

**MURPHY**

WORLD-CLASS INFRASTRUCTURE

# M2 TRANSPORTATION SUPPLY CHAIN FOCUS



# ABOUT US

**J. Murphy & Sons Limited is a leading global, multi-disciplined engineering and construction company founded in 1951 that improves lives by delivering world-class infrastructure projects.**

Operating in the United Kingdom, Ireland and Canada, Murphy provides better engineered solutions to infrastructure sectors including transportation; water; power; natural resources; and construction & property. Headquartered in London, Murphy also has a number of related businesses - Ground Engineering and Piling; Utility Connections; Murphy Plant; Highways & Streetworks; Murphy Process Engineering; Pipeline Testing Services; Specialist Welding Services; and Electrical Services. Murphy also specialise

in delivering pipelines; design; marine; structural steel; tunnelling; fabrication; bridges and piling; and invest heavily in our substantial holding of plant; equipment and facilities.

Murphy employs more than 3,500 engineers, professional managers and skilled operatives around the world. Together, we work as 'One Murphy' by directly delivering the people, plant and expertise needed to make projects a success.



**There's more to Murphy...**

# TRANSPORTATION

**The Murphy transport team has a proud history dating back to the 1960s. Classed as a multi-disciplinary specialist, working across rail, highways, aviation and ports to deliver sustainable solutions.**

From major infrastructure projects to responding to emergencies, Murphy's range of services help keep the UK and Ireland moving, all whilst applying our unique 'One Murphy' approach. Simply put, this approach means Murphy provide the people, plant and expertise to combat any construction and logistical challenges on even the most difficult of sites.

Whether using Murphy plant to manage logistics or using Murphy engineers to overcome design challenges, Murphy provide practical and innovative results, enabling the construction of a wider range of projects with better engineered solutions and efficiently managed logistics in the busiest areas of the country.

These projects are uniquely challenging – and the 'One Murphy' approach mitigates risks, minimises delays and offers significant cost savings.

## WHAT WE DO

**Murphy has delivered a vast array of construction and transportation projects in the UK over the last 60 years.**

### BRIDGE RECONSTRUCTIONS AND REFURBISHMENTS

Murphy specialise in delivering reconstruction and refurbishment projects of any size through the implementation of innovative solutions for the benefit of our clients.

### EARTHWORKS AND DRAINAGE

**We have a wealth of experience in Earthworks and Drainage.**

This ensures the successful delivery of our end to end solution, from ground investigation, site clearance and de-vegetation to large scale



Great Ducie Street, Manchester

geotechnical interventions including soil & rock slope stabilisation, drainage, culvert replacements and re-lining, our experience and capability is second to none.

## STATION ENHANCEMENT

**We're also an experienced provider of construction solutions for a wide range of clients. Our inhouse plant, engineers, designers and innovation teams are vital to our strength in this area.**

We self-deliver substructures, utilities, access for all projects, external works and providing programme and cost certainty for our clients.

## CIVIL ASSET MANAGEMENT (CAM)

**We also deliver experience and capability for emergency reactive works that are often unanticipated**

We have a long history of delivering for clients like Network Rail and TfL and are considered to be their tier 1 contractor of choice. We also have vast experience in Pway, electrification and tunneling.

# SUPPLY CHAIN FOCUS

## Benefits of our M2 Transportation Supply Chain

### 1. STRUCTURE AND REWARD

**Our supply chain is split into 3 categories, approved, preferred and strategic partners. We review our structure regularly and make necessary changes based on the following:**

- SHES (Health & Safety, Environmental, Sustainability)
- Work winning support
- Project performance
- Commercial approach and comparison against expected costs
- Production / delivery of performance to programme
- Design resource and management
- Commitment to supporting apprentices and trainees Murphy site KPIs
- Adoption of the Murphy core values & strategic drivers.

In order to be an approved contractor, you will have successfully completed the pre-qualification questionnaire (PQQ) process, or hold acceptable industry accreditations in line with our requirements. To ensure fairness, and that we are consistently engaging with safe and competent organisations, only approved contractors will form part of our supply chain.

Preferred partners will meet the requirements within the key areas noted above, and help us to secure new work. In return, we will commit to meeting our preferred partners every six months, or more frequently as required, and these meetings will be attended by the relationship

sponsor from both parties. Preferred contractors will be given the opportunity to be added to all of our tenders lists, in relation to their expertise and location catchment area.



