



Hopkins

COMPANY PROFILE

45+ Years of Building Services

DESIGN, PRE-CONSTRUCTION, INSTALLATION & MAINTENANCE

ABOUT OUR COMPANY

For more than 45 years, Hopkins has upheld a strong tradition of delivering high quality installations across the construction industry. Since our founding in 1978, we have continually expanded our capabilities, offering a complete Mechanical, Electrical, and Public Health (MEP) design and build service. With headquarters in a purpose built office in Fareham, Hampshire and additional locations in Surrey and West Sussex, we are dedicated to providing outstanding customer service and industry leading expertise to both construction professionals and end users alike.



180+ Employees



Over £60M Turnover



3 Regional Offices



7 Delivery Departments



7% of Employees are Trainees/Apprentices



22% of Employees with 10+ Years Service



“ Leading the way in modern MEP services, J&B Hopkins Ltd combines expertise with strategic growth for lasting impact. ”

Construction & Civil Engineering Magazine, Issue 217

Our Mission

To work in harmony with our staff, clients and supply chain, delivering a personal enthusiastic service, backed up by a high quality capable resource without compromising quality, wellbeing or health and safety.

Our Values

Sustainability

To ensure long-term strength and growth; we work smartly, care for our team and have fun.

Integrity

Always strive to do the right thing and never be afraid to be yourself.

