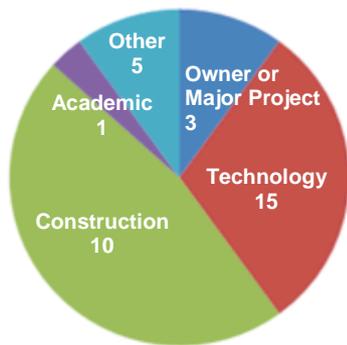




Technology Companies: 10 reasons to join the COMIT community

1. Develop new contacts within the construction industry



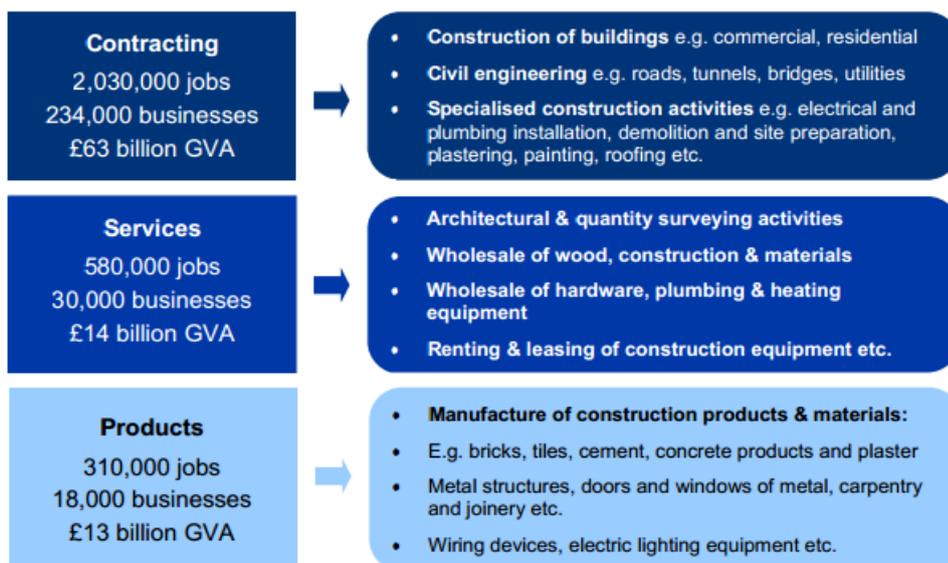
Typical Community Day attendance by company

COMIT currently has 26 construction members and holds 4 [community days](#) a year at various locations around the country which are free for members. Community days are attended by 40 to 60 people, typically with delegates from 10 different construction companies. Not just COMIT members attend but also guests or invited presenters from various areas in construction.

Over the last two years representatives from 32 different UK construction companies have attended COMIT community days. These include companies such as Balfour Beatty, Mott MacDonald, Lafarge Tarmac, Sir Robert McAlpine, Clancy Group, NG Bailey and Transport for London. The opportunity for networking at community days is the single most commonly cited benefit by both our technology and construction members.

2. Discover new markets within other parts of the construction industry

Construction is a huge industry, better characterised as a number of inter-related industries. Do you know the differences between building and civil engineering or main contracting and specialist subcontracting? Are you familiar with the rail, highways, ground-engineering, marine, demolition, utilities and tunnelling sectors?



Source: UK Construction: An economic analysis of the sector, July 2013, Department for Business Innovation and Skills

If you are new to construction then COMIT can help you find your way around this complex industry. If you are already active in construction then it may help you to find whole new markets that you were unaware of.



3. Broaden and deepen your relationship with existing construction customers

You may already have customers who are members of COMIT. Our construction members view COMIT as an innovation forum and the regular COMIT delegates usually know all about any new developments or initiatives going on within their organisations.

If you want to be the first to learn about new opportunities for your products or services then these are the people you need to be speaking to on a regular basis. You can be sure that our existing COMIT technology members are already doing exactly that.

“It’s great to have a relaxed forum in which to discuss new ideas with existing providers. That’s not something I generally get time to do outside of COMIT” - Neill Pawsey, Network Rail

4. Participate in demonstration projects and case studies

Shepherd Construction Limited and Intergence Systems	
Process	Rapid Site Setup
Users	Construction Site Office Teams
Hardware	Standard Site Server/VSA/T3/G
Software	Hyperforma
Location	Nationwide (UK)
Cost	£ 11,411 + VAT (approx)
Benefits	Rapid Data Connectivity

Business Problem
The rapid deployment of data and voice services to construction sites remains a key issue. Although there have been major advancements in available technologies that address this problem (as illustrated in the recently published COMIT Rapid Site Set-up guide), the demand for faster, more resilient and high performance solutions is growing rapidly. Where once contractors could afford to wait for the delivery of core site ICT infrastructure and communications, this is no longer a commercially viable option. The amount of data that is required to be transmitted to and from site has also grown significantly, together with the demand for a better user experience.