We pro-actively develop close, long-term relationships with our strategic partners, in order to deliver joint value and success for our businesses. These partners consistently deliver the highest standards of performance both on-site and during the work winning process. They will exceed our minimum criteria, with regards to health and safety accreditations, financial stability, sustainability, quality and ethical standards. We will meet with our strategic partners on a quarterly basis, which will be attended by the relationship sponsor and a director, or equivalent senior manager, from both parties.

To support the continual improvement of our Transportation business, we are relying on the support of our preferred and strategic supply chain partners. We will reward these organisations with our full engagement, mutual commitment and a fair share of our workload.



# SUPPLY CHAIN FOCUS

## 2. WORK WINNING COLLABORATION

**We understand the importance of early supply chain engagement. Specialist expertise is key to optimising construction solutions, improving efficiency and increasing value for our clients. This also means our supply chain partners have the best possible chance of providing a competitive bid and securing a fair return.**

To promote this, we are seeking greater collaboration from our supply chain at the work winning stage, where we have the biggest opportunity to influence a project and determine the most productive delivery strategy. This ensures that we are all “Fit to Start” when a project is mobilised. We recognise the commitment from our supply chain during this stage, and as a result, we will engage the same contractors once we have secured the works as outlined to the right:

- Prior to issuing tenders at work winning stage we will contact our strategic and preferred partners, and then approved subcontractors if required, to get a commitment to collaborate with us on the bid
- We will select a maximum of four contractors for each package at work winning stage and we will not seek any further tenders unless we receive less than four tender returns
- We will also not solicit any further tenders when we secure the project and instead seek to engage with the supply chain partners who supported us during the bid
- If we should receive any unsolicited bids post contract award, we will review these and discuss any relevant points transparently with our supply chain partners.



## OUR COMMITMENT

We will regularly review our supply chain charter with our preferred and strategic partners and make appropriate changes as necessary to ensure it remains fit or purpose

# SUPPLY CHAIN FOCUS

## Benefits of our M2 Transportation Supply Chain

### 3. RELATIONSHIP MANAGEMENT

We will organise regular meetings with our preferred and strategic partners to share details of our business plan and forward strategy, and discuss our pipeline of opportunities including upcoming tenders.

We use the meetings to provide constructive feedback on tenders submitted and project performance. We will also endeavour to better understand any changes in our partner's capability, capacity and business plans.

These meetings will also allow our partners to provide open and honest feedback to Murphy, which we will use to improve our own performance.



### 4. SUPPLY CHAIN PERFORMANCE

We will monitor supply chain performance on a job-by-job basis, including using our site Key Performance Indicators (KPIs).

These cover all aspects of delivery including safety, people, time, quality and cost. With this information we can follow up and address any performance issues and recognise good performance. We will use these KPIs to inform our procurement decisions moving forward and ensure our best performing partners are rewarded for their support and high performance. We openly share with our supply chain details of their KPIs so they have visibility of how they are performing across our sites.