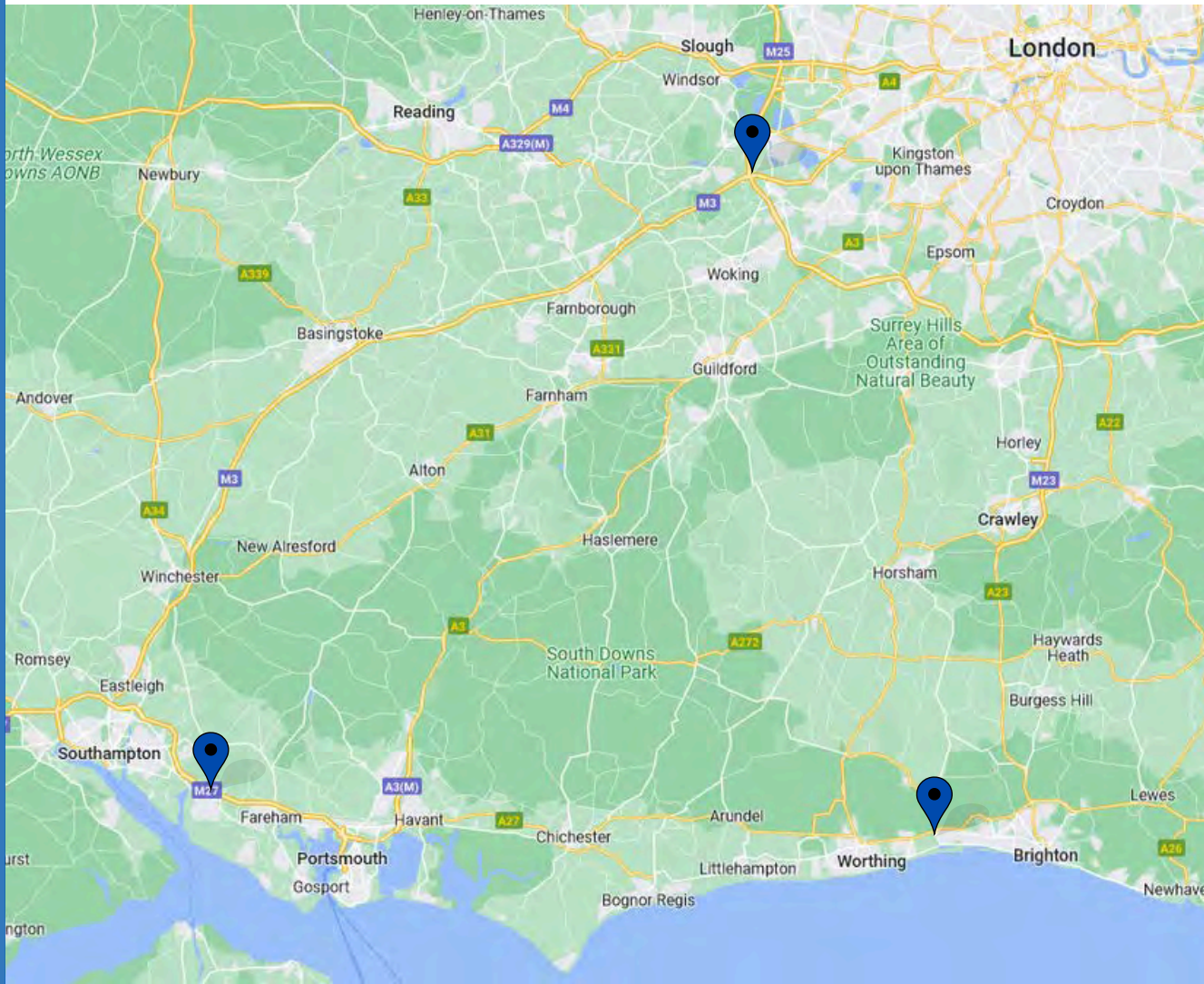
Collaboration

Working towards the same goal with communication autonomy; creating a culture of shared success.

Ownership

All employees are accountable for their outcomes and are empowered to make our Company better.

OUR REGIONAL OFFICES



SOLENT

📍 Concorde House, Concorde Way,
Segensworth North, Fareham, PO15 5RL

☎ 01489 584706

✉ enquiries@jbhopkins.co.uk



SOUTH EAST

📍 Basepoint Centres, Little High Street,
Shoreham-by-Sea, BN43 5EG

☎ 01489 359094

✉ enquiries@jbhopkins.co.uk



THAMES VALLEY

📍 Paramount House, 1 Delta Way, Egham,
Surrey, TW20 8RX

☎ 01489 669577

✉ enquiries@jbhopkins.co.uk



SECTORS

We deliver comprehensive MEP solutions across a wide range of sectors, ensuring tailored expertise and high quality service for each unique industry. From residential developments, hotels and commercial properties, to critical sectors such as healthcare, blue light services and high security environments, we provide cutting edge designs and installations that meet the specific demands of every project. Our experience extends to specialised areas including energy, decarbonisation, student accommodation, retirement villages, care homes, industrial manufacturing facilities and education.


Additionally, we offer ongoing building maintenance and PPM (Planned Preventative Maintenance) services, ensuring longevity and efficiency for all systems. Whether working with the MOD, MOJ or in the sports and leisure industry, our team is committed to delivering innovative, sustainable and reliable solutions that support the diverse needs of our clients.



OUR SALES CONTACTS



Neil Robinson
Estimating Manager


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Mike Jenkins
Sales Director


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Brandon Coe
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WHAT WE OFFER



Clients

- Industry leading project delivery teams
- Transparent communication
- High standard MEP installations
- Design and build
- Customised maintenance
- Proactive problem resolution
- Compliance and safety focused
- Long term partnerships
- Sustainability commitment



Staff

- Career progression
- Industry training and development programmes
- Trainee and apprentice programmes
- Company benefits
- Wellbeing support
- Leadership development
- Inclusive work environment
- Recognition and reward



Design Excellence

- Large in-house design facility
- Sustainable designs
- 3D BIM and Revit modelling
- Integrated building systems
- Precision engineering
- Adaptability & flexibility
- 3D visualisations & VR
- Energy & thermal comfort modelling



Collaboration

- Client involvement
- Cross-disciplinary teamwork
- Inter department
- Architect and Consultant
- Early stage communication
- Shared knowledge
- Open feedback
- Partnership approach
- Supply chain partners
- Manufacturing partners



Engineering Excellence

- Pre-fabrication
- Technical appraisals
- Mock ups
- New technologies
- Sustainability Integration
- Lifecycle cost analysis
- Commissioning and testing
- Smart building systems



Tendering Options

- Cost Planning
- Negotiations
- Open book
- Traditional lump sum
- Turnkey solutions
- Framework agreements
- Two-stage tender
- Design and build

OUR STRATEGIC DELIVERY DEPARTMENTS



Design

Our design department provides integrated MEP services with over 25 in-house engineers, specialising in sustainable, cost effective solutions and achieving BREEAM Excellent ratings.



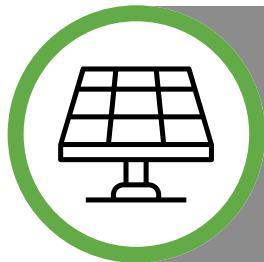
Pre-Construction

Works to provide a road map for the successful delivery of the project. From cost certainty, compliance with the employer's requirements and programming/delivery, our team will work to ensure the contracts teams have everything they need to deliver a successful project.



