

Supply Chain Webinar Questions

1. Are you looking to expand into other transmission markets in the future, i.e. OHL/Cables?

Response: Burns & McDonnell understands clients are considering their procurement strategy and route to market for the next regulatory period (2026-2031). Some early indications would suggest a move away from dedicated asset frameworks to a more combined asset approach. We regularly review the capacity within the UK market. Currently we're working with existing supply chain partners to deliver assets outside of substations. We may look to expand into these assets in the future.

2. With you being awarded direct works, will you directly allocate works to your supply chain?

Response: Burns & McDonnell will continue to require our supply chain to tender for works to meet the obligation from our clients and to demonstrate price transparency and commercial tension within the competitive environment. We will work strategically with the supply chain to provide certainty of future works.

3. For SSEN, are you looking at delivering the onshore Converter station buildings and equipment alongside the 400kv substations?

Response: Burns & McDonnell is reviewing the HVDC balance of plant opportunities with both SSEN Transmission and NGET alongside evaluating the capacity requirements to continue to serve the transmission HVAC market of which we know there is a substantial pipeline of future work.

4. Regarding the substation projects you have with Cable requirements, how are you looking to manage these in terms of cable procurement? A global rise in demand is proving problematic for our customers and us. Increased MMQs and factory capacities pushing out to 2026 really need to be considered.

Response: Our approach is to understand the workbook and workload through regular dialogue with clients, both within procurement and project delivery. We see to it that the client is aware of current lead times and associated risks within the market to enable meeting programme demands.

4. With quadrupling of the projects from NG and SSE, the important concern would be getting more resources (all entities including Burns & McDonnell and its supply chain) to deliver these projects. All the projects must be delivered with high quality, meeting requirements and standards, without any compromise on the H&S. NG, SSEN and SPEN are aware of this issue. What is their feedback?

Response: Our clients are aware of the impact of their increasing workbooks and the need for a programmatic approach to delivering projects by feeding in the work early to avoid peaks in the workbook; strategic sourcing and on-going early contractor engagement. Supporting this, our clients are reviewing how they can streamline contracting processes and technical standards alongside adopting innovation and new ways of working.

5. Drones are playing a critical role throughout the lifecycle of construction projects in the UK. Rich data more than just images and video are being captured. Does Burns & McDonnell integrate this into current workflows?

Response: Yes, Burns & McDonnell currently makes use of aerial drone technology to capture photogrammetry and laser point cloud data, as needed, on our projects. At present, this is mostly carried out as part of the initial site surveying work for a project, or where long linear assets (such as overhead lines prior to re-energisation) require inspection during project delivery. However, as aerial drone technology becomes cheaper/more accessible and computer vision AI improves, we are exploring opportunities to use drones more frequently for intermediate project progress reporting (where value provided justifies the cost). We are also exploring the use of ground-based drones for regular site hazard inspections in the future (again, subject to value justifying the cost), as well as specialist application drones for reconnaissance and operations in high-risk environments (such as confined spaces or pipelines).

