

Fit For Business: Working With Newham

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Fit For Business: Working With Newham

- Introduction
- Working with Local Authorities
- Winning New Business
- Durkan's added value
- The challenges we all face
- Selling our services



Fit For Business: Working With Newham

- Durkan – Constructor
- Structure
- Turnover
- Staff
- Who we work with
 - *Local Authorities*
 - *Housing Associations*
 - *Private Developers*



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- Our work in Newham
 - *Greengate House*
 - *Plaistow High Street*
- Our work with other Local Authorities
 - *Greenwich*
 - *Brent*
 - *Islington*
 - *Southwark*



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- Tracking, PQQ's & Tenders
- Pricing
- Quality Service - Pre, Post and During
- Presentation
- Competition
- Size & Scale



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- Training
 - *Adult Learning*
 - *Younger Trainees*
- Apprenticeships
- Support Local Community
- Schools & Education



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- Competition
- Reputation
- Staff
- Cashflow
- Managing Whilst Winning
- The Effect of Public Spending Cuts



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- Choosing How We Work
- The 13th Doughnut
- Working Together

