



NDA SME Steering Group

Cumbria

Points to cover...

- ◉ NDA SME Steering Group
- ◉ NDA National Meetings
- ◉ CoNE Business Sub-Group
- ◉ SL Tier 2 Summit – Socio-economics
 - ◉ EPI Report and Feedback
 - ◉ CRED Report
- ◉ Planning for SMEs and the Supply Chain
- ◉ The future...

Cumbria Region?

- Understanding of the supply chain capability
- Challenges
 - SME Tokens
 - Lip Service
- Benefits
 - Tier 2 / SME Engagement
 - Project Deliver with value added approach through collaboration
- Future initiatives – what is that you want?



National Meetings

- NDA Exec Team
- Key stakeholders
- Feedback and requests through the supply chain and groups
- Sharing Initiatives and encouraging geographic coherence
- Government ask and presence?
 - SME v MicroBusiness
- What would you like to ask from central government?

CoNE Business Sub-Group

- ◉ SME Presentation
- ◉ Not enough private sector support presently
- ◉ Business Plan Approved
 - ◉ No Duplication of support or initiatives; use who and what we have already
- ◉ Looking for 'Business Support' – BECBC and others
- ◉ Thoughts required have we got it right?

So what's in there? ...

- High Level Business Plan (7 Key Areas)
 - Identification of SME's- surely not that hard?
 - Exporting Opportunities for Nuclear Skills (UKTI White Paper)
 - Attractive 'de-risked' areas for start-ups
 - Increase sight of opportunities – two approaches a) through relationships and B) through mechanistic improved routes
 - Increased Capacity in local supply chain
 - Procurement Model Changes and Culture Improvement
 - Fully Developed financial support plan for SME's and Start-Ups aligning with government agenda
 - Welcome 'Positive' Thoughts please!!!

Sellafield Ltd Tier 2 Summit

- Socio-economics

- ◉ Expectations from Sellafield Limited
- ◉ Challenges from the SME's and the Tier 2 Spend
- ◉ Workshop benefits of socio-economics and drawbacks of creating new initiatives and steering groups (private sector led)
- ◉ EPI Feedback
- ◉ Parents' Evening (Meeting the SMEs)

EPI Feedback

- Recommendations for best practice in industry
 - SME Engagement Team
 - Monthly Surgery
 - Measure 'accurate' spends on Tier 2
 - Meet the buyer Event – blind date orientated
 - Supplier Portal – Pre-vetting suppliers
 - Simple T & C's
 - More procurement opportunities directly with SME's – leading to 'easier access'
 - Mandatory subcontracting process – To Encourage Tier 2 spend indirectly with SMEs
 - Project bank accounts
 - Improve the accuracy of spend reporting and the value added

SME Action Plan(s)

- ◉ 12 – 18 Months of Planning
- ◉ Nuclear Industry slow to respond or execute?
- ◉ Start of realisation phase
- ◉ Numbers benchmarked – but what's the feel – step change or not?
- ◉ CRED Report
- ◉ Feedback is good to have steering group but feel well....

The Future of SMEs

- Still on government agenda and will be
- Regionalization still key across UK
- SME Agenda / Group – has it made a difference to you – if not why not? Have you been involved? Do you want to be involved? Change required or just implement the action plan?
- What about the future of Tier 2s – Impact consideration?

Thank for Your time!

Questions & Answers ???