



Partnership process and Engineering Sub-contractors (PIST)



Aim 5: Establish balanced, long-term relationships with our partners, suppliers and subcontractors

> **Action 5.2:** Develop a partnership approach with our subcontractors

 **Entity:** Bouygues Bâtiment Île-de-France

 **Operational Unit:** Residential Housing

Action Presentation

Objective: to develop a partnership with the Residential Housing sub-contracting companies, and improve productivity of secondary trades (CES).

Description:



On 3 January 2005, the secondary trades optimisation project (CES) was launched in Residential Housing.

The work groups, bringing together collaborators from Residential Housing and sub-contracting *e-pist* companies (20), were set up and soon established concrete improvement measures :

1. To improve the planning, sequence and logistics of the CES
2. To share information, exchange good practice regarding management and administration of CES
3. To develop a new purchasing policy

In January 2006, the twenty companies were reunited in Challenger to launch a test phase of an internet site for Residential Housing sub-contractors.

The site is arranged in three sections :

- Information: here, sub-contractors can find information about Residential Housing, news, its partnership policy or its QSE (Quality, Security, Environment) policy as well as photos of the building sites.
- Collaboration: this section is the heart of the *e-pist*. A directory of building sites enables partners to track operations in progress as well as plots in consultation. Sub-contractors interested in responding to a tender can apply for the plot. The building site foreman receives the application by e-mail and, with one click, can authorise or refuse access to the consultation folder. If permission is granted, the sub-contractor can download sections of the folder or request paper versions.
- Management: this section of the site enables each company to see any payments which have not been made on the building sites in progress.

E-pist was made available to sub-contractors during the Residential Housing third sub-contractor partnership convention in May 2006.

Environment, Preventative Care

In relation to the environment, the contractual additives of the 17 main secondary trade plots have been changed : from now on they include environmental instructions in line with the Residential Housing policy.

An environmental guide relating to usage information for our sub-contractors has also been developed. It contains eco-actions to be adopted on our building sites. It has been distributed to 230 sub-contractors and around a hundred Residential Housing collaborators.

In relation to Preventative Care, a partnership convention with OPPBTP and voluntary partners was signed on 20 March 2007.

Exchanges and communication

In terms of our communicative action with partners, we have arranged an annual convention. The last one took place on 15 May 2007 at Roland-Garros. 120 sub-contractors were present. By mutual agreement, during the commercial phase, we proposed first-aid training for our staff, as well as administrative training and the launch of a CV exchange platform.

With regards to training for our collaborators, we have launched an online self-training course. Five plots from the second project are already online. Eight other plots are in progress and the platform will be completed by the end of the year.

We have also introduced training for young collaborators which is given by our partners (sub-contractor or supplier).

Other action in progress

Development of the Micro-CES (detailed planning and organisation software for second projects) continues with the aim of carrying out tests on two building sites during the second half of 2007.


Reflection on the logistics and improvement of the supply conditions on building sites.


In order to improve the internal exchange of information on the second project, a work group is dedicated to creating a "secondary trade" section on the intranet. Today, the structure and content of the section is finalised. It is now in the process of being built and is expected to be launched at the end of 2007.

Finally, the consultation and designation unit of sub-contractors continues its development with around a hundred plots processed per year, around 25% of Residential Housing annual plots.

The creation of work groups in sourcing in terms of increasing the sub-contractor panel, implementing new contract frameworks, and the study with GIE purchases for directly supplying "factory" products.

 **Possible partner(s):** Not disclosed

 **Launch date:** January 2005

 **Indicator(s):** Not disclosed