



# résumé

## Mike Llywelyn-Jones

Mike has over 30 years' experience of highway engineering covering: all stages of projects, from consideration of alternative routes to construction supervision; many forms of procurement, including conventional Engineer Design, Design & Build, DBFO and ECI; and the roles of Contractor's Designer, Employer's Agent, Cost Auditor and Due Diligence Auditor on ECI, Design & Build and DBFO projects.

Mike has been Project Director and Project Manager for many major highway projects, has undertaken expert witness work on the interpretation of highway design Standards and was the author of the first Irish National Standard on Road Link Design. He was a member of the CAT3 Industry Advisory Group. Recently, Mike has been responsible for leading business development and bids for strategic transportation frameworks and projects. He adheres to the Shipley Process and has a good track record of success, converting 70% of prequalifications into bids and 32% of bids into contracts.

Mike's attributes and experience enable him to add value at all stages of the work winning process including: early positioning via targeted networking and marketing; bid team leadership/management/facilitation; critically analysing client documents to identify strategic opportunities; planning tender submissions to produce focused storyboards; integrating quality and price responses; authoring, editing, independently reviewing and proof reading submission text and preparing/coaching teams for tender reality checks and interviews. Mike ensures that submissions are focused on client needs and evaluation criteria, whilst emphasising the team's USPs.

### What Mike would bring to your team

- Extensive recent experience of leading successful major bids
- Collaborative approach to leadership, to achieve 'best for project' outcomes
- Rapid assimilation of issues, enabling minimisation of abortive time and cost
- Retained ability to intervene in technical issues and achieve solutions

Mike's natural passion, drive, energy and commitment, combined with a methodical and well organised approach and a refusal to accept second-best, greatly facilitate driving teams towards successful outcomes.

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### EXAMPLE ASSIGNMENTS:

- HA Project Support Framework
- Local Authority Frameworks including Conwy, Darlington and North Ayrshire
- M62 Junctions 25 to 30 Managed Motorways – Design Challenge Team
- HA Managed Motorways Contractor Framework
- M1 Junctions 10 to 13 Hard Shoulder Running – Safety Management System
- N2 Clontibret to NI Border Road Scheme
- A1 Dishforth to Barton Improvement ECI
- A494 Drome Corner to Ewloe Improvement ECI
- M4/M5 Climbing Lanes ECI
- Irish National Design Manual for Roads and Bridges
- A45 Improvement at Stonebridge D&B
- A46 Newark to Widmerpool
- A419/A417 Cirencester and Stratton Bypass