

Supply Chain Readiness Network

supporting and stimulating the local economy

Supply Chain Readiness Networks (SCRNs) open up new possibilities for engaging local businesses with public sector supply chain activities. The incentive created by work opportunities drives business improvement, competitive tendering and the retention of trade in the local economy.

SCRNs demonstrate support for local businesses, schools / individuals, community engagement and leadership, PR opportunities, partnering, reduced carbon footprint, and increased employer investment in skills and training - an enhanced local multiplier.

Public sector procurers are increasingly being asked to change the way they operate in order to make efficiency gains whilst improving services to the communities they serve and represent.

SCR networks provide a proven innovative and inexpensive model that can support many of the local objectives whilst delivering benefits across the Local Authority remit – and providing a practical and understandable platform to support public sector procurement partnering.

Existing Local Authority **SCRNs** include joint ventures between County, City and District / Borough Councils as well as other public sector procurers such as the Police, Fire & Rescue as well as Main / Framework suppliers and partners.

The **SCRN** environment facilitates partnership and resource-sharing between diverse local public sector procurers and / or between adjacent authorities in order to support partnering objectives. To further broaden the scope of potential engagement and economic benefits for local businesses and communities the platform can also readily accommodate private sector partners as network buyers.

SCRNs provide the perfect platform for new public sector procurement partnerships and deliver high levels of meaningful local business and community engagement in the process.

In order to keep costs down and to avoid reinventing the wheel, **SCRN** project managers engage and utilise existing Local Authority and partner initiatives and resources wherever possible.

We recognise that Officers already have a “day job” so the model ensures that the client Authority is firmly in the driving seat whilst keeping the demand on resources down to the minimum required for the effective running of the network.

By developing a portal that will provide a focus for local businesses across key sectors and subsectors with cross sector interaction, the following is created:

- ▶ An understanding of the business drivers, a clear link between the anticipated skills demand and a strong local supplier base gearing up to fill the skills gap.
- ▶ A transparent customer journey for local people and businesses seeking to be part of the local economy with ready access to all available support.
- ▶ A comprehensive and coherent forum where local firms, training providers, business support organisations, members of the public, council departments, schools and network buyers are all incentivised to engage, where the transactional relationships between them are carefully managed in a secure and constructive manner.

Case Study: NR11 Groundworks

“I never thought my company would be able to get council work - but through Build Norfolk I have been able to grow my business from 1 to 14 staff in just three years - we are diversifying and growing rapidly thanks to the work we got through the network and the business development help we received from Business Link.

I have also just taken on my first apprentice, a school leaver I met at the first Build Norfolk careers event.”

To help smaller supply chain businesses respond to work opportunities, **SCRNs** provide an understanding of how they can benefit identifies the work streams that will enable them to adapt and grow and gives clarification of the capabilities they will need to have.

The **SCRN** model can be used to provide visibility of the work opportunities, the entry criteria and the support available. This in turn provides the incentive for businesses to increase their capacity through up-skilling and taking on new staff in order to be able to benefit from the new opportunities.



SCRNs typically engage a broad partner base including various departments within the Local Authority client, contractors, business support organisations and others as agreed. There are wins for all partner groups.

For local businesses:

- ▶ A free online “shop window”.
- ▶ Clear guidance on how to get work including the chance to discuss options with main contractors face-to-face.
- ▶ Tracked business support.
- ▶ Easy access to apprentices, networking opportunities, and the chance to develop their own supply chains and much more.

For contractors:

- ▶ Simplified access to a substantially increased local resource of competent and qualified local businesses to choose from.
- ▶ Demonstration of purposeful CSR.
- ▶ PR opportunities and a better working relationship with Clients and other contractors.

Contractors working with existing **SCR** networks discover local suppliers, meet the economic development objectives of public sector clients and demonstrate community investment through support for local businesses.

For business support partners:

- ▶ Substantial referrals from the networks and significant economic development outputs.

Through referrals from both events and the network website to business support partners, **SCRNs** facilitate an increased penetration of hard to reach sectors and communities.

