



The Supply
Chain Network



Network To Win!

Presentation start
time: 2:30pm



EAST RIDING
OF YORKSHIRE COUNCIL





The Supply
Chain Network

HOUSEKEEPING



Mute



Chat



Raise
Hand



The Supply
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MEET THE SPEAKERS

Katheryn Gregory
The Supply Chain Project Manager

Professor Geoff Alston & Prush Ratnatheepan
Aecom



Mark Prior
M Prior Consulting

Jo Crebbin
Honeycomb

Nigel Denison
Gimlet

Tim Sutherland
CATCH UK

AECOM Imagine it.
Delivered.

HONEYCOMB
CONSULTING

GIMLET ASSOCIATES
BID & TENDER SUPPORT SPECIALISTS

CATCH



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THE SUPPLY CHAIN NETWORK

Making opportunities visible,
accessible and winnable!





Working with Inward Investment Teams, Key Sector Groups, LEP and Primes

Mapping of Developments and Supply Chain Opportunities

- Sites, OEM's, Large Organisations (Primes)
- Planned and existing
- Central Depository

Gather Intelligence of OEM's & Suppliers Procurement Processes

- Requirements and standards
- Building relationships with Procurement teams
- Recognising potential collaborations and Joint Ventures

Offering a Direct Supply Chain Service

- To strengthen regional Supply Chains
- Enhance local business engagement



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Identifying, Informing and Supporting Regional Businesses to be Supply Chain ready to access Opportunities





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Map of Opportunities

- Showcasing the Regions Opportunities
- Development Sites, OEM's, Large Organisations (Primes)
- Basic details to encourage access to Support Services
- Enhance Local Business Engagement

Supplier Directory

- Development of the Supplier resource
- Showcasing Local, Regional and National Businesses
- Incorporating Categories from LEP Key Sectors
- Template to include Key Requirements such as Accreditations





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Business Support

Ongoing Information

Sector News Round Up

Email Alerts

Map of Opportunities

Review / Diagnostic

Initial Assessment of the SME (Products,
Services,

Market, customers, financial position)

Review their Sector and Supply Chain
Knowledge

and identify Barriers to Supply Chain Access





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Business Support

Specialist Support

Access to sector Specialists and development
of sector resources

Workshop / Events

Raise Understanding and Aspirations

Knowledge of Procurement Processes

Networking, Collaborations and Joint
Ventures

Grants / Financial Assistance

To Support Procurement Compliance

Help bridge Barriers to Opportunities





Ongoing Development - The Supply Chain Network Website

Resource Portal

- Development of a comprehensive portal containing a wealth of articles, opinion pieces and guides
- Creating a new link on the website (work in progress)

Events listings

- Showcasing the forthcoming events in the Region
- Creating a new link on the website (work in progress)

Specialist Support

- Working with key sector Specialists in the Region to feed into
- the Resource Portal and the News Round Up publication



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Network To Win!

Introducing:

Aecom – Ports & Logistics

Professor Geoff Clarke

Mr Prush Ratnatheepan



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Overview

1. *Introduction*
2. *Why AECOM is working with TSCN*
3. *Overview of AECOM and TSCN Partnership*
4. *AECOM Programme Of Support: Two Main Channels*
5. *Previous AECOM Webinars*
6. *How AECOM can help*







1. AECOM Freight and Logistics Team

The Freight and Logistics team have significant experience of:

- Ports and logistics
- Developing comprehensive Freight Strategies in the UK and beyond
- Delivering projects for Local Authorities
- Keen to work with smaller private companies



Team Capabilities

 Freight and logistics research	 Supporting transportation by non-road modes	 Freight safety, quality and efficiency programmes
 Freight and logistics master planning	 Freight and logistics infrastructure feasibility and design	 Effective planning for safe and efficient deliveries to sites, premises and developments
 Freight demand forecasting for road, rail and water	 Truck parking solutions	 Carbon emission reduction



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AECOM and TSCN Partnership

AECOM recognises the important role Small to Medium sized enterprises (SMEs) in our economy and believe in contributing to the communities which we work with

