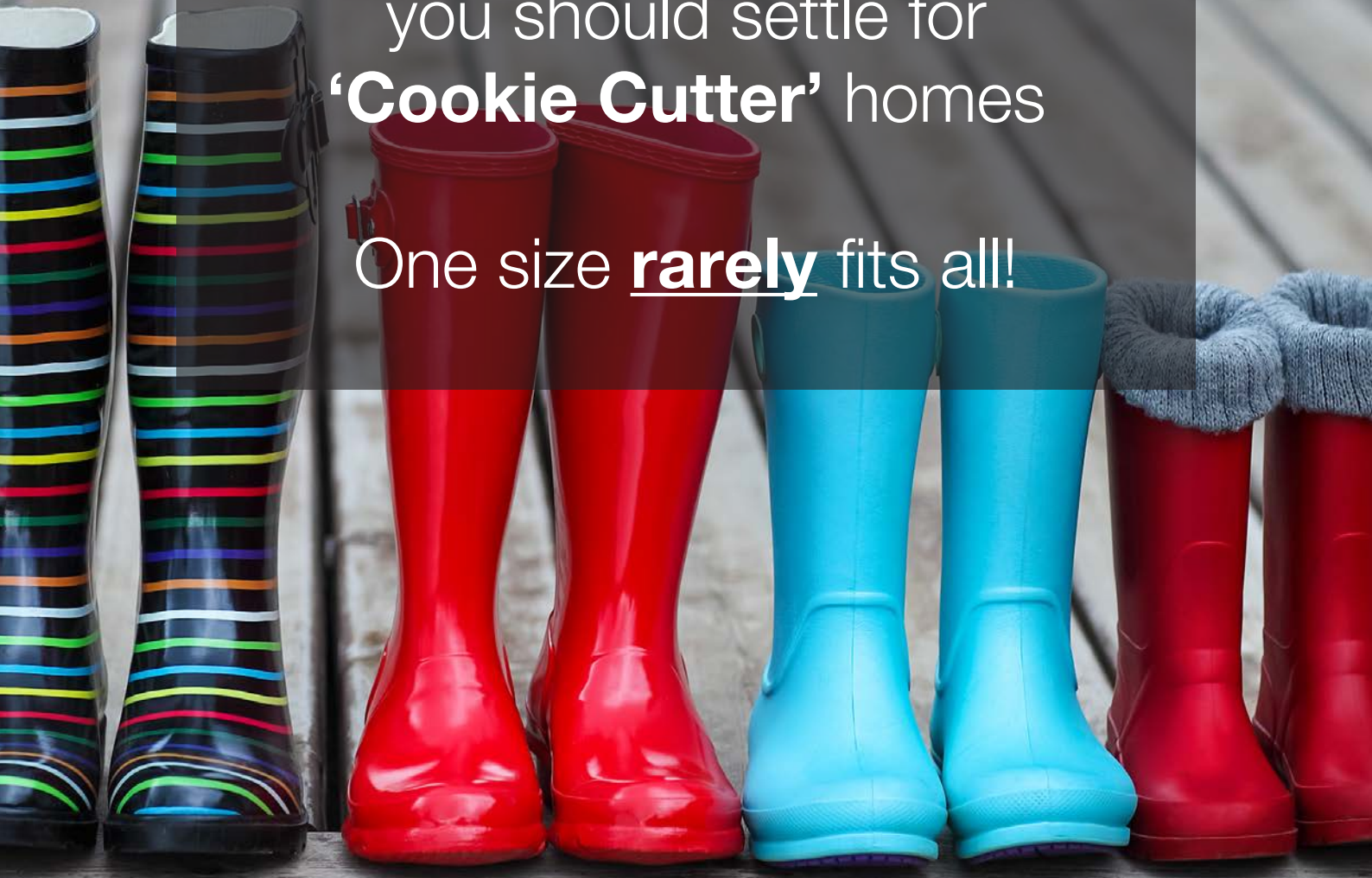


modular housing solutions to suit you

WHY HAVE
OURS...?
WHEN YOU CAN HAVE
YOURS!

...because we don't believe
you should settle for
'Cookie Cutter' homes

One size rarely fits all!



HELLO...



Just imagine if you could find a **PARTNER** who worked with you from start to finish to help you achieve your housing targets. How would it feel, knowing that someone had your back, taking the stress out of construction and thinking about you and your customer so that everyone wins?

