



How to break into the energy supply chain

The energy sector's supply chain is vast, spanning numerous energy sources such as nuclear and natural gasses to renewable energies such as wind, water, solar and even hydrogen. There's plenty of opportunity for forward-thinking businesses – but it's a highly competitive marketplace. So, if you're a business looking to enter the energy supply chain, what do you need to know?

Understand the market you're operating in

It sounds like an obvious point, but make sure you do your research and have detailed, working knowledge of the sector you wish to operate in. Try to keep up to date with industry news related to your business offering and ensure that you are represented at conferences and events that are taking place in the region, even if you are simply attending as an individual delegate. As well as expanding your knowledge, conferences and events are an excellent opportunity to network with new contacts. If you have specialist knowledge or an innovative offer, establishing yourself as an industry expert could lead to future speaker opportunities.

Corporate Social Responsibility (CSR) should be a key focus for your business

CSR is not just about our employees, although very important, it's also about a company being socially accountable for itself and stakeholders. At The Supply Chain Network, we've found that employees and customers – especially those operating within the renewables sector – are increasingly prioritising working for and spending money with businesses that incorporate CSR into their business practices.

Ensure you have the right accreditations

Accreditation plays a vital role in reassuring your customers that you can deliver the work you secure to the highest standards, every time. You'll need different accreditations depending on which area of the energy supply chain you're operating in so it's worth speaking to The Supply Chain Network to find out more and to make sure your business is also protected with the right accreditations (such as Safety -- OHSAS 18001).

Know the key questions to ask of yourself and your business

There are five things that businesses operating in any supply chain should keep front of mind. We call them the basics: Quality, Quantity, Price, Delivery, Service.

- What does the quality of your products or services say to your customers?
- Is the quantity of what you're offering in-line with the price you've set for it?
- How does the price of what you're offering affect your operating costs and profit?



The Supply Chain Network – Making Opportunities, Visible, Accessible and Winnable!

- Can you deliver what you promise? Never overpromise. For example, consider the logistics of working with larger suppliers and the necessary scale-up that might be involved.
- How well do you take care of your customers and what kind of service can they expect? What would your customers say about you?

Make sure you have a good understanding of the fundamentals of your customers' needs so that you can always deliver against them with a service that will make them want to work with you again.

Utilise online supply chain opportunities

Web-based supplier registration and pre-qualification systems are increasingly prevalent in tender processes because they help to reduce inefficiencies and match the most compatible businesses. With this in mind, it's important for you to know how to present your business on platforms such as these.

Seek advice on making sure your digital assets and marketing materials reflect your business and services well, in a format that is easy to upload and shows you at your best.

Stay up to date with the opportunities that are available via [The Supply Chain Network Opportunities Map](#) or contact your dedicated Business Advisor.