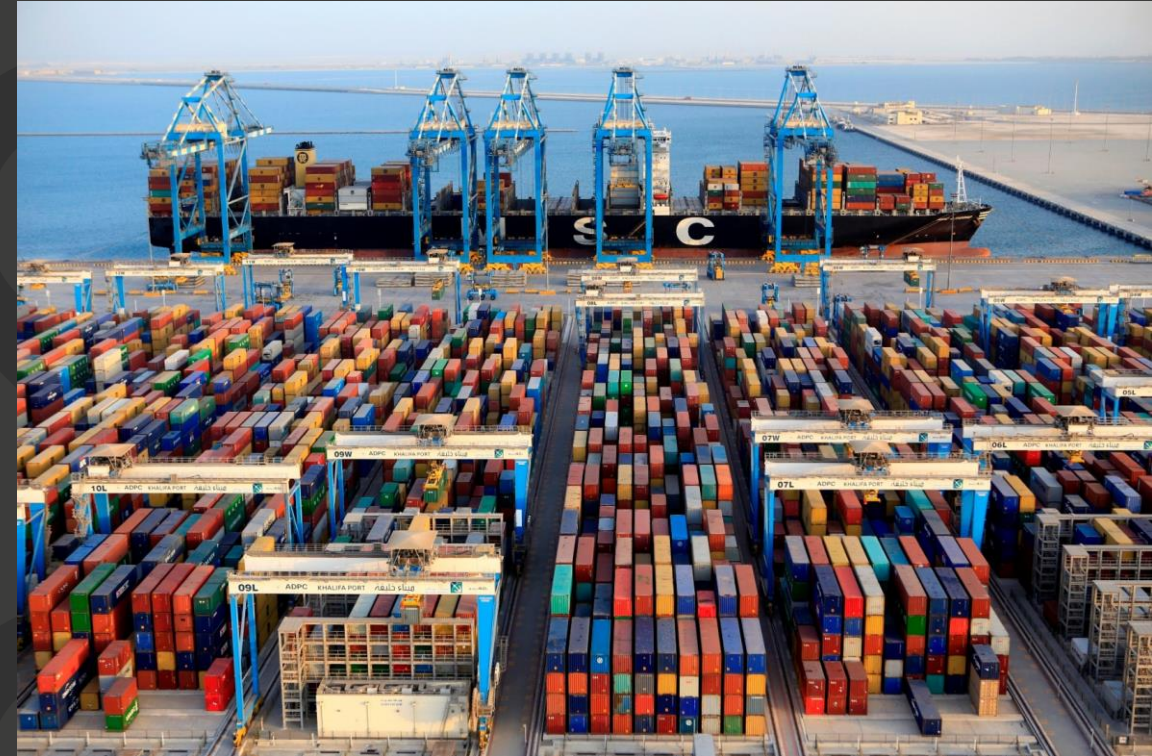


AECOM



2. Why AECOM are working with TSCN

- AECOM has worked with the East riding of Yorkshire council on many commissions over the years:
 - Humber Zero Carbon Capture project
 - Melton Rail Siding Demand Study and Masterplan
 - District Energy Network: Energy Mapping
 - Master Planning & Techno-economic Feasibility study
- AECOM has also worked within the Yorkshire Region:
 - City of York Council Air Quality Feasibility Study
 - City of York Council Freight Strategy





3. Overview of AECOM and TSCN partnership

- Since January 2021 AECOM's Port and Logistics sector specialists have used their industry expertise, know how and industry contacts to help TSCN members:

Increasing their key
sector knowledge

Increase and identify
opportunities





4. AECOM Programme Of Support: Two Main Channels

1) Industry news and information:

- Monitoring and reporting on Ports and Logistics sector activity
- Monthly industry updates:
 - News stories
 - Updates on sector content for the TSCN portal
 - Tender opportunities for local and regional SME's
- Identifying opportunities for collaboration between SME's and organisations who are seeking partnership





4. AECOM Programme Of Support: Two Main Channels

2) Yorkshire and Humber Ports and Logistics Small and Medium Enterprise (SME) Online Webinars, which provides TSCN members with the opportunity to:

