



# **Transforming the M&E Sector**

through Offsite Construction and Sustainable Practices



# What can we offer your project?

## M&E Project Expertise

### **Comprehensive Product Offering:**

Our extensive range of M&E products includes pre-fabricated components, modular systems, and bespoke fabrication solutions, ensuring you have everything you need from one trusted source.

### **Certified and Standardised Products:**

We ensure all our products meet the necessary safety and regulatory standards, aiding compliance with regulations such as the Building Safety Act.

### **Technical Expertise and Support:**

Our team collaborates closely with suppliers and clients to provide guidance on pre-construction design, helping you adhere to new regulations and achieve optimal project outcomes.

### **Reliable Delivery and Flexible Payment Terms:**

Etag guarantees timely and reliable delivery of all components, seamlessly integrating into your supply chain. We also offer flexible payment options to ease the initial financial burden.



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# Introduction

The mechanical and electrical (M&E) sector in the UK and Ireland is undergoing significant changes, driven by evolving market dynamics and regulatory requirements. This report explores the current trends, challenges, and opportunities within the sector. It highlights the importance of offsite construction and sustainable practices. The expansion of data centres and the increasing complexity of regulatory standards underscore the need for robust and reliable mechanical and electrical support systems. The report aims to provide a comprehensive overview of how Etag is addressing these needs through its specialised product offerings and expertise.



# UK Market Overview



The UK construction industry is facing significant challenges and opportunities, especially within the mechanical and electrical (M&E) sector. A major challenge is the shortage of skilled labour, driving the adoption of offsite and Modern Methods of Construction (MMC) to mitigate the impact. The introduction of the Building Safety Act adds further complexity by requiring detailed pre-construction design and reducing the scope for on-site changes, increasing the demand for offsite components. Additionally, the rapid growth of the datacentre industry demands robust mechanical and electrical support systems that meet stringent standards and address unique environmental requirements.

Despite these challenges, offsite construction is a high-growth area. According to the Digital Construction Report 2023, 57% of professionals have participated in offsite projects in the past year, with significant use of sub-assemblies, panelised construction, and volumetric modular construction. This method is preferred for its reliability and reduced dependency on weather conditions. The datacentre industry's expansion further presents opportunities for adopting MMC and specialised M&E solutions tailored to stringent operational needs.

The M&E sector in the UK is navigating a landscape of both challenges and opportunities. The industry's shift towards offsite construction and the growing demand for specialised support systems in datacentres highlight the need for innovative solutions. Companies like Etag, with their extensive product range and expertise, are well-positioned to enhance efficiency, sustainability, and performance in construction projects.

# Ireland Market Overview



In the Irish market, Modern Methods of Construction (MMC) are gaining significant traction, with 2D timber frames being the most used technology, followed by light gauge steel (LGS) in both 2D panelised and 3D volumetric forms. Timber frames are particularly popular for residential buildings, while LGS is typically used in apartment buildings.

The Department of Housing has set an ambitious target to deliver 1,800 social homes by 2025 using MMC, aiming to reduce delivery times for social housing projects from 18 to 12 months. To support this initiative, 35 sites across 12 local authorities have been earmarked for development using pre-fabricated technologies, expecting the following results:

**20%- 60%**

**Reduced delivery times**

**70%**

**On-site labour and embodied carbon**

**20%- 40%**

**Costs**

Additionally, the data centre industry in Ireland is experiencing significant growth. There are currently more than 8,000 data centres globally, with about 33% located in the United States, 16% in Europe, and close to 10% in China. Ireland hosts 82 data centres, with 14 more under construction and planning approved for 40 additional centres, indicating a 65% growth in the coming years. This expansion underscores the increasing demand for robust mechanical and electrical support systems, further driving the adoption of MMC and innovative construction practices in the region.

# Challenges for the M&E Sector in the UK and Ireland

The UK construction industry faces significant challenges, including a skilled labour shortage, which drives the need for offsite and Modern Methods of Construction (MMC) to mitigate this issue. The Building Safety Act introduces stringent requirements, emphasising detailed pre-construction design and project planning, thus reducing the scope for on-site design changes and increasing the demand for offsite components.

Establishing standardised certification processes for MMC products and ensuring industry-wide adoption remains a challenge, alongside the need for improved information support to address the knowledge gap among construction professionals. Ensuring quality standards and enhancing public understanding and acceptance of MMC are essential for its wider adoption.

Additionally, initial costs for setting up MMC processes and facilities can be high, requiring significant investment and long-term commitment from stakeholders. Integrating MMC products into existing supply chains is complex, necessitating coordination and collaboration among multiple suppliers and contractors.

