Coronavirus Guidance Webinar
15th May, 2020
All slides and a recording of the webinar are available on the website later this afternoon

- Contractual Clauses Survey
- Webinar Survey
- Jim Davis, MD Construction Finance @ Bibby
- Q&A
- Joanna Goddard, BRIM – on cybercrime
- Q&A
Please complete this short survey on contractual clauses and the Covid-19 pandemic.

The findings will feed into Government-supported industry guidance on managing potential disputes arising from the pandemic.

https://www.surveymonkey.co.uk/r/Covid19ContractualClausesSurvey
The Future of BESA Webinars

Your input is essential.

As part of a wider BESA events strategy, we are looking at the future of our webinars.

Please take 1 minute to complete this important survey to help us develop the shape of our webinar programme in the coming months.

Thank you.

https://www.surveymonkey.co.uk/r/BESAwebinar
Jim Davis
MD, Construction Finance,
Bibby
COVID-19: HOW UK SUBCONTRACTORS ARE RESPONDING

JIM DAVIS
MANAGING DIRECTOR, CONSTRUCTION FINANCE
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WE BELIEVE IN YOUR BUSINESS
JIM DAVIS

• Managing Director for Construction Finance with over 26 years of experience in financial services, specialising in asset based lending and invoice finance.

• Established almost 40 years ago, BFS is the UK's largest independent SME funder and partner to over 7,500 businesses.

• As the UK's leading alternative business finance provider for the construction sector, we’ve been helping construction businesses grow since 2004.
COVID-19: HOW UK SMES ARE RESPONDING

Based on the findings from a Pulse Survey of 500 UK SMEs, the study highlights:

- The impact on business operations
- How SMEs are managing costs
- The response to Government measures

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IMPACT ON OPERATIONS

• 55% of construction SMEs have had to stop operations entirely

• Just 13% of construction SMEs said the entire business was still operating

• 74% saying that the impact of remote working has reduced productivity
MANAGING COSTS

- 29% of construction SMEs can only cover their running costs for the next 3-6 months
- Only 9% of subcontracting businesses can continue indefinitely
- 33% have furloughed staff
- 25% have closed some sites

Cost reducing measures

- Furloughed staff
- Closed some sites
- Stopped trading
- Withheld payments to suppliers
- Laid off staff

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IMPACT ON CASHFLOW

- 79% of Construction SMEs have seen a decline in orders since the outbreak
- 22% have experienced customers refusing to pay for services already supplied
- 36% of construction SMEs experienced bad debt, writing off an average of £53k
RESPONSE TO GOVERNMENT MEASURES

- Salary support, Government grants and VAT relief are most helpful
- 27% have delayed layoffs
- 17% say it has prevented business from collapse
- 34% don’t know whether they are eligible
- 38% say support will be too late

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RETURN TO WORK

• Social distancing - productivity and delays
• Cashflow – Salaries, PPE and materials
• Breaches of existing contracts - impact on payment
• Communication with contractors is key
Find out more about Construction Finance here.

WE BELIEVE IN YOUR BUSINESS

CHARLOTTE KNIGHT

COVID-19: HOW UK SMES ARE Responding

PR AND CONTENT MANAGER

APRIL 2020

SUPPORT FOR SUBCONTRACTORS

Find out more about Construction Finance here.
THANK YOU

JIM DAVIS
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WE BELIEVE IN YOUR BUSINESS
Q&A

covid19@thebesa.com
Joanna Goddard
& Kyle Bowes

BRIMM

Cyber crime
THE NEW CYBER RESILIENCE CENTRES
#CRCnetwork
2020
PROTECTING BUSINESS

Public Good Delivery . . .
Police, Fire, Government

State of the Art
Commercial Services

Advice guidance
information sharing
Police Objectives

Government Objectives

Business Imperatives

National Prevention Strategy

Economic Growth

Low Cost, Low Risk

Supporting Student Skills

Cyber Cluster Companies

Delivering Inclusion disengaged and (Veterans)
Why does business like it?

• Direct contact, if needed, with police
• One port of call
• Advice direct from ethical hackers
• Link to IASME and all Trusted Partner network
• Member – free access and direct route to find trusted Government guidance
• Larger companies – supply chain protection and critical skills pipeline
• They can immediately receive trusted business support or a recommended partner network (we support mandated CE)
• Because CRC’s accessible and understand commerce
• CRCs are seen as keeping at the forefront and leading innovation
NATIONAL MINIMUM STANDARDS
Cyber Dependent Crime

1. 100% of Cyber Dependant Action Fraud referrals will be investigated (PURSUE)

2. 100% of VICTIMS (Businesses & Individuals) who report cyber dependant crime will get advice in person or over the telephone to PREVENT those becoming repeat victims

3. 75% of ORGANISATIONS and the PUBLIC who receive PROTECT advice will change their behaviours as a result

4. 75% of ORGANISATIONS who receive PREPARE advice will develop or review incident response plans and test them

5. 100% of young people identified as vulnerable to cybercrime will get PREVENT contact and intervention from a PREVENT officer where appropriate
The National Cyber Security Centre (NCSC), a part of GCHQ, has launched the cross-governmental ‘Cyber Aware’ campaign along with the pioneering ‘Suspicious Email Reporting Service’.