The world of house building is a broken market, with labour and skills shortages in the UK it's putting undue pressure on the government to deliver it's 300,000 new homes target. As we specialise in offering the full turnkey solution, you won't need to worry about finding the right architects, consultants, groundworkers and other trades to complete your project. We already have that covered! By choosing a partner we work in true collaboration with you to build long-term relationships from the start, managing the whole process for you.

We hope that by reading this, you're open minded to considering a new way of working. Together! As a partner of choice, we do the heavy lifting.

The following pages are tailored around information we think you will need to guide you through the different stages of your journey whether you work with us or not.

Some of these stages may not apply to you but with our thoughtful headings you will be able to dip in and out as you please.

Be sure to check out the **FAQ's** and **SAQ's** (Should ask questions) at the back which will help you to choose your next long-term partner, not just a contractor.

We hope you find our residential brochure insightful and if you would like to know the clever stuff and view a small selection of standard homes, grab a copy of our technical brochure titled '**If you want ours**'.

We look forward to being your partner of choice.

A handwritten signature in black ink, appearing to read 'Rob Grumbleby'. The signature is fluid and stylized, with a large loop at the end.

Rob Grumbleby
Managing Director

WHAT'S SO **DIFFERENT** ABOUT M-AR?

We think differently!

The industry's abnormal is our normal and we love a challenge. With so many new modular start-ups providing so many different solutions it can be hard to know where to look. M-AR was founded over a decade ago with one goal... to be the industry's 'GO TO' team who always put the customer's success first...it's been part of our DNA ever since.

From our inception over 12 years' ago we have been developing our craft across multiple sectors. Today we are a main contractor with a factory along with the same internal stakeholders and an experienced team made up of top-tier main contractors and modular experts. With no external stakeholders or influences. We are agile and flexible, making decisions FAST (but we are also different in our approach to you). Relationships trump transactions and we always focus on building long-term relationships.

Talking your language

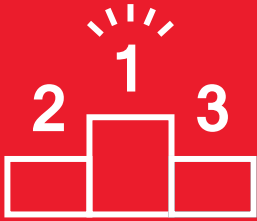
Off-site/MMC/modular/volumetric construction can be a very confusing arena for the unfamiliar, with many interchangeable terms that only industry professionals know and understand so we have decided to keep it as simple as we can. That being said, there are some terms we need to use because it's what we do, so at the back of this brochure you will also find our glossary of terminology and some of the top FAQ's and some SAQ's (Should ask Questions) just to give you a helping hand.



INSIGHT

"We wanted to produce a brochure that offered maximum value, so within these pages you will get a better understanding of the journey you should expect to have and find some great reasons to consider modular, with a PARTNER."

Sara Cundill
Marketing & Brand
Manager



SERVICE

A partner of choice
building long-term
relationships.
Relationships trump
transactions!



AGILITY

Privately owned with no
external stakeholders giving us
the agility to make decisions,
FAST



OUT OF THE BOX THINKING

Abnormal is our normal.
We are the industry's best
kept secret!