# Challenges for the M&E Sector in the UK and Ireland

In both the UK and Ireland, the M&E sector faces numerous challenges related to the adoption and implementation of Modern Methods of Construction (MMC). In Ireland, regulatory and certification hurdles must be overcome to establish robust certification processes for MMC products, ensuring they meet regulatory standards. While government initiatives promote MMC, consistent support and effective implementation of these programs remain challenging. Addressing the skills gap in MMC is crucial, necessitating focused training programs and new apprenticeship schemes to build a proficient workforce. Increasing public understanding and acceptance of MMC is essential to drive demand and adoption, requiring targeted educational campaigns and successful case studies.

Efficient integration of MMC into the existing supply chain and managing logistics for transporting prefabricated components are ongoing challenges in both countries. Balancing the initial high costs of MMC implementation with long-term savings and benefits is critical, requiring careful financial planning and investment. Ensuring the market is ready for large-scale MMC adoption involves overcoming resistance to change and addressing hesitation from traditional construction stakeholders.

Additionally, in the UK, the rapid expansion of data centres demands robust mechanical and electrical support systems. Ensuring compliance with stringent data centre construction standards adds complexity to projects. Addressing the unique environmental and operational requirements of data centres requires specialized expertise and solutions. Similarly, in Ireland, the growth of data centres presents challenges that require specialized mechanical and electrical support systems. Ensuring these systems meet the specific needs of data centres while adhering to regulatory standards is essential for successful project implementation.



# Benefits of Etag



## Comprehensive Product Offering

Etag provides a wide range of MMC products, including pre-fabricated components and modular systems, that reduce the dependency on skilled on-site labour.

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## Certified Products

Etag ensures all products meet the necessary safety and regulatory standards, aiding compliance with the Building Safety Act.

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## Technical Expertise

Etag's team collaborates with suppliers to provide guidance on pre-construction design to ensure adherence to new regulations.

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## Standardised Products

Etag offers products that are certified and standardised, making it easier for clients to meet regulatory requirements.

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## Industry Collaboration

Etag collaborates with certification bodies and participates in industry workshops to help develop and promote standardised practices.

# Benefits of Etag



## **Quality Assurance:**

Etag's commitment to high-quality products and reliable delivery ensures that MMC projects meet and exceed expectations.

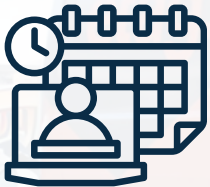
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## **Cost-Effective Solutions:**

Etag's products are designed to be cost-effective, offering long-term savings on construction projects.

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## **Flexible Payment Terms:**

Etag provides flexible payment options to ease the initial financial burden on clients adopting MMC.

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## **Reliable Delivery:**

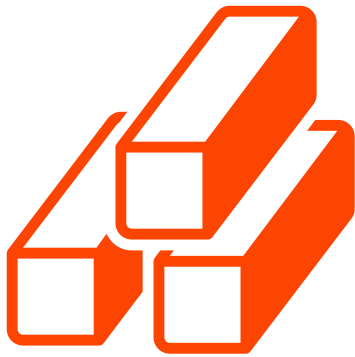
Etag ensures timely and reliable delivery of MMC components, integrating seamlessly into the supply chain.

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## **Partnerships:**

Etag works closely with suppliers and contractors to streamline the procurement process and ensure smooth integration of all our products.



## Comprehensive Product Offering

- All products from one place.
- Direct delivery to site when needed, directly from the manufacturer for some products.



## Reliable Partnerships

- Strong relationships with suppliers to ensure technical accuracy and compliance with industry standards.
- Certified products for the M&E industry, providing full systems and technical support.



## Time Saving Solutions

- Innovative products designed to streamline project timelines and reduce costs.



## Sustainability

- Commitment to sustainable product offerings.

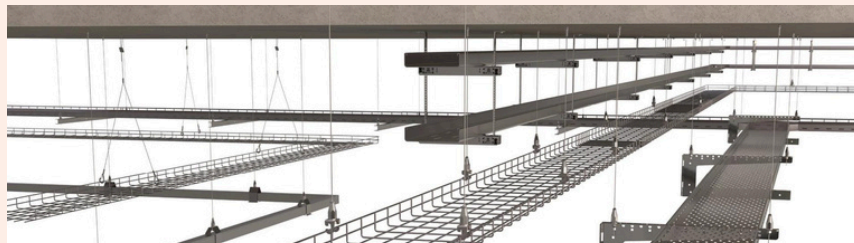
# Product Highlights

## **Atkore Unistrut Channels and Fittings:**

Flexible design and construction options.

