

ACHIEVER OF THE YEAR

WINNER 2014

Fred Mills, Osborne



Fred Mills is an experienced procurement manager. He enjoys working closely with the client, cost consultant, design team and supply chain to achieve a successful outcome in the preconstruction stage.

Fred has made an outstanding contribution across two key areas of Osborne's business. As a bid manager, he has made a significant contribution to improving the strength and quality of the order book, and increasing Osborne's win rate from 1 in 8 three years ago, to better than 1 in 3 today. But it is Fred's conviction in the benefits of BIM that marks him out as an award winner.

Fred is a champion for BIM, both inside and outside of Osborne's business. Fred worked with his friend, video production expert Tom Payne, to secure funding to develop a definitive online video resource for BIM best practice designed to bring clarity and understanding to BIM.

Fred believes that video is a more pervasive medium for inspiring change and educating others. He recognises the challenges involved in changing the way the construction industry works and the need to adopt a multi-channel approach appealing to a broad spectrum of people.

Fred's BIM or 'BIM one million' initiative www.theBIM.com is a platform for sharing experiences in implementing BIM. The BIM principles are: Share, Inspire, Unite, Simplify, Equality – giving

everyone the chance to learn from and contribute to this resource regardless of size, role, experience or geographic location.

Membership is free and members receive an e-newsletter every two months. The stats on the homepage track video views and member numbers. This is a growing online resource that will establish a legacy – designed to inspire millions and help mobilise BIM adoption around the world. This is YouTube for BIM.

Fred's passion for BIM has been reflected in his day job at Osborne. Using his BIM network, Fred secured SECBE funding and expertise to support the first BIM training programme for Osborne's supply chain.

In the last 12 months, Fred has organised and delivered two industry events promoting BIM, as well as presenting at events organised by others. He has built a social media network of 1,300 followers, ranging from students to industry leaders and universities to private companies, extending the BIM influence beyond that which could be achieved through conventional networking alone.

Fred has achieved all of this with only a handful of years of experience, a disarming level of modesty, and a conviction that personal action and example is the way to deliver change and improvement.

Judges' comments

Fred's entrepreneurial approach, combined with his innovative application of social media has established him as one of the pioneers in communicating the BIM agenda.

He has engaged and earned the support of his organisation and wider industry bodies. His holistic approach to the 'BIM one million' initiative and that of bid management indicates Fred is a strategic, methodical and thoughtful individual. The outcomes and benefits of Fred's influence are clear and measurable, impacting not only on the success of his own organisation, but also that of the sector, nationally and internationally.

FINALISTS

- Steven Hale: Crofton
- Fred Mills: Osborne
- Bisrat Degefa: Ramboll
- Steve Skillett: Waterloo Air Products
- Richard Bartlett: Willmott Dixon Construction