EXPERIENCE

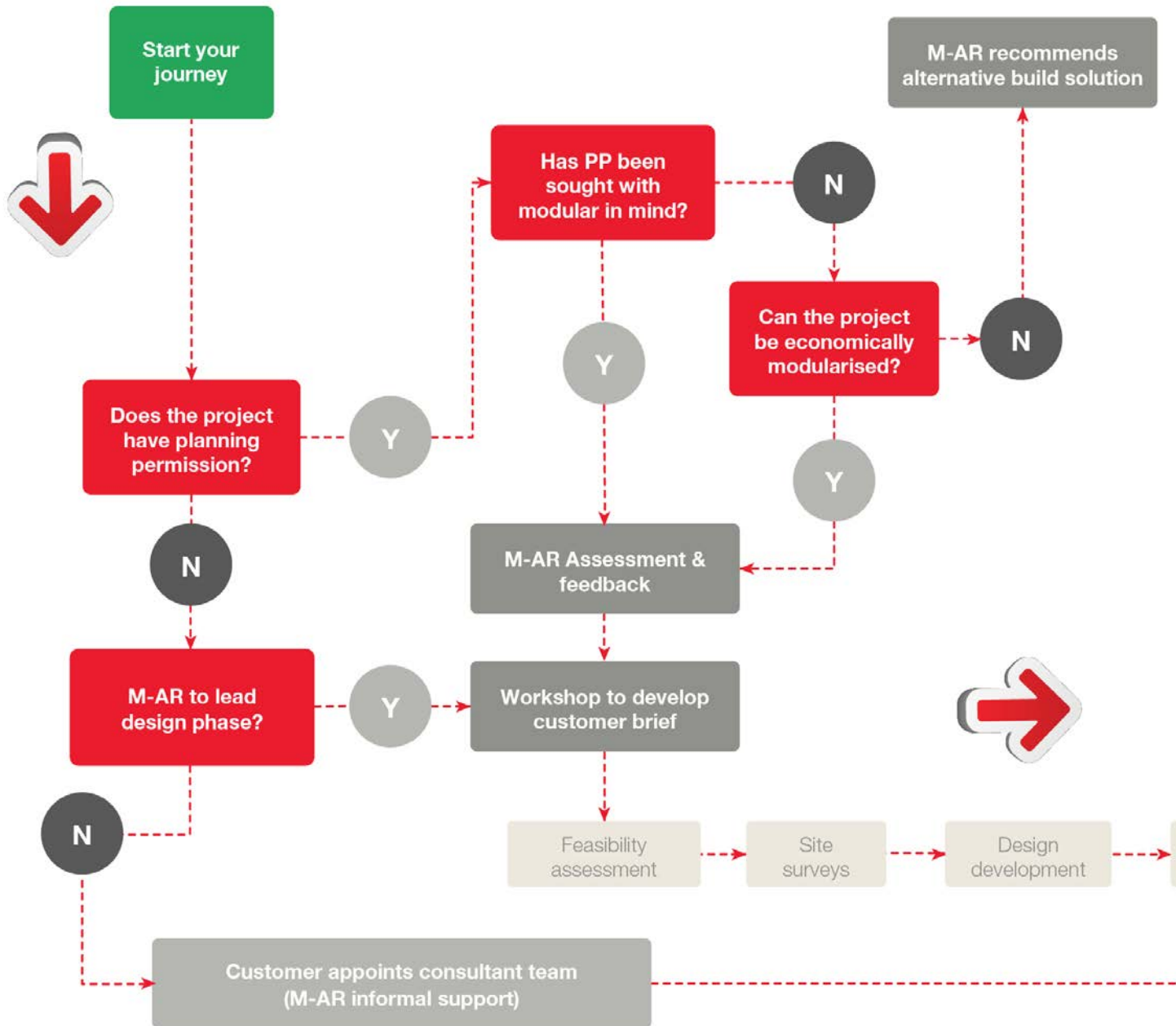
We have been developing our
craft for 12 years over multiple
sectors such as residential,
educational & commercial