Contracts

MEP installations with a dedicated team of skilled managers with engineering expertise. With 3 regional offices, we provide extensive geographical coverage, emphasising local delivery through our directly employed workforce and supply chain partners.



Energy

Unbiased renewable energy solutions for real estate clients, specialising in advanced solar PV and battery storage for commercial infrastructures. We can enhance your energy strategy, cut operational costs and position your organisation as a sustainability leader.



Major Projects

MEP installation on larger and more complex projects nationwide. Our specialised team proactively handles project demands, prioritising quality control through innovative technology and digital tools.



Special Projects

Tailored services, including plant replacements, fit-outs, site surveys and more, for clients such as End Users, Main Contractors and Local Authorities. Each project has a dedicated manager, collaborating with clients for unique requirements. Our teams offer cost-saving advice and alternative solutions.



Technical Services

Offering fast-track projects, essential plant servicing, including 24/7 Reactive Maintenance and Planned Preventative Maintenance programmes, ensuring compliance, cost efficiency and swift response times. Our comprehensive service covers project works with competitive pricing leveraging supplier discounts.

DESIGN

Hopkins has the expertise and specialist in-house technical knowledge to deliver an integrated and innovative Mechanical, Electrical and Public Health Design Service.

We provide construction design advice covering all aspects of design management, ensuring our clients receive a comprehensive strategic approach to managing building services designs. At Hopkins we strive to understand our clients' needs and expectations. We have the capability to deliver 'added value' to their projects by providing specialist advice and implementing 'best value sustainable design solutions'.

From initial conception to project sign off, our skilled team of over 25 in-house design engineers offer end-to-end project management from RIBA stages 1-6. With extensive expertise in utilising Building Information Modelling (BIM) and dynamic Energy Modelling to deliver precise and sustainable design solutions. Our proven track record includes designing projects to Passivhaus standards and achieving BREEAM Excellent ratings.

OUR DESIGN DEPARTMENT HEADS



Jason Parker

Design & Pre-Construction Director

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Paul Wright

Design Manager

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Discover more about our Design Department



PRE-CONSTRUCTION

Our award winning Pre-Construction team ensures successful project delivery through meticulous planning and industry expertise. We provide a comprehensive roadmap that ensures cost certainty, compliance with the employer's requirements and effective programming and delivery.

We focus on accurate budgeting, thorough cost analysis and value engineering to optimise your investment. Our team manages regulatory compliance seamlessly, ensuring all specifications are met.

Utilising advanced scheduling techniques, we create detailed timelines to ensure efficient workflows and on-time delivery. Our collaborative approach aligns objectives and offers transparent communication, empowering our contracts teams to deliver exceptional results.

OUR PRE-CONSTRUCTION DEPARTMENT HEADS



Jason Parker

Design & Pre-Construction Director
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Nick Westmore

Pre-Construction Manager
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Discover more
about our
Pre-Construction
Department





CONTRACTS

Traditionally the Mechanical, Electrical and Public Health department has served as the cornerstone of our company's success, forming the foundation upon which our reputation for excellence has been built.

The main contracting team consists of highly motivated managers with engineering capabilities who pride themselves on their non-adversarial approach, working with our clients and supply chain, always aspiring to exceed expectations where possible. We deliver from all three of our regional offices allowing a larger geographical coverage whilst also enabling our directly employed staff to focus on a local delivery ethos through our supply chain partners wherever possible.

Supported by our in-house design department, our project managers work effectively to understand the project brief and specific requirements to develop and advise the best solutions on affordability, programme and sustainability. The site teams are provided with the best training and issued with the tools to ensure our projects are delivered to the highest standards without compromising safety to ensure we give ourselves the best opportunity to negotiate repeat business and fulfil long-standing relationships with all our clients.

