



# **Small-Medium Enterprises Strategy**

2023-2026



# Small-Medium Enterprise Plan

## moving forward

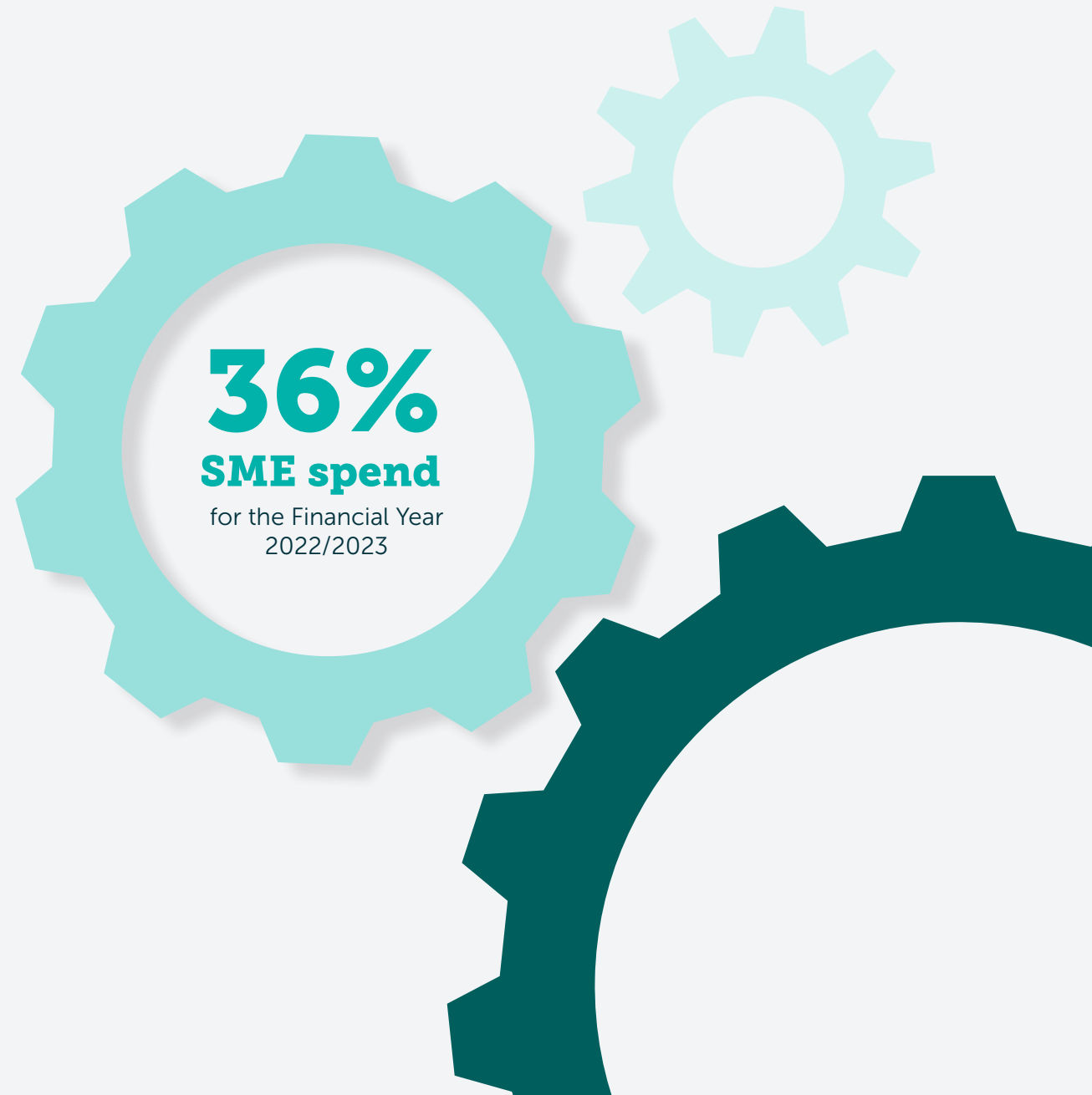
**Balanced approach – revealing all the best practices, encouraging further support to the small-medium enterprises (SMEs).**

SME Agenda is a UK nationwide initiative to support the SME community. The importance of this initiative relies on all these best practices that tangibly support the SME community through committed and consistent actions.