This will build on the organisation’s existing takedown services, which have already removed more than 2,000 online scams related to coronavirus in the last month, including;

- 471 fake online shops selling fraudulent coronavirus related items
- 555 malware distribution sites set up to cause significant damage to any visitors
- 200 phishing sites seeking personal information such as passwords or credit card details
- 832 advance-fee frauds where a large sum of money is promised in return for a set-up payment
COVID-19 Impact by mid May
NCSC, GCHQ, CRC Network

Coronavirus: Cyber-attacks hit hospital construction companies

03 May 2020
THE GROWING NETWORK in addition to Scotland

- A very different profile for policing
- National dialogue with private sector and academia
- National/Regional imperatives
- Policing value of Cyber Skills
- 10 Centres by end of the year
Cyber Delivery

Curious Frank Development – Manage and develop Commercial Services

Cyber Expert Group
Manage emerging themes & activities

Direct and manage programme of outreach, pop ups seminars, clinics and Cyber Awards

Chair of Regional Trusted Security Partners

Financial fraud and cyber group

BUSINESS RESILIENCE INTERNATIONAL MANAGEMENT
Services to Business Community

IASME Cyber Essentials Plus Companies

IASME Cyber Essentials Companies

Curious Frank Student Population Services

Free NCSC and Policing Guidance and advice through all Cyber Resilience Centres - Daily News feed and accessible website information
Cyber Services:

- Individual Footprint – Find out what exists about you online and how this could be used against you
- Corporate Footprint – Find out what information an attacker can gather about your business
- Remote Testing – Can an attacker breach your system remotely?
- Internal Testing – Find out how secure your network is once an attacker has managed to make a connection
- Web Application Testing – How secure is your website? Find out what vulnerabilities exist and how to close them
- Table Top Exercise – Scenario based exercises designed to test how well you would cope with a Cyber attack
- Awareness Training – Ensure your staff are aware of risks faced from Cyber and how to protect themselves and your business
- Security Policy Review – Find out how robust your current Cyber Security policies are
- SwiftPass – Monitor email addresses and get a rapid notification if it is found in a data breach
What it stands for

- A nationally trusted nexus
- A kitemark
- A depository and growing resource
- An ambassadorial voice
- A trusted voice and thought leader
3 Tops Tips;

- Join a CORE/free membership at a Centre to get a welcome pack with Free NCSC Exercise in a Box – Your Cyber ‘Fire Drill’

- Engage the Ethical Hackers – affordable services to test your vulnerabilities

- Use CRC’s Trusted Partners to get best value Cyber Essentials and Cyber Essentials Plus
Plug in – small business friendly

Core Member
FREE

Includes:
NCSC Guidance - How organisations can protect themselves in cyberspace, including the 10 steps to cyber security from the Government NCSC division.

NCSCs Exercise In A Box - a tool to give your organisation a 'dummy' run of a cyber attack. Similar to testing your fire drill. Tailored for different sized organisations.

NCSC Board Toolkit - Resources designed to encourage essential cyber security discussions between the Board and their technical experts.

E-news - regular digestible updates relevant to organisations in the North East about cyber resilience

Sign up here
Remember you can find out more about us online

brimcentre.com
Q&A

covid19@thebesa.com
NEXT Week:

Monday 18th – Taking a break – no webinar
Tuesday 19th – Health and safety on site
Wednesday 20th – Vent Hygiene & Corona Virus
Thursday 21st – Liz Male – Top tips to help promote your business
Friday 22nd – Mental Health
BESA Training - Lockdown Learning

Air conditioning system cleaning maintenance.

An essential look at the common process and products for sustaining a healthy environment and energy efficiency.

Scott Davies, Sales Director – JAVAC Tools & Advanced Chemicals (UK & EIRE)

Thursday 22 May 10am - 11am

Sign up on www.theBESA.com/COVID19
SUPPORT FROM BESA

www.thebesa.com/covid19
• Access lots of guidance
• Latest news
• Slides and recording available on the website
• Daily webinar – forward programme and signup
• Facebook page for furloughed workers
• Lockdown learning

covid19@thebesa.com
• Email to send queries to
• If you want to join the WhatsApp group email us your mobile
Thank you

www.thebesa.com/covid19

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