OUR CONTRACT DEPARTMENT HEADS



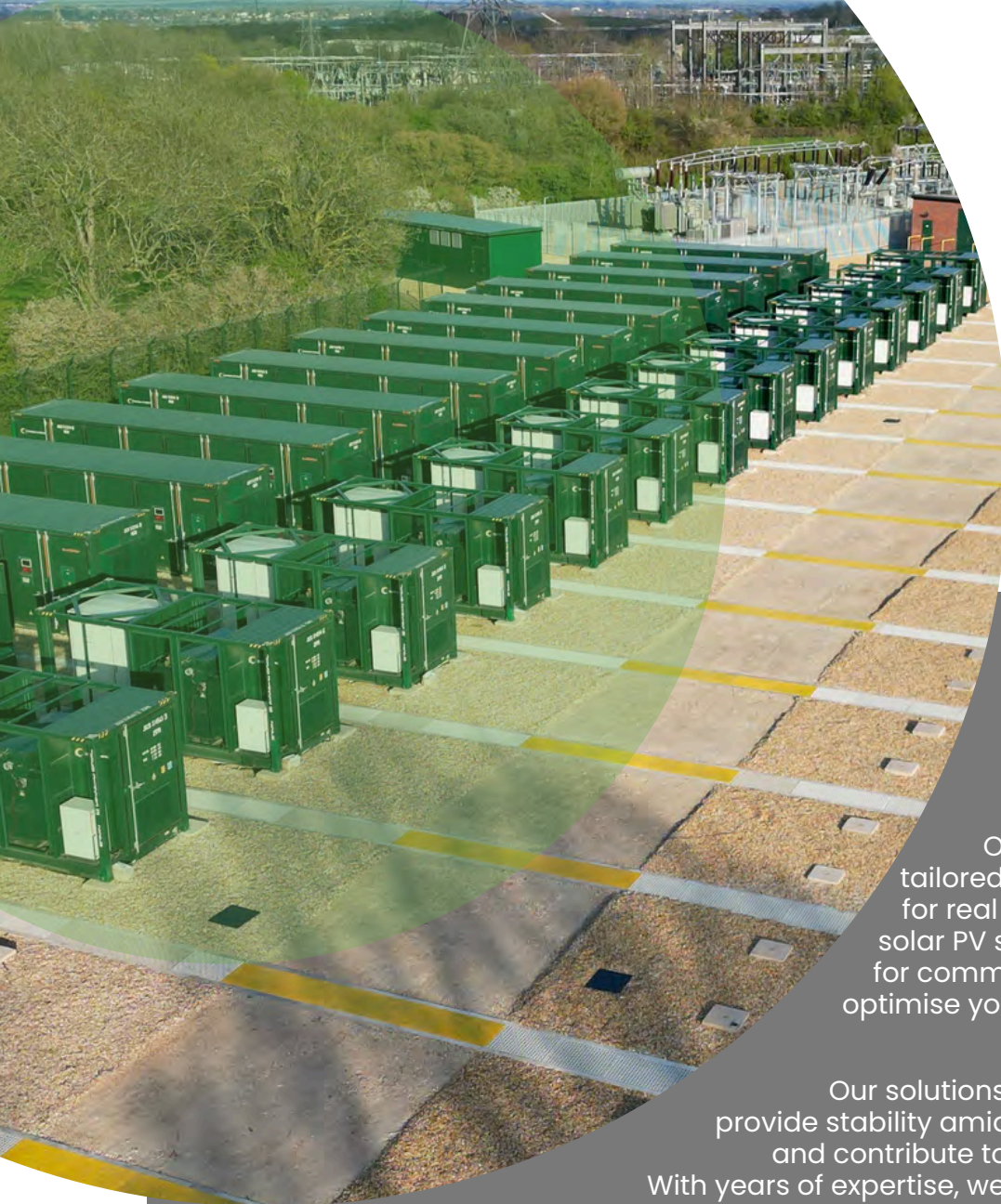
Neal Haworth
Regional Manager
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Discover our Contracts Portfolios

SCAN ME





ENERGY

Our Energy department offers tailored renewable energy solutions for real estate clients specialising in solar PV systems and battery storage for commercial use. Partner with us to optimise your energy strategy, cut costs and lead in sustainability.

Our solutions reduce reliance on the grid, provide stability amidst energy price fluctuations, and contribute to carbon emission reduction. With years of expertise, we focus solely on commercial

installations, including large scale projects. Our battery storage systems enhance renewable energy efficiency and offer additional revenue streams, especially in commercial settings.

Beyond traditional markets, our solutions address the need for stable power grids, supporting consumers, businesses, and investors. Embracing decarbonisation isn't just about environmental concerns it's essential for economic and social progress. By adopting decarbonisation strategies, we can mitigate climate change impacts, spur growth and foster a more equitable future for all.

