

SME Steering Group - Scotland

Meeting 10 – 16,11.16 Scottish Enterprise Offices, Glasgow, Scotland

MINUTES

Attendees

SMEs: Chair: Bob McKee (BMck), McKillop Engineering & Projects David Cairney (DC) Fluidic Wendy Pring (WP) KCP Ltd John Curran (JC) Soilutions	Tier 2s: David Craig (DC) Nuvia
SLCs: Stephen Adamson (SA) DSRL	Support Organisations: Louisa MacDonnel (LMac) Scottish Enterprise
Apologies: Keith Muir (KM) Highlands & Island Enterprise Shaun McLaughlin (SM) McLaughlin Construction Andrew Boddice (AB) Imenco Ltd	NDA: Pippa Kelly (PK) Sam Dancy (SD) Ron Gorham (RG) NDA Stephen Sutherland (SS) JGC Engineering Angela Ramsay (AR) Nuclear Project Associates

1. Welcome and Introductions

Apologies were given from the above members and an introduction to those present for the benefit of Stephen Adamson who is the new Commercial Director for DSRL.

2. NDA Update – SD

Magnox continue with the consolidation programme with Andrew New as the Head of Procurement and Supply Chain. Most of the procurement procedures and strategy have re-evaluated and a revised procurement plan has been published – available on Magnox website. Increased emphasis on Category Management and an improved understanding of the market. Sellafield work is increasingly on high hazard waste removal, with increased schedule driven focus. Less spend than hoped on the decommissioning frameworks. SME friendly procurements being offered through a specially devised procurement plan and through local events such as ‘Opening the door’ held in the spring.

LLWR have continued to offer a high level of SME spend and have launched the Business Services Marketplace for increased visibility of work to local and regional suppliers, particularly SMEs. 104 Suppliers have registered of which 57% are SMEs. This scheme is a pilot and if successful may be adopted by the other SLCs.

SME spend currently running at approx. 19% across the estate. The data continues to be scrutinised and has caused a decrease in the %, however we are now more confident of their accuracy. Government targets will be challenging to meet.

UK Growth & Skills agenda is looking at 4 current projects on sites to assess their current position and use this as a bench mark for achieving the targets required. All contracts over £10m will be subject to the SME and Skills & Growth Agendas.

NDA have promoted the use of CTM (Contract Tender management) system used within the NDA Estate to advertise opportunities, to be used by the Tier2 supply chain. 4 companies (incl Nuvia) have offered to pilot the scheme from 2017 and it is hoped many more will join shortly. This will increase visibility of opportunities further down the supply chain in one location.

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3. National SME SG Meeting & Chairmans meetings

Juliet Frost presented analysis of the supply chain spend across the Estate and plans were announced to work on benchmarking across other Government departments and categories of suppliers to gain an insight into best practice. JF has since left the NDA and this will be held until a replacement is in place. Conclusions made from the statistics shown have not been verified and would require further investigation before they could be confirmed.

4. Dounreay Update - SA

Stephen has joined as Head of Commercial at Dounreay from Cavendish, part of the Parent Body Organisation. Historically Dounreay used many Framework contracts and whilst some will continue as they encourage long term confidence, the number of suppliers in future frameworks will be increased from 3 to 6. SA is promoting the use of alternative and simplified routes to the market within the public procurement regulation guidelines. There is also a planned change in emphasis with procurement being programme rather than procurement led and to facilitate this an additional 2 members of commercial staff are being recruited along with another new member of the team, Jane MacKenzie, who will be focusing on developing the supply chain over the next 12/18mths, including looking at the possibilities of using the BSM developed by LLWR. DSRL are attending a meet the buyer event at Dunblane on 17th November. DSRL will be updating their procurement plan shortly but this will not be possible until finalisation of the forward strategy with NDA.

A request was made to consider having a 'Caithness corridor' or similar regional areas within the NDA supply chain event next year.

5. Scottish Enterprise – LM

The Nuclear Supply Chain (NSC 2) is being monitored as it has been very successful and discussions are under way on next steps. Statistics of how many companies have been helped, employment safeguarded etc will be produced by the TWI within the next week. Scottish Enterprise will now be considering whether there is a need for another similar programme or perhaps to try a different approach.

A potential opportunity is being developed for companies interested in working with the Japanese on their nuclear decommissioning this spring. DIT (Department for International Trade) are working on inviting a Japanese Trade and Industry delegation to visit Dounreay, an offer of support has come from Highlands and Islands Enterprise.

Action : SD to ensure John Mathieson, NDA and INS are aware of the visit of Japanese.

Scottish Enterprise have been working on a document to support bid writing for suppliers.

Action : LM to send a copy to PK for possible distribution/use with SMEs in other regions

Scottish Enterprise are working on an alternative support for Scottish companies to the Fit 4 Nuclear programme that was produced by the NAMRC. Potentially SMAS (Scottish Manufacturing Advisory Service) will run the project and Scottish Enterprise are sharing learning with their colleagues in Welsh Government.

6. Future of SME Steering Group meetings

The groups were founded 3 years ago, the meetings have evolved and it is necessary to ensure that they continue to be of benefit to those who attend and the wider communities they represent. When asked of the benefits, the SMEs who were at the meeting gave various

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responses – expectations that it would bring more leads for work, change the landscape for small suppliers, change the cost of decommissioning by using smaller companies. NDA and the SLCs recognise that the meetings are useful to have a direct interface with the SME community however the SMEs in the room did not appear to feel the benefits. Focus of the group's concerns is increasingly on Sellafield and Magnox rather than Dounreay.

Action : SA suggested that both the SSA representative and Martin Chown from SL would be beneficial to attend a meeting – PK/SA to invite to future meeting.

7. AOB

Adrian Peckitt (Nuvia) has offered to present the Sellafield Tier2 governance group to the next meeting – PK to confirm details.

Next meeting dates to be confirmed by Doodle - PK