Hear from industry
on latest
developments within
Ports and Logistics

Showcase a range of
sector projects and
ideas

Understand key
sector opportunities

Discuss and
understand industry-
specific challenges or
issues

Help build SME
sector growth

Build relationships
with strategic
partners

Increase
communications
between SMEs and
Industry

Share knowledge and
best practice

Provide an
opportunity to
showcase SME
business capabilities

Help build industry
networks



5. TSCN Webinars to date

1) Long-distance Freight: The Impact of Brexit

- Webinars focused on issues to:
 - Gain valuable insight into the impact of Brexit on a Yorkshire Haulier
 - Understand how services through Humber Ports could help their business
 - Learn more about the latest changes on the RoRo (Roll on Roll Off) freight market
- Speakers included:
 - Brian Yeardley Continental Ltd
 - DFDS Seaways
 - PRB Associates Limited





5. TSCN Webinars to date

2) Warehousing

- The webinar included sessions on:
 - Market trends for warehousing
 - Practical advice for those using warehousing on pre-lease due diligence, schedules of condition and end of lease dilapidations
 - The difficulties associated with Covid-19 and Brexit and the effect on warehousing operations

- Speakers included:

- Savills



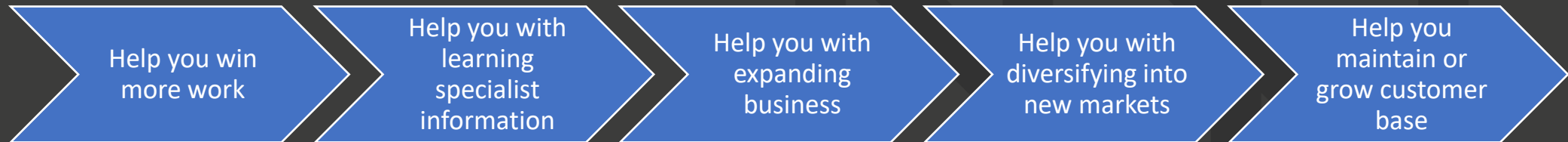
- AECOM Building Surveying services





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6. How AECOM can help:



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Introducing:

M Prior Consulting - Aviation

Mark Prior



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Aviation

The Yorkshire and Humber Region has a rich aviation history

- *Sir George Cayley's glider flew in 1849*
- *Amy Johnson*
- *Sir Barnes Wallis*
- *Airships at RAF Howden*
- *Blackburn Aeroplane and Motor Company*
- *Wartime bomber bases*
- *RAF operational and training bases*





Aviation Today

- *Component manufacturing*
- *Airports and air transport*
- *Training*
- *Search and Rescue bases*
- *Unmanned Aerial Vehicles (Drones)*
- *Helicopter oil and gas operations*
- *Support for offshore renewables*

Government Target - 40 GW of offshore wind by 2030

Hornsea One – 1.2 GW

Hornsea Two – 1.4 GW

Hornsea Three- 2.4 GW

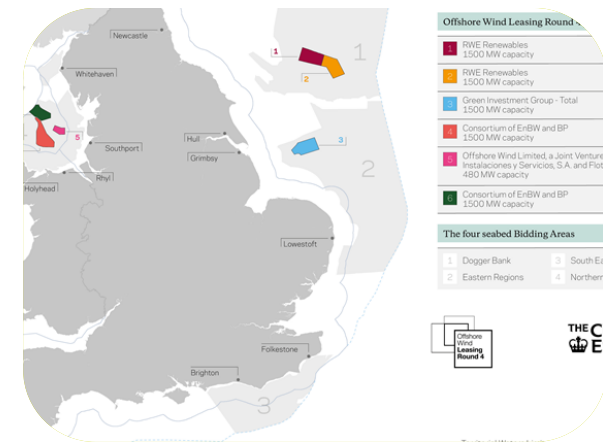
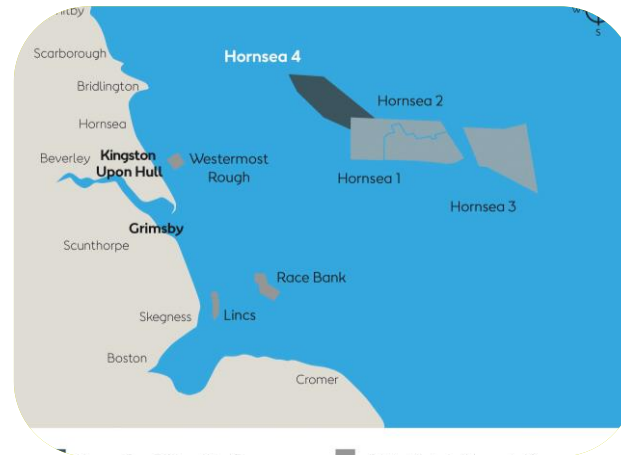
Hornsea Four

Westernmost Rough – 210 MW

Dogger Bank – 3 x 1.2 GW

Sofia - 1.4 GW

Round Four Windfarms





What about aviation?