Business Solution
One of the core components of the solution is the use of...

Construction members want to see examples of your solution in action in the real world. They want to know how it works and why and how to get the most value from it.

They also want to know the costs, pitfalls and limitations - things that marketing departments just do not have the credibility to provide.

COMIT facilitates case studies, writes them up objectively and publishes the results widely, both within the COMIT community and beyond.

This is a great way to get credibility for a new product or service, or to introduce an existing one into a new sector of the market. If you are developing a product then it is also a great way of gaining access to a real construction environment for testing. Our construction members are often very keen to try out new ideas.

You can find some examples of [previous case studies](#) on the COMIT website.

5. Learn to speak the same language as your construction customers

A common complaint from COMIT construction members is that all too often technology suppliers just do not understand the nature of their business and offer inappropriate solutions. Inadvertently appearing ignorant of a potential customer’s needs is the fastest way to lose credibility.

“Technology companies think we don’t trust them when what we actually don’t trust is their ability to know what is right for us” - Anonymous construction member

COMIT can help you to learn how the construction industry operates. It has many peculiarities in comparison with other industries, from the way that the tendering process works to the way that contracts are awarded, managed and accounted. Different parts of the industry have very different requirements.

COMIT can also help you to understand current issues or concerns within the industry. BIM is a major preoccupation for construction at the moment. Do you understand why? Do you know what impact it will have on your customers and how that might affect your own business?

Do you know what the ICE Specification is? What M&E and O&M stand for? What a CVI or SHE inspection is? How about Cobi, the role of “prequals” or the CIC BIM protocol?



6. Partner with COMIT to help secure UK government or European funding



MobiCloud
www.mobicloudproject.eu



COMIT [started as a project](#) funded by the Department of Trade and Industry and we have gained a reputation for being an organisation that delivers results. Consequently we have successfully secured government funding for projects in partnership with our members on a number of occasions.

We were part of MobiCloud, a consortium which, along with COMIT members **Appeare Networks** and **Costain**, successfully secured **€2.27 million** of funding from the European Union under the ICT Policy Support Programme for a project to develop a European Corporate Appstore.

We were also part of a successful bid in partnership with COMIT member Mobibiz for **£400k** of funding from the Technology Strategy Board (TSB) to develop a cloud-based approach to supply-chain management.

7. Gain access to other construction organisations and expertise

COMIT has links with a number of other construction related organisations within the UK, Europe and the US. These include **Constructing Excellence**, the **European Construction Institute** and **Fiatech**. We sometimes share events with such organisations and have reciprocal agreements in place to the benefit of our members.

We also have strong links with a number of UK Universities including **Loughborough University**, **Oxford Brookes**, **Lancaster University**, **UCL** and **Imperial College**. As a COMIT member if you need to find an expert in a particular field or need an introduction to one of these organisations then we can help.



8. Discounted consultancy services and events

COMIT has links with a number of independent consultants and can arrange consultancy services for members at a significant discount (typically 30%). Members also receive a discount on admission to any COMIT managed event (such as the annual Mobile IT Conference) and often on those arranged by our partners or associate organisations.

9. Keep tabs on the competition

COMIT currently has 30 technology members. While none of them are direct competitors a number of them have some overlap in the solutions they offer and in their areas of expertise. Knowing what they are focusing on and why could help inform your own marketing and development strategy.

While technology members are unlikely to tell you, as a potential competitor, much about what they are doing, the construction members with which they are regularly talking certainly will.

10. Learn of upcoming events and marketing opportunities

COMIT will keep you informed of various events and competitions as they arise in the wider construction community. A number of our members have won awards for work that has been facilitated or publicised by COMIT (for example via a demonstration project) and entered for awards that COMIT has brought to their attention. We will also keep you informed of any networking or marketing opportunities we become aware of.



Owner / Major Project members of COMIT



Construction Members of COMIT



Technology Members of COMIT



COMIT Partners



Contact Details

For more information please email us at info@comitprojects.com or visit our website at www.comit.org.uk.

Membership of the COMIT Community is by annual subscription. The rate depends upon the size and type of your organisation. The COMIT Community is run by COMIT Projects Ltd for the benefit of its members.

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