



PRESS RELEASE

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Partnering excellence – Five companies awarded first certifications against the standard for partnering

Five leading companies in the defence, aviation and support services sectors have become the first in the UK to be awarded a new certification highlighting their leading role in partnering.

EMCOR Group (UK), Lockheed Martin UK, NATS, Raytheon Systems Limited and VT Group have worked closely with PSL (Partnership Sourcing Limited) to achieve the PAS 11000 certification, awarded by BSI after they were audited in a pilot certification programme. The companies were presented with their awards by Lord Drayson, Minister for Science and Innovation.

He commented: "I'd like to congratulate PSL and BSI for driving this initiative. Every company should recognise the value of working together with their customers, suppliers and alliance partners. I am pleased to hear that PAS 11000 is already being adopted by MoD and other departments as the foundation for collaborative relationships."

PAS 11000 is the world's first collaborative relationship standard and provides a multi-stage approach to help organisations work together. The framework enables an organisation of any size and sector to apply good partnering practice and manage valuable business relationships. Following an approach from PSL, BSI is in the process of developing third party certification and part of that process requires the running of a pilot certification programme to ensure that the benefits derived through the process of certification are beneficial to those organisations utilising the standard. Andrew Morris, Business Development Director at BSI remarked: "One of the purposes of offering a pilot programme was to gauge demand for certification to this standard. That such prestigious organisations were so enthusiastic to contribute to it has reassured us that there is definitely a market for this service".

The standard will be a single definition of best practice collaborative working and will provide formal recognition for companies who place significant emphasis on partnering. It will also allow businesses to standardise partnering across their organisations, ensuring a consistent approach and establishing processes to ensure that collaborative relationships are effective and optimised.

PAS 11000 is already being adopted by Government departments as the foundation for its collaborative relationships.

PSL CEO, Les Pyle, added that the emphasis on partnering has increased in the light of tougher trading conditions with businesses working hard to collaborate on cutting costs, remaining competitive and keeping the UK working.

He commented: "PAS 11000 is a tangible result of the importance that is now placed upon partnering and growing recognition that it is essential to building a successful business. We would urge business to provide input towards its continuing development."

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About BSI

BSI is a global independent business services organisation that inspires confidence and delivers assurance to over 80,000 customers with standards-based solutions. Originating as the world's first national standards body, BSI has over 2,400 staff operating in over 120 countries through more than 50 global offices. BSI's key offerings are:

- The development and sale of private, national and international standards and supporting information that promote and share best practice
- Second and third-party management systems assessment and certification in all critical areas of management disciplines
- Product testing and certification of services and products including Kitemark®, one of the one of the world's most recognised quality symbols
- Certification of high-risk, complex medical devices
- Performance management software solutions
- Training services in support of standards implementation and business best practice.

For further information please visit www.bsigroup.co.uk.

1. **About EMCOR Group (UK)**

With over 100 years experience in the UK market, EMCOR Group (UK) plc provides engineering services, facilities management and sustainable business solutions for a diverse range of private and public sector organisations, through its two businesses --- EMCOR Engineering Services and EMCOR Facilities Services. EMCOR Group (UK) plc is a wholly owned subsidiary of EMCOR Group, Inc. (NYSE:EME), a Fortune 500 company with estimated 2010 revenues of \$5.0 billion, EMCOR Group, Inc. (NYSE: EME) is a global leader in mechanical and electrical construction, energy infrastructure, and facilities services. A leading provider of critical infrastructure systems, EMCOR gives life to new structures and sustains life in existing ones by its planning, installing, operating, maintaining, and protecting the sophisticated and dynamic systems that create facility environments---such as electrical, mechanical, lighting, air conditioning, heating, security, fire protection, and power generation systems---in virtually every sector of the economy and for a diverse range of businesses, organisations and government. EMCOR represents a rare combination of broad reach with local execution, combining the strength of an industry leader with the knowledge and care of 170 locations. The 25,000 skilled employees of EMCOR have made the company, in the eyes of leading business publications, amongst the "World's Most Admired" and "Best Managed." EMCOR's diversity---in terms of the services it provides, the industries it serves and the geography it spans---has enabled it to create a stable platform for sustained results. The Company's strong financial position has enabled it to attract and retain among the best local and regional talent, to undertake and complete the most ambitious projects, and to redefine and shape the future of the construction and facilities services industry. Additional information on EMCOR can be found at www.EMCORUK.com or contact Paul Barnard, Media Relations tel: +44(0)113 201 8268.

2. **About Lockheed Martin**

Lockheed Martin UK, a unit of Lockheed Martin Corporation, is a leader in systems integration working on major programmes spanning the aerospace, defence and civil sectors. Lockheed Martin works with more than 100 business partners and employs over 1700 people at sites across the UK.

Headquartered in Bethesda, Md., Lockheed Martin is a global security company that employs about 140,000 people worldwide and is principally engaged in the research, design, development, manufacture, integration and sustainment of advanced technology systems, products and services. The corporation reported 2009 sales of \$45.2 billion. Additional information: Marc Holloran, Media Relations, tel: +44 (0)23 9244 3342, email: marc.holloran@lmco.com.

3. **About NATS**

- NATS, the UK's leading air traffic services provider, handled 2.2 million flights in 2009, covering the UK and eastern North Atlantic and carried more than 200 million passengers safely through some of the busiest and most complex airspace in the world.
- NATS provides air traffic control from its centres at Swanwick, Hampshire and Prestwick, Ayrshire.
- NATS also provides air traffic control services at 15 of the nation's major airports including Heathrow, Gatwick, Stansted, Birmingham, Manchester, Edinburgh and Glasgow, together with air traffic services at Gibraltar Airport.

4. **About PSL**

PSL established in 1990 is a joint Department for Business Innovation and Skills (formerly DTI), and Confederation of British Industry (CBI) initiative. It was initially funded by the DTI it now operates as a not-for-profit organisation. PSL's role is to help organisations, large and small, from the public or private sector, to build and develop more effective and competitive business relationships based upon a collaborative approach. PSL provides practical guidance based on its portfolio of experience and utilising its extensive knowledge network. Additional Information: David Hawkins, Director of Operations, tel: +44 (0)20 7824 1807.

5. **About Raytheon**

Raytheon Systems Limited is the U.K. affiliate of Raytheon Company. Raytheon Company, with 2009 sales of \$25 billion, is a technology and innovation leader specialising in defence, homeland security and other government markets throughout the world. With a history of innovation spanning 88 years, Raytheon provides state-of-the-art electronics, mission systems integration and other capabilities in the areas of sensing; effects; and command, control, communications and intelligence systems, as well as a broad range of mission support services. With headquarters in Waltham, Mass., Raytheon employs 75,000 people worldwide. Additional information: Karen Rice, Director, Communications, RSL, tel: +44 (0)1895 816207; or Danielle DeSantis, Communications, RSL, tel: +44 (0)1895 816255.

6. **About VT**

VT Group is an engineering-based support services company providing services to Central and Local Government. The Group employs over 12,000 people and has its Headquarters in Southampton, UK, with operations from various locations, primarily in the UK and USA. VT operates in a wide range of markets including defence, education, secure communications, waste and nuclear services, providing services focused on:

- Critical asset management
- Facilities management
- Logistics of people and equipment
- Education and training
- Design, procure and build

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