Sellafield Ltd have built a new plan to allow us to monitor and control our direct and indirect spend with the SME community, providing accurate information through an efficient and transparent process.

More importantly, this plan, endorsed by Sellafield Ltd's Executive Committee and the Nuclear Decommissioning Authority, is supported by our supply chain and our commercial and project teams, all these areas contribute to this goal. This one team approach delivered a 36% SME spend for the Financial Year 2022/2023, following a 34% for the Financial Year 2021/2022.

Moreover, it created trust among all parties involved and an enthusiasm, for more to be involved, increasing the suppliers participating in this program from approximately 30 to 80 for the Financial Year 2023/24.



# Next Steps...



Build a portfolio of success stories



Establish a balanced approach for companies unable to have direct spend



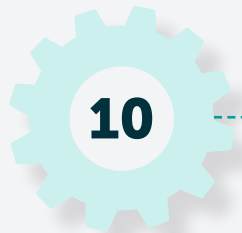
Establish a communication platform to foster interaction and progress



Continual improvement and effective communication with the supply chain



Ensure alignment with sustainability principles



Offer companies the opportunity to share their SME programs and the impact they have made



Focus on sustainable growth and enhanced competitiveness for SMEs



Conduct meticulous assessments on a case-by-case basis



Embark on a phase to revisit and enhance the fundamental principles of the SME Agenda



Provide upskilling support to facilitate collaboration with Sellafield Ltd and other industry entities

# The United Nations approach

## SME engagement in sustainability – complex challenges and mixed tracked record

**“SMEs are the engine of private sector growth, both in developing and developed economies, and are critical to the fulfilment of the Global Goals. Their per capita contribution may be smaller than that of larger firms, but the cumulative impact of SMEs is significant.”**

Globally, SMEs account for 90% of businesses and 50% of total employment:

1. with formal firms constituting 40% of GDP in emerging economies.
2. The International Labour Organization (ILO) reports that in developing economies, seven out of 10 jobs are created by SMEs.

Their most prominent impact is felt on sustainable growth and employment (Sustainable Development Goal 8) and sustainable industrialization and innovation (Sustainable Development Goal 9), although clear linkages and contributions can be defined across all 17 Sustainable Development Goals.

SMEs are critical to international trade as well – even when they are not directly involved, they supply valuable goods and services across global and regional value chains serving as a ‘glue’. This footprint makes them important stakeholders in the success and failures of national and regional sustainability agendas.



# Principles



## **Improve Supply Chain Experience**

Positive and proactive engagement with the supply chain to remove barriers and improve their experience working with Sellafield Ltd, can only be beneficial for both parties for a smooth collaboration. This will help Sellafield Ltd become a customer of choice.



## **Support Sustainable Growth**

Sellafield Ltd is committed to consistently supporting the sustainable growth of the SME community.

This will be secured by continuous engagement with the SMEs, education of our project and procurement teams to identify more opportunities for the SMEs, developing systems and tools to facilitate direct work with Sellafield Ltd, and areas to use their expertise, as part of the innovative solutions required for Sellafield Ltd's purpose delivery.



## **Competitiveness Enabler**

Sellafield Ltd want to ensure that a sufficient mix of SME capabilities are maintained to enable competitiveness to support Sellafield Ltd's delivery. Sellafield Ltd will support synergies among SMEs in relation to more complex procurements.

# Strategy workstreams for SME engagement\*



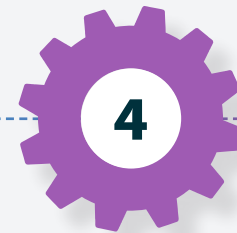
**Enhance Outreach & Onboarding**



**Simple Tailored Programming**



**Supply Chain Impact Pilots**



**Policy/Regulatory Enhancements**



**Enhance Business Opportunities for Responsible SMES**

\* aligned to the UN Global Compact

# Workstream 1

## enhance SME outreach and onboarding

Sellafield Ltd is committed to improving the supply chain experience. As part of this commitment we recently launched the 'Supplier Journey', a guidance tool supporting both new and existing suppliers with useful information for every stage of their interaction with Sellafield Ltd.