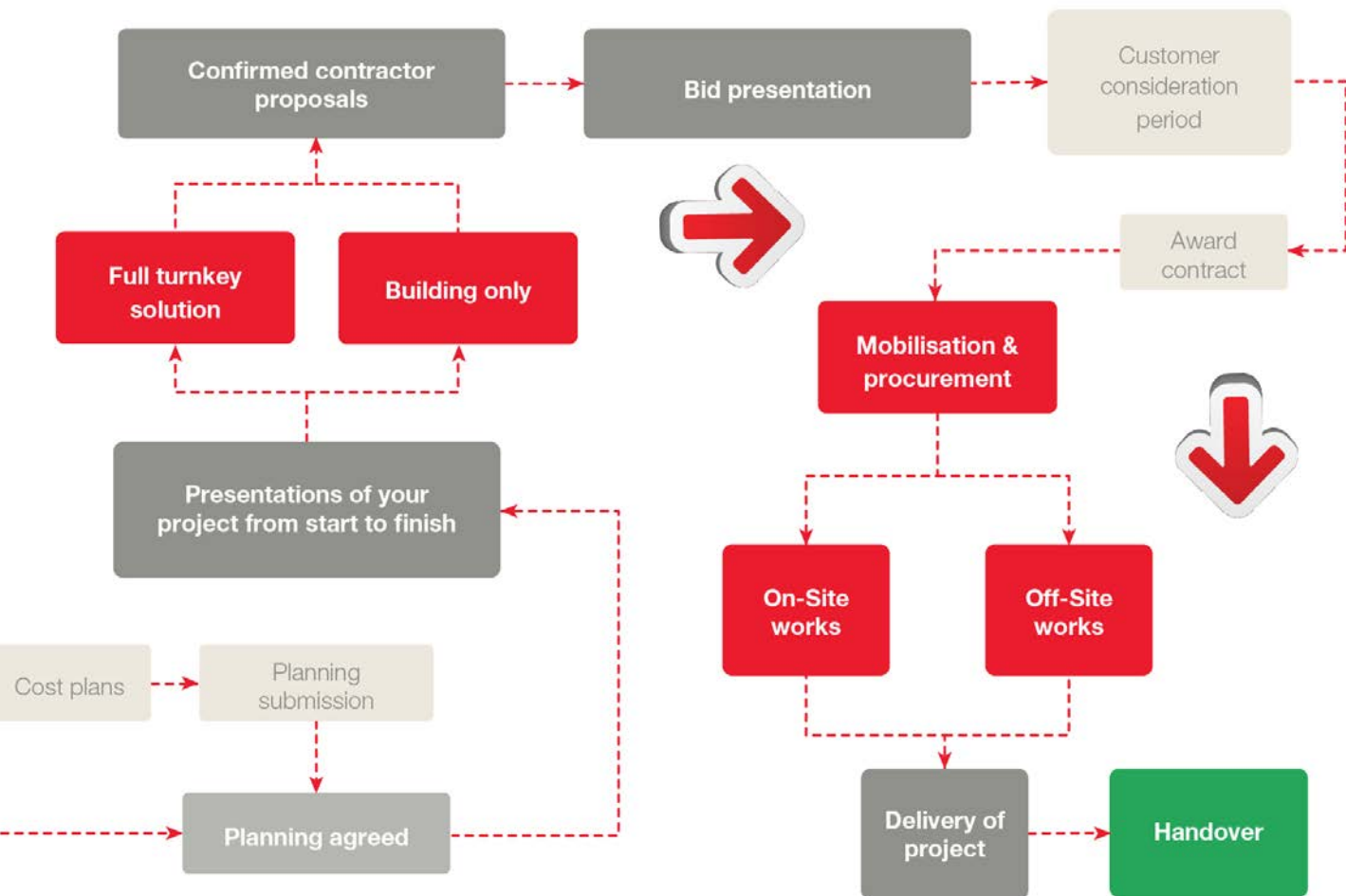
MAIN CONTRACTOR WITH A FACTORY

Not all off-site manufacturers
provide the full turnkey
experience from start to finish
and beyond like we do...





HOW WILL AN **OFF-SITE** SOLUTION WORK FOR ME?



HOW DO I CHOOSE THE RIGHT **PARTNER**?

We know how important it is to be informed, so if you decide to question the status quo, make sure you do your research. Have conversations and more importantly, find a **PARTNER** not a contractor. Relationships always trump transactions for us, and we would rather work with you from the start and build a lasting relationship that benefits all parties.

With a **partnered approach** we are able to offer flexibility in design. At M-AR we are not slaves to standardisation, we break the boundaries of the 'Cookie Cutter' to ensure you receive the homes you need, how you want them.

Make it stack... do your research

If you have a project in mind, now or in the future, you should choose several companies to visit and speak with. Think of it as an interview process so you can get a real sense of how they operate. Pay attention to how they make you feel in the process, (Do you get a warm fuzzy feeling?) this can be a great indicator to the journey ahead. Ask yourself;

- Can I work with them **long-term** or would it just be a means to an end?
- Do they have me in mind or are they just focusing on transactions?
- Do our values align?
- Are they really solving my problem?
- Do I feel in 'Safe Hands'?

Click or scan this QR code to hear what our customers say about our partnered approach!



INSIGHT

"Can you find real customer experiences and customer testimonials on video?"

To go straight to one of our customer experience showcase videos click or scan our handy QR code."

Ryan Geldard
Operations Director

PRE-PLANNING ENGAGEMENT IS KEY!

Historically, true collaboration is difficult to come across in our industry but something we feel very strongly about and vital to success. By working in partnership, we all work to the same goal of getting your projects delivered **on-time and on-budget** in the most efficient way.