# SUPPLY CHAIN FOCUS

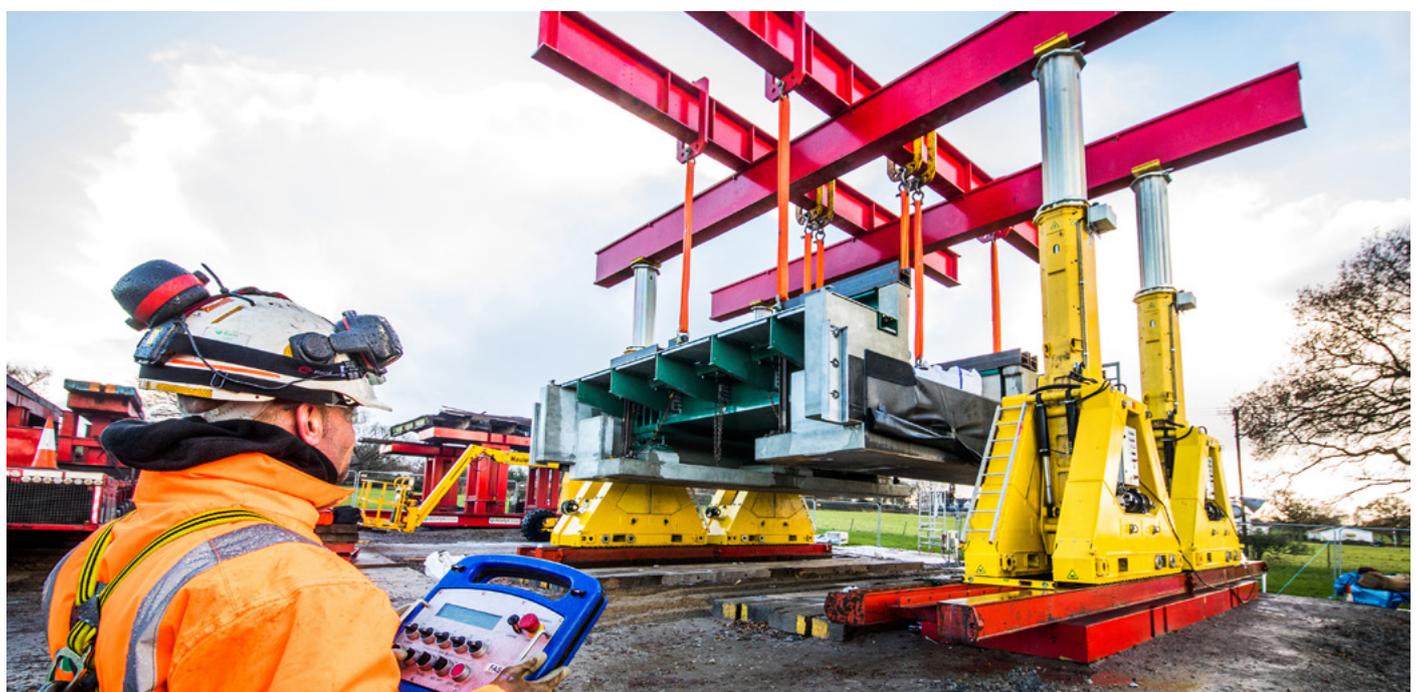
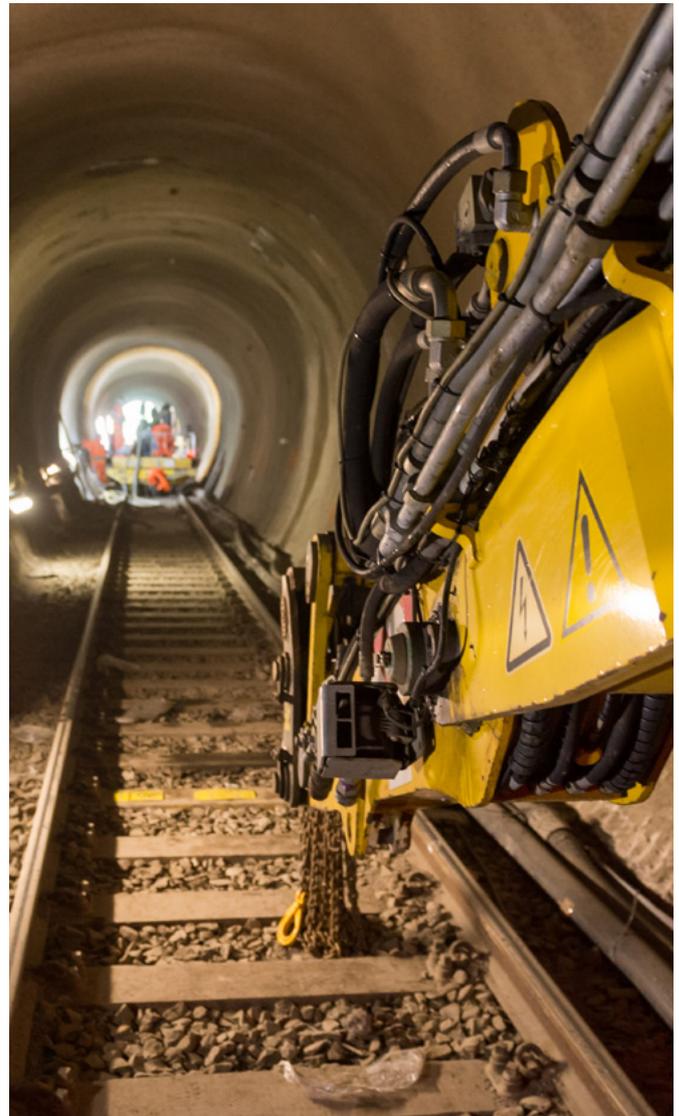
## 5. LOCAL AND SME SUPPLY CHAINS

We promote both local and SME supply chains, with a focus on our customers' growing requirement for us to deliver 'social value'.