## **Atkore Marco Trunking Systems:**

Efficient cable management and mechanical support.



## **Gripple Suspension Systems:**

Ready-to-use wire rope kits for various applications.

## **Superglass Insulation:**

Sustainable, fire-rated thermal and acoustic insulation.



## **Plywood:**

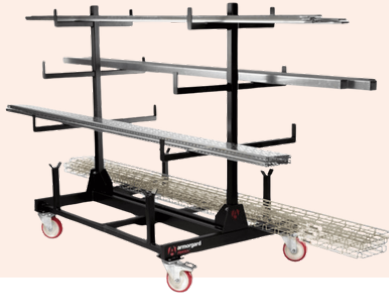
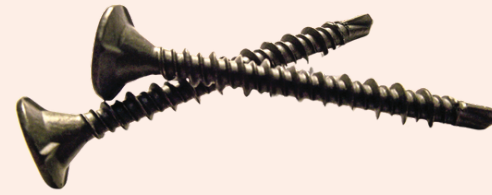
Suitable for offsite and timber frame applications.



# Product Highlights

## Evolution Fasteners

Innovative fastening solutions with precision engineering.



## Armorgard:

Enhancing on-site security, safety, and productivity with the PipeRack for easy pipe handling.

## CemRock:

Eco-friendly magnesium cement boards with A1 fire rating, ideal for diverse construction needs.



## A. Proctor

Specialised membranes for modular and offsite construction ensure building airtightness, thermal compliance, and condensation control.

## Bespoke Fabrication

Custom H Frames, service over steps, and populated modules for seamless integration.



# Case Study

## Etag's Exceptional Service and Product Delivery for a Data Centre

### **Client:**

Construction Company in Frankfurt, Germany

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### **Project:**

Delivery of Full Loads of Construction Materials including Unistrut Channel

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### **Background:**

Recently, an Irish construction company working on a site in Frankfurt placed an order for two full loads of construction materials, including Unistrut channels, fixings, and general site supplies. To ensure timely and efficient delivery, the client opted to use Etag's courier network.

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### **Service Provided:**

**Comprehensive Delivery Service:** Etag's team quickly responded to the client's inquiry with a detailed quote encompassing all delivery costs. Etag assured the client of their capability to deliver orders of any size to the desired location, providing transparent and reliable service.



# Case Study

## Etag's Exceptional Service and Product Delivery for a Data Centre

### Solutions Offered

#### Reliability:

- Etag's delivery service ensured that the materials were delivered safely and on time.

#### Cost Efficiency:

- The detailed quote included all delivery costs, allowing the client to budget effectively without any hidden charges, ensuring cost transparency.

#### Customised Delivery Options:

- Etag offered flexible delivery options tailored to the client's needs, ensuring the materials arrived at the most convenient time and location for the project.

#### Expertise and Knowledge:

- Etag's team leveraged their extensive knowledge and expertise in logistics and construction materials to facilitate a seamless procurement and delivery process.

# Case Study

## Etag's Exceptional Service and Product Delivery for a Data Centre

### Benefits

#### Hassle-Free Delivery:

- Etag took the hassle out of organising delivery, allowing the client to focus on their core construction activities without worrying about the logistics.

#### Cost Transparency:

- The client appreciated the transparent cost structure, which included all necessary delivery expenses in the initial quote.

#### Tailored Solutions:

- Customised delivery options provided by Etag ensured that the client's specific needs and timelines were met, enhancing overall project efficiency.

#### Professional Support:

- The expertise and prompt response from Etag's team ensured a smooth delivery process.

#### Product Range Benefits:

- Etag's Unistrut channels and fixings ensured robust, flexible, and reliable performance for the construction project.
- The extensive range of general site supplies ensured the construction team had everything they needed, minimising delays and improving productivity.

# Conclusion

Etag stands at the forefront of the M&E sector, offering innovative, sustainable, and reliable solutions tailored to meet the evolving needs of the industry. By leveraging offsite construction and modern methods, Etag helps clients navigate the challenges of skilled labour shortages, regulatory changes, and cost management, ensuring successful project outcomes.

For more information on how Etag can support your M&E projects, visit our website or contact our team today.





Etag is a leading provider of construction solutions. With a comprehensive product range that includes pre-fabricated components, modular systems, and bespoke fabrication solutions, Etag supports the construction industry by offering high-quality, certified products that meet regulatory standards. Our expertise, reliable delivery service, and commitment to sustainability and customer satisfaction make Etag a trusted partner for your M&E projects across the UK, Ireland and Europe.

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