A **turnkey solution** means that if you have a project in mind, we can do the lot, but early engagement is the key to getting best value. As with anything, the process is always easier if you get us around the table from day one. This will allow you to maximise cost, programme and design to unlock the benefits of off-site within the build, without trying to fit a square peg in a round hole.



WHAT IS YOUR **SYSTEM** AND APPROACH?

A light gauge steel frame system, known as ‘modular’ or ‘volumetric’

Our modules are constructed from steel and are precision engineered. The configuration of the modules is determined by our design team in line with your brief and with a digital first approach. They are constructed in a quality controlled factory environment, in compliance with our ISO9001 quality procedures and with the same materials you would see in more traditional homes but with a production line mentality. These modules can be finished to any degree you specify from shell only to fully finished, curtains and all, ready to be delivered to your site and installed with any final touches and landscaping completed on-site.



INSIGHT

“Our ability to be flexible as a team, coupled with the flexibility of the system provides many benefits for all kinds of situations, on and off-site. Providing you with predictable project outcomes, every time!”

Nick Ehler
Production Manager



SAFETY

Factory automation
Better working conditions
Reduced accidents
Reduced working at height



QUALITY

Stringent quality control ISO9001 processes
Digitally built prior to manufacture
Precision engineered
Standardised processes



ENVIRONMENT

Reduced waste
Improved running & life-cycle costs
Minimal disruption to the local community
Reduced noise & dust on-site



PROGRAMME CERTAINTY

Reduction in programme
Concurrent groundworks & manufacture
Unaffected by inclement weather



COST CERTAINTY

Predictability
Volume driven savings
Quicker return on investment
Reduction in the whole life costs

IS YOUR RESIDENTIAL SYSTEM **MORTGAGEABLE?**

BOPAS to meet lenders needs

We have invested heavily in our accreditations to give you the best possible chance of mortgageability from a wide range of lenders. As part of the BOPAS accreditation process our residential system has undergone rigorous quality reviews under the Building Offsite Property Assurance Scheme (**BOPAS**) which included process and quality checks by **Lloyds Register** and 60-year durability and maintenance assessments by Building Life Plans (**BLP**).

Our system offers assurance that your new homes and assets have been designed, manufactured and installed to ensure a lifespan way beyond the mortgage term. Providing confidence that our construction system is fit for purpose and meets the lenders requirements for valuation purposes.



Although BOPAS has been endorsed by the wider lending community below are just a few of the affiliated lenders who have all made a significant contribution to the development of the BOPAS methodology:



Click or scan our code to find out more about BOPAS lenders & supporters

WHAT **ASSURANCES** CAN YOU OFFER LENDERS?

BOPAS backed by Lloyds Register & BLP insurance

All our products come with a 12-months defect promise, giving you the peace of mind that in the rare occasion a defect occurs, we will attend to rectify it at no cost to you.

Always make sure you buy with confidence!

Other accreditations under our belt

Along with our BOPAS accreditation, we also boast a wealth of accreditations including;

- ISO45001 Occupational Health & Safety Management,
- ISO9001 Quality standard
- ISO14001 Environmental standard.



THOUGHT

“Assurance of quality and performance is a must when building homes.

Make sure you have the assurances you need to not only give you peace of mind, but the end user too.”

Craig Tyson
Quality Manager



AN EXPERIENCED **DESIGN** TEAM ON HAND

Designing with you in mind

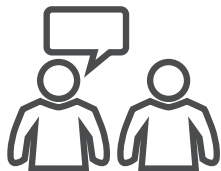
Our experienced in-house design team will guide you through your journey and become a true extension of your own team in every sense. Contactable and dedicated, knowledgeable and experienced, there's no better team to have on your side.

Working alongside you every step of the way will ensure you are included in the decisions that matter to you, so you get the most out of your modular project.

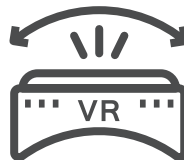
Our team have developed user friendly processes that engage your team and your project stakeholders, by using our certified PAS1192 BIM process and our suite of specialist software systems (including REVIT, Solidworks, and Navisworks) to ensure your homes are optimised for manufacture whilst meeting your specific needs. Our manufacturing mindset allows robust lessons learned to be captured, to ensure continuous product development.



**EXPERIENCED
TEAM**



**EFFICIENT
COMMUNICATION**



TECHNOLOGY



INSIGHT

"Our team boasts a mixture of both modular and traditional construction professionals to enable us to maximise all the benefits of modular construction and add extra value to meet your brief and exceed expectations."