Onboarding becomes easier, and the overall experience improves, following a more streamlined approach.



# Workstream 2

## simple tailored programming

This workstream is aimed at bridging the gap between specific programming and content for SMEs at a local and regional level.

In Sellafield Ltd terms, this can be a wide range of knowledge support and upskilling for the SME community, such as sustainability, leadership, entrepreneurship, safety and security, risk assessment, among others.



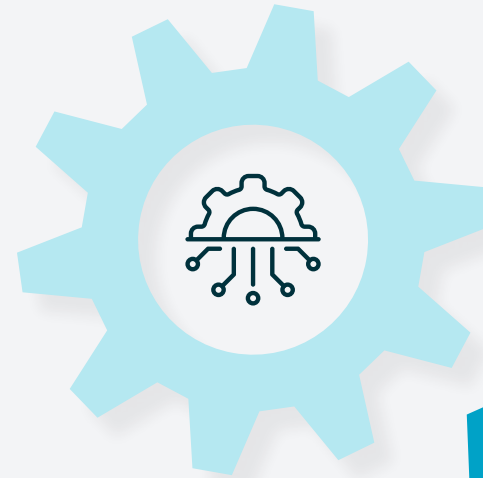


# Workstream 3

## supply chain impact pilots

The third workstream is aimed at engaging with SMEs via regional supply chains of multi-national enterprises (MNE). It constitutes a capacity-building initiative specially tailored to SME suppliers of MNEs.

Sellafield Ltd already have interactions between SME and MNE partners, but the aim is to improve and strengthen these interactions, allowing them to be more meaningful and encourage synergies that will support Sellafield Ltd's purpose delivery via direct and indirect contribution to our goals.



# Workstream 4

## policy and regulatory enhancements

Long-term economic, social and environmental sustainable transformation is only possible once national strategies and regulations as well as operational best practices are developed and then adopted by SMEs via strategic policies and regulatory enhancements.

The UK SME agenda is fundamental for keeping the dialogue open and ensuring we influence our partners and our colleagues to support from their area the SME community.



# Workstream 5

## enhance business opportunities for responsible SMEs

This workstream seeks to expand market opportunities for SMEs which are engaged in responsible and sustainable behaviour via collaboration with direct opportunities to use SMEs' expertise and provide innovative solutions for now and the future, and procurement frameworks.

SMEs can creatively identify solutions covering the gap of the larger organisation and/or procurement frameworks can reward SMEs that are demonstrably engaged in responsible behaviour and sharing of expertise, that may stimulate more SMEs to adopt sustainable and innovative practices.



# Interactions



## Supply Chain Forums

Regular quarterly interactions with specific agenda items.

Participation and support by the subject matter experts across Sellafield Ltd.

“Special editions” support specific requests.



## Bidding for Sellafield

Direct interaction between the supply chain and subject matter experts, discussing how to bid for Sellafield Ltd, covering all the stages of a procurement, and how to work with Sellafield Ltd.



## Market Engagement

Supportive interaction for upcoming procurements.

The strategic feature of market engagement allows the supply chain to better understand the technical requirement while providing Sellafield Ltd the opportunity to cascade important key messages.



## Bulletin

The monthly Supply Chain Bulletin allows Sellafield Ltd and our supply chain partners to share important updates on a regular basis.



## Social Media

Social media support to the Supply Chain Directorate’s activities and announcements.

# Innovation

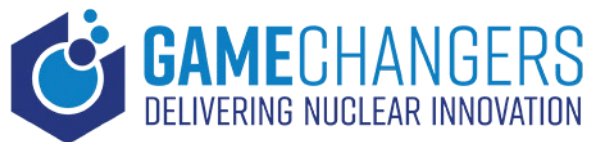
**Sellafield Ltd are reliant on our SME community to bring innovation into the business to help us solve some challenging problems.**

Whilst we are challenge-led, if SMEs think they have an innovative, unique solution which will help us to deliver our mission then drop us a line and ask about our brokerage service.

We use a variety of routes to issue challenges including Knowledge Transfer Network, Innovate UK and Game Changers.