## 6. STRATEGIC DRIVERS AND VALUES

We have core values and strategic drivers, which are embedded in our business and culture.

We expect our strategic and preferred partners to buy into these shared values and engage with our cultural development programme, including attending training events as appropriate.



# SUPPLY CHAIN FOCUS

## Benefits of our M2 Transportation Supply Chain

### 7. DELIVERING CONTINUOUS IMPROVEMENT WITHIN OUR SUPPLY CHAIN

To ensure we remain competitive and continue to secure works by providing our clients with best value, we regularly benchmark our supply chain offering against the market and transparently share these results with our supply chain partners.

To support our continual improvement we will introduce like-minded contractors that meet our criteria, and share our vision and values. This ensures we have a strong supply chain, helping us achieve our goals and in return have our support to achieve theirs.

### 8. FAIR AND PROMPT PAYMENT TERMS

At Murphy, we understand the importance of fair and prompt payment terms for our supply chain partners, and within our transportation business we predominantly operate market-leading monthly payment terms on all our subcontract packages.

We are able to do this by leveraging the strength of our market-leading balance sheet in tender negotiations, to secure the best possible payment terms from our clients. This allows us to share these benefits with our supply chain partners and support their business cash flow.



# MEET THE TEAM

## DANNY O'BRIEN

Danny has been part of the Murphy team for 26 years. Working across many different sectors in his early career, but mainly focused on rail for the last twenty years.

That breadth across multiple disciplines, business units and roles has given Danny a solid grounding around what our people at all levels go through, and means he been able to build and adapt his leadership style.

“Our supply partners are integral to how we develop and deliver our projects. Procurement are key to our engagement, ongoing performance and contract close out. So I am very keen that our people are to engage with the procurement team early and provide them the information they need to enable our supply chains performance, including the value they can add for us and our clients, to be maximised.”



“As both a business and a business unit, we have delivered lots of great projects over the years. However, I am most proud of the team we have built and the growth we have nurtured. Our people are our greatest asset and it is great to see their development”.

“Our hopes for the future are to continue the growth we have undertaken to date in line with “Murphy at 75”, and to see our people strive to drive efficiencies for our clients. A satisfied customer is a returning customer.”

**Danny O'Brien,**  
Managing Director, Transportation



Parton Landslip



Leeds Liverpool Canal, Oswaldtwistle



Sough Tunnel

## MATT PAGET

Matt joined Murphy over two years ago as Senior Procurement Manager for the transportation business. He has over 20 years of experience of commercial, procurement and supply chain management within the construction industry, working across residential, commercial, healthcare and education sectors.

Before joining Murphy, he had worked on 3 continents and been involved in some of the UK's largest and most iconic construction projects.

He passionately believes in working closely with our supply chain partners to deliver optimal results for all parties.



**Matt Paget MCIPS,**  
Procurement Lead, Transportation

**GET IN TOUCH:** [m2procurement@murphygroup.co.uk](mailto:m2procurement@murphygroup.co.uk)

# MEET THE TEAM

Our highly skilled, multi-disciplined team are ready to undertake even the most challenging of projects.



**Paul Mohan**  
Operations Director (East)



**Chris Cayton**  
Operations Director (West)



**Andy Sharrock**  
Development Director



**Joanna R. Mulcahy**  
Commercial Director



**Alan McDonough**  
SHES Director



**Karl Budge**  
Sector Director



**James Walker**  
Senior Buyer (East)



**Ben Houghton**  
Senior Buyer (West)

## LME



**Mark Sargent**  
Procurement Manager



**David Macleod**  
Buyer

## West



**Natasha Temple**  
Buyer



**Reece Golliker**  
Buyer



**Louise Day**  
Buyer



**Sue Gardner**  
Assistant Buyer

## East



**Amy Slater**  
Buyer



**Patrick Campbell**  
Buyer

## TRUe & REAL Alliance



**Jason Chadwick**  
Head of Procurement



**James Meaden**  
Senior Buyer



**Emily Marsh**  
Senior Buyer



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