Rob Cousins
Design Manager

STRATEGIC SUPPLY CHAIN

Partners within our supply chain to gain best value

Manufacturing and specialist architectural design can leverage the benefits of standardisation, customisation and site density. We partner with award winning architects like Brewster Bye so that we can show you a comparison to the market and can demonstrate why these standards offer best value. But throughout our whole supply chain, we never put all our eggs in one basket, we are flexible and have relationships with other great architects who also share our vision.

When it comes to on-site trades, as a national contractor we have an extensive suite of local, vetted and capable supply chain partners to assist in the delivery of your project. Our supply chain partners are carefully assessed, managed and where possible are selected from your local economy. Returning benefits to you community.

Variation is a key component to our success and because we don't believe you should settle for standard homes, we are flexible within our supply chain giving us the ability to offer a solution that suits your needs.

Should you have your own supply chain, we are happy to work with you to seamlessly integrate them into the project.

As well as an engaged external supply chain we also invest heavily into ensuring surety of supply by vertically integrating our key products, this eliminates programme delay occurring through the supply chain lead in period.



INSIGHT

“Collaborating and engaging with our strategic partners who understand how we operate and how modular construction benefits everyone, is how we build relationships within our supply chain and this is where my passion lies.”

Alice Bexon
Senior Buyer

NEED AN OJEU COMPLIANT PROCUREMENT ROUTE?

We have the answer

Public procurement for local authorities and Government departments. By utilising tried and tested frameworks that are OJEU Compliant and specifically developed for modular projects you have the flexibility you need to reach the ‘best in class’ contractors by mini competition or direct award.

NH2 framework



RM6014 framework



Crown
Commercial
Service
Supplier



LHC
Central, South East &
the London regions



SPA SCOTTISH
PROCUREMENT
ALLIANCE



CPC CONSORTIUM
PROCUREMENT
CONSTRUCTION
The Northern region



SWPA SOUTH WEST
PROCUREMENT
ALLIANCE



WPA CYNGHRAIR
CAFFAEL
CYMREIG WELSH
PROCUREMENT
ALLIANCE



The industry's 'GO TO' team!

We're trusted by some of the largest brands in the UK to deliver. Throughout delivery, your customer journey is our top priority. We will be on hand, as needed to delivery every project successfully.

Do our values align?

Finding the right **partner** can be hard especially if your values don't align. We've worked hard to create a culture that focuses on teamwork, challenges the status quo and empowers everyone to find new and better ways to exceed expectations.

Our team of professionals offer a **solutions-focused** approach which outperform the market. We think and act like one team, are **passionate** about everything we do and are bonded by mutual trust and respect.

Teamwork is the most important focus, both internally and externally with you and your team.

We focus on you, your needs and vision, but the outcome is always the same – **quality off-site solutions** with cost and programme certainty.

OUR VALUES

- Safe hands
- Finger on the pulse
- Teamwork

FROM HANDSHAKE TO HANDOVER, YOU'RE IN SAFE HANDS

A turnkey solution with a partnered approach

But how does this make us different to anyone else? We aren't building the most homes in the market, but at M-AR we work differently and pride ourselves in providing a turnkey solution with a partnered approach. This end-to-end service cuts out all the heavy lifting for you and your team allowing you more time to focus on your business and priorities.

From handshake to hand over, every member of our team makes sure that you are in safe hands throughout the journey and are fully informed of all the milestones along the way. **That's a promise!**

Shortlisted 'BEST APPROACH TO MODULAR'

We are proud to announce that our residential project, 'Ward Court' has been shortlisted for 'The best approach to modular' award by Inside Housing.

To watch our project showcase video, scan or click the QR code



INSIGHT

"A turnkey solution offers you everything you need from start to finish. Perfect when you want a partner who will take the stress out of construction. After all, you are looking for a construction solution, right?"