OUR ENERGY DEPARTMENT HEADS



Scott Adams

Director

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James Costello

Renewable Project Manager

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Discover our Energy Portfolios

MAJOR PROJECTS

Our Major Projects department is tailored for large, intricate MEP projects. Our seasoned team understands the complexities and pressures involved, mitigating risks proactively.

Operating nationwide from our nearest regional office, we assign dedicated project teams and a Project Director upon appointment to ensure project success. Quality control is paramount, with constant review and updates to our Quality Management System. Our site teams employ digital software for auditable quality assurance.

During design, a commissioning specialist collaborates with the team, providing input and conducting commissionability studies. This allows for efficient commissioning management, maximising flexibility and effectiveness.

OUR MAJOR PROJECTS DEPARTMENT HEAD



Dominic Harman

Major Projects Director

dominic.harman@jbhopkins.co.uk

SCAN ME



Discover our Major Projects Portfolios



SPECIAL PROJECTS

Our Special Projects department carry out a range of services tailored to our clients requirements. Our teams are flexible and undertake projects regardless of location and complexity. Among the diverse services and areas of expertise, we offer plant replacements, specialist projects, fit-outs, dilapidation and defect management, site surveys, new installations/system upgrades and can include building fabric works, building surveys, design and cost planning. Our valued clients include End Users, Main Contractors, Estate Managers, Consultants, Local Authority, MOJ and MOD.

Each project is allocated a specialist project manager who works in collaboration with the client to fully understand their brief which is often a unique requirement. The initial meeting will allow us to support the client to develop and advise the most sustainable solution on the scheme. Our teams are commercially aware and can offer cost saving advise and alternative solutions. Special Projects work closely with our in-house maintenance department who can initiate a planned preventive maintenance programme for the clients consideration.