Some wind farm operators are planning to rely on Service Operation Vessels (SOVs) but these have limitations

Helicopters will still be required for the urgent transfer of people and freight

Helicopters, with aeroplane support, will be required for emergency cover

UAVs (drones) will have a role in inspecting turbines and delivering freight

Survival training will be required for all offshore workers





Aviation Supply Chain

- *Commercial Air Transport Helicopters*
- *SAR Helicopters and Aeroplanes*
- *Unmanned Aerial Systems*
- *Engineering Support*
- *Airfields*
- *Fuel*
- *Training*
- *Logistic Support*



Supply Chain Portals

- Sofia (RWE Dogger Bank) - <https://sofiawindfarm.com/supplier-portal/>
- Dogger Bank (SSE, Equinor and Eni) - <https://doggerbank.com/supply-chain/supplier-registration/>
- Hornsea One to Four - <https://orsted.com/en/about-us/suppliers>

Questions





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Introducing:

Honeycomb - Food

Jo Crebbin



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About me

- *Total foodie with over 30 years experience in the food industry and retailing*
- *After university, started career with Unilever, travelled the world auditing own label suppliers for Sainsburys*
- *Technical Director for branded & own label independent food business in North Yorkshire*
- *Operations Director leading the Craft Bakery, development and online teams at Bettys, followed by role as Change Director leading on business improvement project for 15 years*
- *Founded own consultancy in 2018 working with small and medium sized businesses in the region.*
- *Associate lecturer at Leeds Business School, mentor for Help to Grow programme & non exec on Business Board at LEP*



Why I work with SCN ?

- *Wealth of food experience*
- *Passionate about working with food business owners to help them realise their business potential*
- *Ability to offer consultancy approach and share my knowledge through advice to members*
- *Depth & breadth of the Food & Drink scene in the region coupled with natural resources*



90 day plan for your food business

- *Start with overall goals –*
- *What do you want to achieve in the next year?*
- *distil down into top priorities – name the top 3*
- *Think about next 3 months*
- *Realistic about resources & other constraints*
- *Think of 1 action per week for the priorities that even if did this one step moving in right direction & seeing progress*
- *What are the enablers, challenges & risks?*
- *Monitor & review each week*



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Introducing:

Gimlet – Public Procurement

Nigel Denison (& Kate
Skillman)



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About Gimlet Associates Limited

- *Gimlet Associates Limited are bid and tender support specialists*
- *We are a small specialist bid consultancy with years of experience in bids and tenders*
- *We help businesses of all sizes across different sectors win public sector tenders*
- *We deliver services across all elements of the bid and tender process including:*
 - *Bid preparation*
 - *Bid writing*
 - *Bid management*
 - *Response reviews and fine-tuning of bids to raise marks at evaluation*
 - *Bid skills training, development and mentoring*
 - *Advice and guidance*



Why is Gimlet working with The Supply Chain Network?

We can...

- *Provide businesses with the knowledge and expertise about tenders to support business' growth plans.*
- *Help businesses become more aware of where to look for opportunities, and how to build a tender pipeline.*
- *Support small businesses by helping them to produce tenders that put them in the best position to win the contract they're after.*
- *Help businesses develop skills that improve their chances of winning.*
- *Help businesses understand how to organise themselves to improve their chances of winning contracts*

We have extensive experience of providing bid support to SMEs and larger businesses and have a good track record of achieving bid wins with these businesses.

Gimlet's online bid training and workshops

- *Gimlet has run a series of free online workshops for regional businesses for The Supply Chain Network*
- *Workshops are a good introduction for businesses considering whether to bid and for businesses who might want a refresher*
- *We can answer your questions about bidding at the workshops*
- **Come along to our next Bid Workshop on Tuesday 16th November – register via The Supply Chain Network website.**

Resources provided by Gimlet

Gimlet provides monthly news, blogs and articles for The Supply Chain Network Resource portal:

- *Information about different aspects of bidding, including skills tips to raise your marks in tenders*
- *Selected regional public sector opportunities every month for the Opportunities Map*
- *News about regional contracts awarded*
- *News about future market opportunities and public sector market engagement*



Gimlet - Top tips for successful bidding

- Register for Contracts Finder to receive free information about public sector opportunities (www.gov.uk/contracts-finder)
- 'Get your ducks in a row' – prepare for bids BEFORE they come out
- Always make a bid/no bid decision - weigh up whether the bid is for you or not
- If in doubt, ask the buyer a clarification question
- Don't delay or waste time during the tender's timeline
- Answer the question asked in the tender!!