Amanda Grimbleby
Co-Founder & Director



SOCIAL

Reduced anti-social behaviour & vandalism on-site
Minimal disruption in the community
Community engagement
A commitment to local skill development



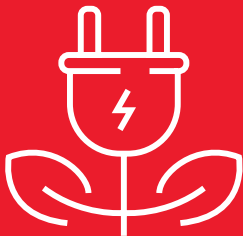
ECONOMICAL

Increased ROI
Predictable cost outcomes
No variations
Lower upfront consultant fees



ENVIRONMENTAL

Reduced waste
Fewer traffic movements
Reduced energy use on-site & in-operation
Reduced noise & dust pollution



FACTORY ENVIRONMENT

Higher quality & well-being
Controlled factory environment
Clean working environment
Commitment to personal development/apprenticeships



MODULAR IN THE COMMUNITY

Making life as easy as possible for the community and you

When it comes to engaging the community, we are ahead of the game. Your customers become our customers for the duration of the programme, and we will endeavour to keep them informed and to feel included throughout the process.

Our dedicated and experienced site team are more than competent with engaging local residents. Our team deliver regular project insight newsletters, have residents' meetings to answer any questions and ensure they take timeout to talk to them during the on-site works.

As most of the programme of works is carried out at our factory, the on-site works are minimal, which reduces the amount of time on site, traffic movements in the local area and in-turn reduces our carbon footprint impact.



**COMMUNITY
ENGAGEMENT**



**MINIMAL
DISRUPTION**



**REDUCED
CARBON**



INSIGHT

“One of the most enjoyable aspects of managing sites is engaging with the communities. They always appreciate being involved in ways they didn’t expect and get to see the benefits of off-site construction first-hand”

Simon Nicholson
Site Manager &
Community Champion

A LITTLE MORE ABOUT US...

M-AR was founded in 2007 with one goal: **to be more than just another contractor**. From our humble beginnings, based in a small office, backed only by a shoe-string budget and a bag of enthusiasm, providing much needed, but relatively small, off-site solutions with our customers success always coming first.

Today, we are a **main contractor with an off-site factory**, based on the banks of the River Humber, providing precision engineered homes for like-minded **partners** across the UK.

Choosing M-AR for your next project will give you **'a turnkey solution'**. From the ground up, everything can be included to make your journey as easy and frictionless as possible.

Our dedicated team of professionals are made up of exceptional people, with a mix of top tier main contractor experience and modular expertise. Managing your

project through pre-construction and construction phases, partnered with our expert team of off-site manufacturing professionals, we will add real value to you and your project. Concentrating on you and your requirements and guiding you through the entire process, from initial ideas all the way through to completion and beyond.

Our System

A **'modular/volumetric'** system is a three-dimensional, load bearing, light gauge steel frame structure. Internally and externally finished to varying specifications depending on your requirements, in our off-site manufacturing facility.

This not 'pre-fab' by any means, this is precision engineering!

Our Capacity

A question that pops up a lot when we are discussing residential projects but when working with us, we will always be honest about our capacity. However, capacity is fluid with us.

Currently we can complete **8 homes per week** and depending on the scope you can have a home as fast as ordering a sofa, which is typically 12 weeks.

With a **partnered approach**, we can dedicate and even increase capacity depending on your pipeline of works. One thing you should bear in mind is that the **best people get booked up**, so choosing the right **partner** from the start and building a relationship is extremely advantageous for all.

With M-AR on board you can be sure of 'Predictable project outcomes and we will help look at future off-site projects, assisting in early advice to ensure the best possible approach from feasibility to delivery.

We've even been shortlisted for **'Best approach to Modular'!**





SOME **FAQ'S** YOU MIGHT FIND USEFUL...

I only need a supplier, what now?

Don't worry, we can integrate seamlessly with your existing supply chain, to manufacture, deliver and install the modular homes to site in a varying degree of finishes as required. The site works will become an extension of our factory process, with the M-AR team responsible for assembling your homes. Utilising our no-fault forward defect policy, our team will assemble, and quality check your homes. To meet our high manufacturing standards, dry fitting key components off-site to minimise on-site installation works/defects.

I've got planning for my traditional build... can I still build this modular?

In most cases, Yes! We are finding that the local planning authorities are open to off-site for its many benefits and it's amazing what we can do to give the appearance and performance of traditional buildings. Finding the right modular contractor who will provide quick programme and cost advice is key to this

transition being successful, and we have just the team!

I've heard Modular is more expensive, why?

Modular doesn't mean more expensive, and we've challenged many a budget with success based on build cost alone. We work hard to understand your operational challenges and can find better value.

Are modular homes mortgageable?

