contractors at tender stage
- On-site technical support



In addition, we offer a range of **RIBA Core Curriculum approved CPD seminars** to support your learning and development:

1. A structured approach to roof specification and design
2. Specifying hard metals: choosing the right product for the project
3. Roof refurbishment: choosing the best solution
4. Natural slate: effective specification

# OUR CORPORATE, SOCIAL AND SUSTAINABILITY RESPONSIBILITIES

At SIG, we continue to progressively integrate corporate responsibility across our businesses. We believe that including broader social and environmental issues into our decision making will support our efforts to achieve our business goals as well as grow Shareholder value.



## Workplace

SIG has a clear approach to business integrity and ethics which underlies the Group's core values.

Improving the performance, engagement and wellbeing of all our people is one of our key strategic areas of focus. We've made a significant investment in strengthening the SIG Human Resources team as the drivers of the Group's new People Strategy, which is seen as a core differentiator for SIG.

With the focus on attracting, retaining, developing and deploying the best people from within and beyond our industry, the SIG People Strategy provides the platform for ensuring that our people are able to deliver success today, and into the future.

## Environment

At SIG, we achieve our environmental objectives by meeting our own high standards as well as regulatory requirements.

We operate an integrated Health, Safety and Environmental ("HS&E") management system. As the Board Director responsible for its implementation, our Chief Executive is the signatory on the Group's HS&E Policy.

SIG's UK operations are certified by the international environment standard ISO 14001. The principles of this standard form the basis of the approach to environmental matters across the Group. In addition, as part of our Low Carbon Business Policy we aim to reduce the amount of fuel, energy and water consumption as well as reduce the waste production.

As a Group, we maintain our Environmental Aspects and Impacts Register and the Corporate Environmental Risk Assessment to record and assess the principal environmental hazards. These evaluations form part of the Management Review process for each business.







## Marketplace

The SIG Group has policies in place to ensure customers receive the level of service and quality of product they expect.

Our management systems are maintained to a high standard through management review and internal auditing, in addition a supplier audit programme is in place to identify opportunities for continuous improvement.

The programme is conducted by way of questionnaire and covers health, safety and environmental credentials of the supplier. Where it is commercially advantageous, the quality and chain of custody management systems are externally certified to ISO 9001.



## Community

As a Group, we recognise the ethical obligation we have to the community, both as a local employer and as a FTSE 250 company. That's why we endeavour to contribute to the communities in which we operate, particularly those neighbouring our sites.

This is mainly achieved through charitable donations and other initiatives that help the community.

In the UK, SIG is currently partnering with Fir Vale School in Sheffield on a number of initiatives. Fir Vale School provides around 1,050 places for students up to GCSE level and is full and oversubscribed. The school serves a deprived socio-economic community with 37% of students qualifying for free school meals.

## CONTACT US TODAY

### National Supply Chain Manager

Andy Wells  
andywells@sigplc.com  
07968 765 468

### Supply Chain Specification Manager

Sam Holt  
samholt@sigroofing.com  
07880 784 139

## Take the risk out of roof design...

### ■ The right products for your project to meet requirements for:

- *Carbon capture*
- *Insulation*
- *Roof longevity*
- *Energy generation*
- *Design covered by our PI insurance*
- *Genuine choice of waterproofing*
- *Part of a FTSE 250 company*



SIG Design Technology  
Mannheim House, Gelders Hall Road,  
Shepshed, Leicestershire LE12 9NH  
Tel: 01509 505714  
[www.sigdandt.co.uk](http://www.sigdandt.co.uk)