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Introducing:

*CATCH UK – Manufacturing &
Engineering / Energy &
Renewables*

Tim Sutherland



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Tim Sutherland
MIMMM

CATCH Associate

Energy & Renewables

- Innovation Specialist
- Concept to Close
- Clean Growth
- Public & Private
- Project Manager

Engineering & Manufacturing

- Manufacturing Engineer
- Multiple Heavy Industries
- Lean Enterprise
- Black Belt Six Sigma



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Introduction

- *CATCH is an industry membership, & not-for-profit, training facility*
- *We're based in Stallingborough, Northeast Lincolnshire*
- *We specialises in training for the process, energy, engineering & renewables sectors*



Introduction

- *We are led by our industrial membership*
- *A community knowledge hub for national and regional industries*
- *Delivering national skills and training excellence*
- *Unique national training facilities, designed for workforce & apprenticeships*
- *Industrial knowledge and leadership networks*



Introduction



V Net Zero



ZERO CARBON
HUMBER



HUMBERZERO



GIGASTACK



How are we supporting the network?



Sector specialist support

Energy & Renewables



CO2 POLICY
HUMBER OUTLOOK

STRUCTURING
PLANS

CO2 &
PROCUREMENT

ELECTRICITY
BASICS

ENVIRONMENTAL
PERMITTING

ENERGY
RESILIENCE

Engineering & Manufacturing



COMAH

LEAN ENTERPRISE

INCIDENTS & RISK

BIDDING &
COMPLIANCE

RESOURCE
EFFICIENCY

SKILLS & TRAINING

 *Delivered*

 *Pending*

Energy Costs & Resilience

- *At a time of record gas prices and the energy price cap rising, energy costs & potential savings are more important than ever for SMEs.*
- *New data reveals that 30% of UK SMEs spend between £3,000 and £3,999 on annual energy bills, while almost a quarter (24%) spend over £4,000 annually.*
- *Average annual spend on energy bills is **highest** among businesses based in **Yorkshire and the Humber**, at over £5,000 per year.*

Energy bill spend	% of businesses
£5,000+	1%
£4,000-5,000	22%
£3,000-3,999	30%
£2,000-2,999	21%
£1,000-1,999	20%
Less than £1,000	3%
I don't know	3%

- *High energy costs can affect the long-term operation of a business too, according to SME owners. **70% believe that the cost of their energy bill impacts the growth of their business***

Energy Costs & Resilience

- **50%** of SME business owners agreed that they could improve on the energy efficiency measures they currently have in place
- Fortunately, **72%** of small business owners are currently adopting energy efficiency measures (Savings ranging from £1k to £3k per annum)
- **31%** of business owners do not have enough time to dedicate to enforcing more sustainable measures
- **24%** of business owners said they were not in a financial position to consider further energy saving efforts
- **31%** of SME owners said they don't have enough information on the potential measures they could take
- **37%** of small business owners have said they are unaware of the support they're entitled to from the government

Summary

- *CATCH has a strong historical presence with regional industry*
- *Our core services are in knowledge transfer and skills development*
- *The support services we are offering to regional SMEs are designed to assist you with:*
 - *enhancing technical insights*
 - *providing 'how to' guidance*
 - *developing systems which allow you to compete in our fast- moving region*
- *The Supply Chain Network is a service & resource designed for you, so get the most from it!*



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THE SUPPLY CHAIN NETWORK

Next Events:

- 16th November - Q&A Session with *Gimlet Associates* (Virtual event)
- 25th November – H2H Supplier Event @ *Aura Innovation Centre* (In person or Virtual)
- 26th November – H2H Supplier Event @ *CATCH UK* (In person)
- Food Q&A with *Honeycomb* – Date TBC
- Aviation in Logistics with *M Prior Consulting* & *Aecom* – Date TBC