Our homes **ARE** mortgageable yes. We have undergone stringent processes of accreditation which evaluate and facilitate the adoption of best practice by manufacturers and constructors in key performance areas. **BOPAS** is backed by Lloyds Register & BLP insurance to provide further Quality assurance and have a latent defects warranty so that your homes are mortgageable and insurable assets. Do be careful of any home builders who do not have an approved certification, it's always good to do your research.

Are modular homes safe?

Our modular homes are built to stand the test of time using a steel frame structure so are robust & safe. Coupled with our rigorous testing, numerous accreditations and quality procedures our homes are as safe as houses! Modular homes are often misconstrued as the 'Pre-fab' poor quality temporary buildings from the post war era and so this question pops up. Modern methods of construction are the future, which is rapidly being adopted as the preferred 'construction solution' across the UK

What is a modular home?

A modular home is the same as any other home, except it has a steel frame and is precision engineered in factory conditions before being transported to site and assembled for life. Why not have a peek at our show home from the comfort of your chair.



SOME SAQ'S...

SHOULD ASK QUESTIONS

Are you a Main Contractor with a factory or just a Manufacturer?

There are many ways that off-site construction can be delivered. At M-AR we are a main contractor with a factory meaning we will help you from start to finish, providing all the services you need to bring your project to life without you having to worry. Full turnkey is our speciality, but we can also just supply the shell if you require. Other companies are solely manufacturers, so be sure to ask what level of service you will be provided with or you could have to deal with many more contractors than you bargained for.

What warranties should I receive to assure me that my build is mortgageable?

Although there are a few different warranties **BOPAS** provides assurance to the lending community and the wider community, that innovatively designed and constructed properties will deliver consistent performance and stand the test of time. BOPAS is also

backed by Lloyds Register & BLP insurance to provide further quality assurance and has a latent defects warranty so that your homes and assets are mortgageable and insurable.

Do I need to pay you for the works completed before delivery to site?

As off-site is a different process entirely to traditional, it is common, even with us, to go through a process called 'Vesting' during the manufacture of your project. Vesting is a process which allows manufacturers to be paid for the works currently undertaken in the factory to enable them to pay their supply chain on time. We realise that every customer's needs are different and depending on the time frame and scale of the project, we can talk openly to find a flexible solution for you. Obviously, our supply chain is fundamental to all of our successes and so we do everything we can to look after them as well as you.

Do I need to handover a deposit to get started?

We don't require a deposit, but some contractors have policies in place which means you will need to pay a deposit to secure your order in the factory. Make sure that you know this from the outset to avoid any costly surprises.

What happens if I have a problem after the works are completed?

Make sure you ask this question at the start of your off-site journey. Not all contractors provide the full turn-key experience from start to finish and beyond like we do. If you do not receive information about aftercare at the start, the chances are you will be left high and dry once your building is handed over. Ensuring this is provided will give you the peace of mind you need to sleep easy. Aftercare from us comes as standard and we have a team to take care of your every need!

GLOSSARY OF TERMINOLOGY

MMC

An abbreviation of Modern Methods of Construction.

A term which describes pre-manufacturing construction activities which are based off-site. These forms of construction take place in a factory and not on the intended project site.

‘Off-Site’ or ‘Offsite’

This is a term used to describe where the construction takes place. As off-site techniques are undertaken away from site, it is commonly known as ‘off-site’ construction.

Modular

A more commonly used alternative to ‘volumetric’ which is the use of three-dimensional, load bearing modules which are designed and manufactured in a factory off-site and then transported and assembled on-site.

Volumetric

A system of construction more commonly known as ‘modular’, which uses three-dimensional, load bearing modules (ours are steel), finished to varying specifications depending on your requirements, internally and externally in a quality-controlled factory off-site.

DfMA

An abbreviation of Design for Manufacture and Assembly.

A term we use to describe how a project is designed specifically for Manufacture and Assembly. Precision engineered in a factory with the purpose of efficiency through the use of innovation and technology. DfMA can describe many things but is a term used to describe the intent of a system.

Turnkey

A service which offers a tailored, **end-to-end Design & Build solution.** Perfect for when you need more than just a contractor.

Cookie Cutter homes

Our term for houses picked from a catalogue with no flexibility to suit your needs and maximise best value.



innovate | build | achieve

specialists in off-site construction

#MORETHANMODULAR



mar-offsite



@mar_offsite

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