Game Changers is an innovation programme designed to identify and develop cutting-edge technologies that could provide significant advances in the decommissioning of the Sellafield site. A simple and efficient platform which allows any type of organisation to develop a solution to specific challenges. The programme is delivered by the National Nuclear Laboratory (NNL) and FIS360.

<https://www.gamechangers.technology/>



Game Changers work with the challenge owner to identify, articulate and publish specific challenges. Events will be held to support the challenges and invite interest from across industry sectors.



Application and poster presentation submitted.

Each appraised by a review panel from the challenge owner and FIS360.



Applications of tangible interest invited to develop business case and project plan (and possibly technology demonstrations). Up to £10,000 awarded to projects with support of challenge owner.



Outputs of stage 3 reviewed by challenge owners and FIS360 with successful applications awarded proof of concept match-funding. Typically 6-12 month projects and up to £100,000 which is match-funded by the applicant.



Delivery and completion of proof of concept projects with potential support towards a commercial product.

# Get in touch with us...

**How to do business with Sellafield Ltd**

**About Sellafield Ltd:**

We're creating a clean and safe environment for future generations. From cleaning-up the country's highest nuclear risks and hazards to safeguarding nuclear fuel, materials and waste, our work is nationally important.

We do this work on behalf of our owner, the Nuclear Decommissioning Authority. We can't clean up the job on our own. Our teams work hand-in-hand with colleagues from the supply chain. We spend more than half of our annual £2 billion budget bringing in specialists in nuclear, engineering, construction and demolition.

Cleaning up the site will take us more than 100 years, and there is much that we still don't know. Every day we are building greater certainty and we will be the generation that progress in clean.

**Working with us:**

Our Supply Chain is critical to Sellafield in delivering against our mission. We are therefore investing in the relationships with our suppliers, adopting a structured collaborative approach. Our work at Sellafield can only be achieved through strong partnerships with the supply chain.

**The Sellafield Ltd Supply Chain Strategy 2019/20 sets out how we will work with the supply chain to deliver the Sellafield purpose. Sellafield Ltd conducts its commercial activities in line with procurement regulations.**

We do not have a preferred supplier list. Any supplier who meets the stated requirements and criteria of an opportunity can tender. Contract opportunities are awarded through open competition in line with the general European Treaty principles of non-discrimination, equal treatment and

Opportunities are also available for businesses to work indirectly as a subcontractor through our **Prime Partners**.

The Supply Chain Development Team works as the conduit between Sellafield and the supply chain and should be the first point of contact for any enquiries. The team can be contacted on [supply.chain.enquiries@sellafieldsites.com](mailto:supply.chain.enquiries@sellafieldsites.com)

We also use LinkedIn to advertise our engagement days and procurement opportunities. Please make sure to follow us on our LinkedIn page.

**Finding tender opportunities:**

Current opportunities to do business with Sellafield Ltd are advertised on our **Procurement Plan Schedule** which is published every month and sets out our procurement activities for the next 3 - 5 years. These tender dates are subject to change. To bid for these opportunities, you must register on **Amatis** system. Once you are registered on the system, you can use it to manage your tendering activities. The Procurement Plan Schedule also details our awarded tenders that suppliers use to identify relevant opportunities to subcontract with one of our Prime Suppliers.

For details of our prime suppliers who hold large contracts or frameworks with Sellafield Ltd please click the link here.

**Did you know?**

- Sellafield covers 2,000+ miles
- Employs 20,000+ a day 7 days a week, 365 days a year
- It's home to 4 of the biggest nuclear sites and business in Europe
- over 10,000 staff operate the site
- more than 4,000 safety critical events logged and investigated
- we spend £2 billion every year - that's our main source of revenue
- Find out more: [www.gov.uk/sellafield](http://www.gov.uk/sellafield)

**How to do business with Sellafield Ltd**

We advertise our procurement opportunities via:

- Amatis
- HM Government Contracts Finder
- Find a Tender service (subject to public procurement regulations thresholds)

On occasion, we use existing frameworks and DPS (Dynamic Purchase Systems), as appropriate, such as **Cover Commercial Service**

**LINC** Four sites

We are passionate about contributing to the UK SME Agenda and we encourage SMEs at local and regional level to join together to deliver innovative solutions to our business. We recognise that SME Agendas across four financial years is a robust Government initiative and engagement with the SME Community to create viable employment opportunities for businesses is a key objective of our supply chain strategy. We are currently seeking viable employment opportunities for SMEs across the UK.