Supporting opportunities for employment:

Through tailored interactive events young people, schools, careers advisors and NEETs get fully risk assessed “hands-on” experience of a wide range of trades and professions, guidance and information from people who do the job on a day-to-day basis, contacts, and work experience / apprenticeship opportunities.

SCRNs are unlike standard supply chain development tools as they are more holistic in terms of supporting Local Authority objectives.

Cost options:

We appreciate that funding is potentially an obstacle.

Various pricing models are available dependent on your functional requirements, in-house capacity and resources.

Contact us to discuss the range of options.

The **SCRN** partnering platform has been especially designed to provide public sector clients with a means of maximising the use of existing resources to have a significant impact on the growth and development of the local economy.

Using planned capital and maintenance spend to stimulate the local economy, **SCRNs** support a broad range of Local Authority objectives.

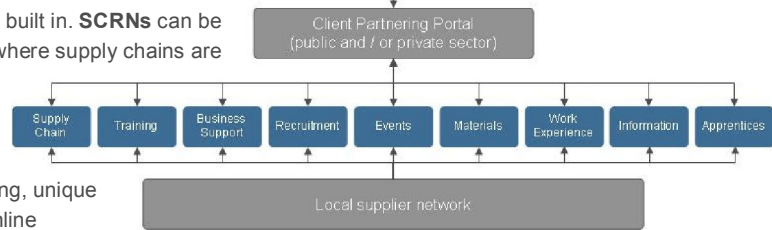
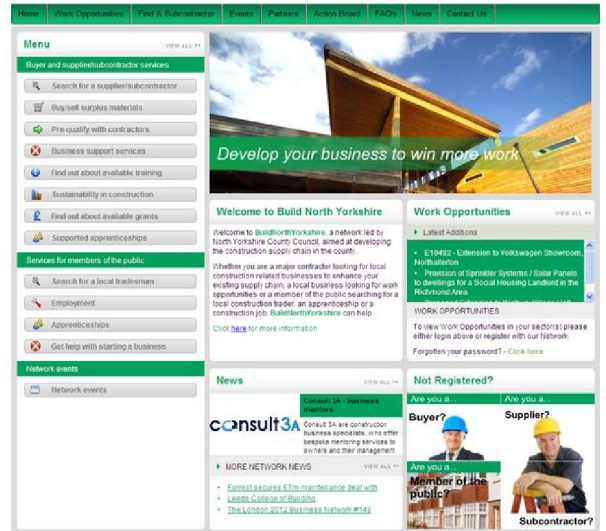
The model provides simplified access to real work opportunities for local businesses with business support and development interventions built in. **SCRNs** can be established in any sector where supply chains are a core industry feature.

SCRNs employ a proven methodology - delivered through facilitated partnering, unique face-to-face events and online services - that reach, influence and support SME supply chain development. Existing resources and initiatives are engaged to minimise cost, avoid duplication and enhance delivery of key objectives.

Recent investment in **SCRN** technology has provided a route to engagement for schools and managed public access to member firms. Other benefits include the resultant careers awareness activities, employment opportunities, apprenticeship and work experience placements.

The underpinning flexible networking methodology facilitates:

- ▶ Multiple sector collaboration.
- ▶ Multiple client / partner collaboration via network families.
- ▶ Multiple user types (buyers, suppliers and aspirant suppliers, business support organisations and accreditation bodies, colleges and training providers, schools and members of the public) in order to deliver greater economies of scale.



The SCRN model is different because:

- ▶ It supports a raft of Local Authority Client objectives and provides visibility down the supply chain.
- ▶ It is inclusive and attracts a wide range of local firms of all sizes and competences, not just the usual suspects and early adopters.
- ▶ It provides a unified local resource that can be accessed by all public sector partners and their contractors.
- ▶ It utilises existing planned spend and resources to minimise cost and further economies of scale can be achieved through public sector partnering.
- ▶ All partners benefit.
- ▶ It creates a network environment wherein business drivers and opportunities are employed to generate a culture of learning, business improvement, meaningful partnering and community engagement.
- ▶ **SCRNs** do not affect the processes of selecting main contractors and accrediting suppliers - they support whatever existing arrangements the Public Sector Procurer has in place.
- ▶ Local firms get every opportunity to access work they wouldn't otherwise be able to and there is no cost to them.