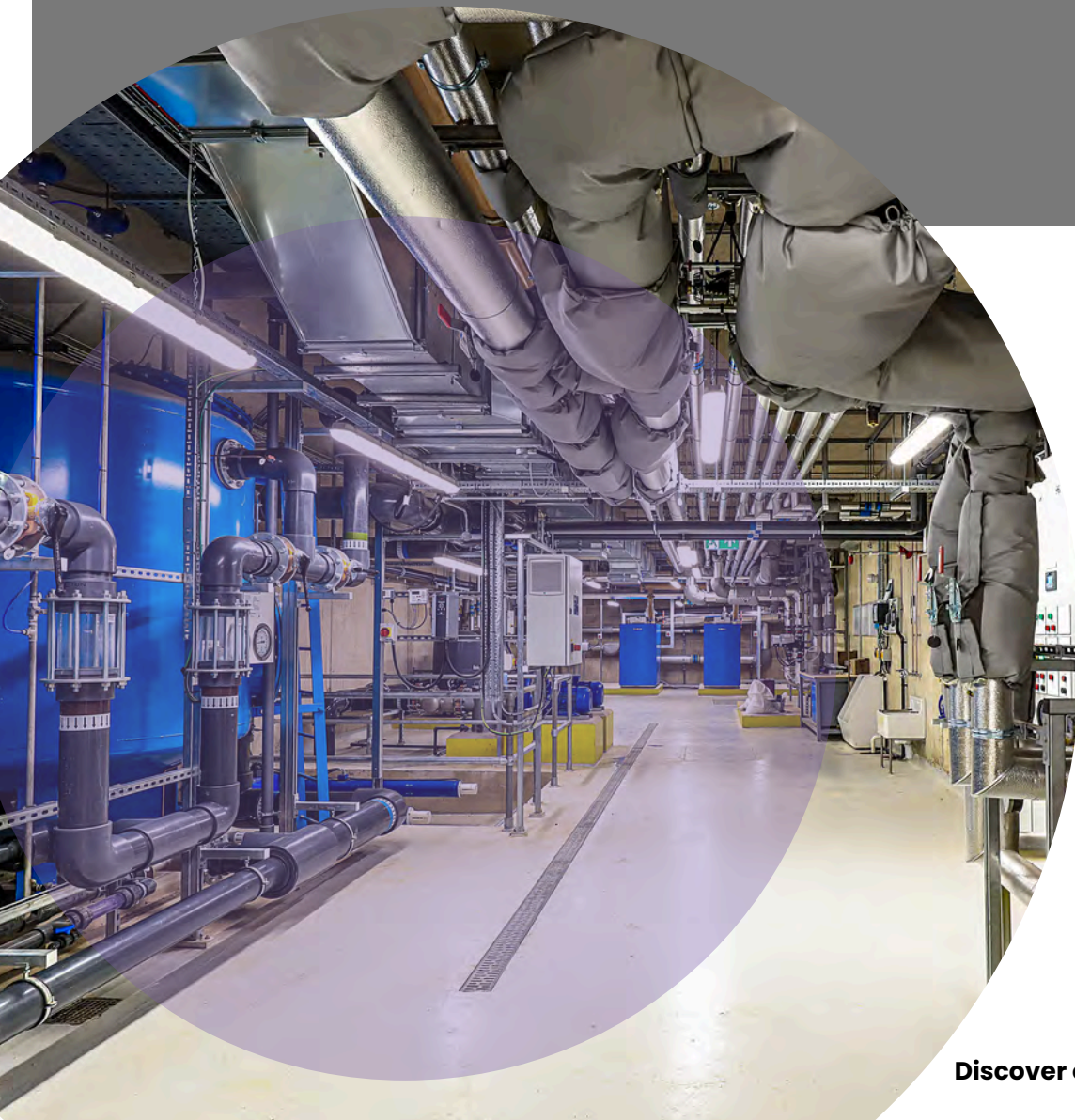
OUR SPECIAL PROJECTS DEPARTMENT HEAD



Scott Adams

Director

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TECHNICAL SERVICES

Planned Preventative Maintenance (PPM) is crucial for legal compliance, cost control and avoiding disruptions to your business. Our tailored PPM programmes help manage your assets' lifecycle, ensuring efficient operation within your budget.

To maintain electrical safety, we perform thorough inspections and maintain detailed records to ensure full regulatory compliance. Additionally, our 24/7 Reactive Maintenance service offers immediate, human-led assistance, never automated, minimising downtime and keeping your operations running smoothly.

Using satellite tracking, we deploy the nearest qualified engineer, thereby reducing both response times and costs. We manage system replacements and upgrades seamlessly, minimising disruptions while offering competitive pricing through our extensive supply chain. Our dedicated team prioritises continuous improvement, implementing best practices to deliver superior service on every project.

Our technical services department also offer fast-track project installations for when unexpected mechanical or HVAC issues arise. We offer same-day surveys, tailored solutions, and temporary services to ensure minimal downtime and maximum efficiency for your business.

OUR TECHNICAL SERVICES DEPARTMENT HEAD



Simon Melville

Technical Service Manager

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SCAN ME



Discover our Technical Services Portfolios

OUR SOCIAL VALUES

We are committed to ethical practices and prioritise the well-being and professional growth of our staff as integral parts of our ongoing plans. Our corporate social responsibility is a cornerstone of our values, demonstrated through partnering with local schools, supporting trainees, apprentices and work experience programmes, prioritising local hiring, and providing wellbeing support for our staff.

“**Since the launch of our business direction plan in 2021, we have prioritised our staff in our pursuit of excellence. This focus has included hosting employee recognition events, supporting charitable initiatives, providing wellbeing and mental health resources, and distributing a monthly newsletter. Additionally, we engage with and support local community activities, clubs, schools, and charities through sponsorships and fundraising efforts.**”

Mike Jenkins,
Sales Director, J&B Hopkins

Supporting Local

With three regional offices, we are committed to supporting local causes unique to each area, whether through fundraising events, charitable donations, or encouraging local businesses to become part of our supply chain.

Sponsorship & Fundraising

We host fundraising events throughout the year, such as our annual golf day, to support local charities. Additionally, we sponsor a local junior football team and a men's rugby team, and we are always seeking new opportunities to support community clubs and organisations that align with our values.

Progression & Training

We are committed to the development and career growth of our employees, while also aiming to attract new talent by supporting local schools, offering work experience opportunities, and providing apprenticeships and trainee programs—all of which benefit the local community.

Wellbeing Support

We prioritise employee well-being by addressing work-related stress and promoting mental health awareness. Our objectives include fostering a supportive culture, assisting employees facing mental health challenges, and recognising workplace stress as a health and safety concern.







www.jbhopkins.co.uk