LINC (Local Industrial Network Collaborative) designed to provide Sellafield Ltd with direct access to a diverse network of SMEs. Sellafield Ltd has a dedicated business partnership of local Medium to Large (MVL) directly with about 100 SMEs, up to a maximum value of £100,000 per annum.

**Useful website links:**

- Sellafield Ltd website
- NDA website
- Contracts Finder
- Supply Chain Strategy
- Procurement Plan Schedule
- Prime Suppliers
- Amatis
- Find a Tender
- Legislation
- Contracts Cdr
- Nuclear In Association
- Blacklist
- Britains E3 Business C

**Sellafield Ltd**

**Supply Chain BULLETIN**

Update on 14th April from Sellafield Ltd

April 2023

**Introduction**  
Susan Lussem  
Chief Supply Chain Officer

Working in partnership with our supply chain, we have performed awards from national and international bodies in the previous financial year however we recognize we wouldn't be successful without a strong supply chain supporting us.

Internally, we are developing 'two for twenty' which is our two-year implementation plan around how we will deliver our enterprise strategy. We look forward to sharing more about how we can at support this in coming months.

Our focus areas moving forward continues to be on the deployment of category management approaches in working with our supply chain, developing and obtaining approval to launch strategic tender opportunities as part of the over-arching acquisition strategy and further enhancing our supplier relationship management approaches.

**Bulletin Relaunch**

The Supply Chain Development team is committed to improving the overall supply chain experience.

We know that the Supply Chain Development team is committed to improving the overall supply chain experience.

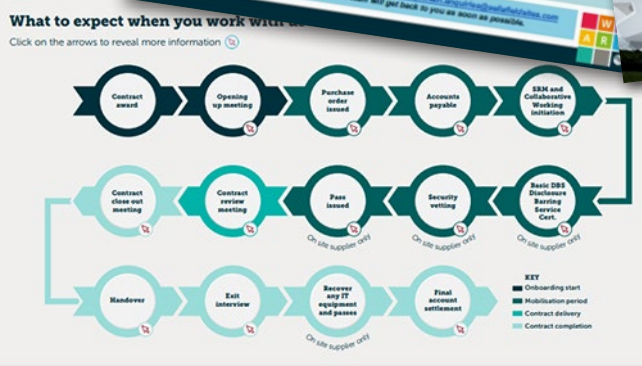
We've loved to hear your views on the relaunch, please get in touch with the team at: [supply.chain.enquiries@sellafieldsites.com](mailto:supply.chain.enquiries@sellafieldsites.com) with any specific queries you may have and one of the team will get back to you as soon as possible.

**SME Agenda**  
Eirini Etoimou  
Head of Corporate Sustainability and Supply Chain Development & Solutions

As we enter the new financial year, I have been reflecting on all that the team has delivered in the previous financial year. We have continued the important work around our SME agenda and updated our supply chain regularly on our progress. We have launched both a new SRM model and our Supplier Journey document, which aims to outline supplier requirements throughout a contract's lifecycle.

Over the previous year, our procurement processes have been streamlined and a new market engagement strategy was launched. Multiple supplier engagement sessions were held, including Supply Chain Forums and bidding for sustainable events. Lastly, we've emphasised the importance of sustainable supply chains and as a result, corporate sustainability was moved into the Supply Chain Directorate. We will endeavour to keep building on work done previously to improve the overall supplier experience even further this year.

Please feel free to contact the Supply Chain Development team at [supply.chain.enquiries@sellafieldsites.com](mailto:supply.chain.enquiries@sellafieldsites.com) with any specific queries you may have and one of the team will get back to you as soon as possible.



**Sellafield Ltd**

**A Supplier Journey**

The business access which makes it easier to phone and featured allowing you from any de

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Email us on [supply.chain.enquiries@sellafieldsites.com](mailto:supply.chain.enquiries@sellafieldsites.com)

Please read our *A Supplier Journey* document for further insight into the supply chain journey with Sellafield Ltd. *A Supplier Journey*

