



UK Atomic Energy Authority

Thank you for your participation in the webinar on the **21st February 2024** under the theme **Fusion Futures: Industry Capability and ITER update**. We appreciate your engagement and valuable contributions.

This document aims to provide clarification and further insights into the topics discussed, ensuring all questions are thoroughly addressed.

If you have any questions, please contact: Enquiries@FusionFutures.ukaea.uk.

Question	Answer
Are you still open for companies to join the "voice of supply chain" group?	An independent representative for this has been appointed. The best way to engage with the fusion supply chain community is to join The Fusion Cluster: Welcome to The Fusion Cluster
Can you go into more detail for the AI capabilities you are looking for?	We are broadly interested in any new technology / concepts in AI that are a benefit to fusion.
What is the intent behind asking for detailed proposals to be submitted and then preventing that same party from bidding for it? Won't that stop innovative companies sharing ideas if they then can't carry out the work?	We welcome input and ideas to maximise the benefits of the programme, and this would not affect a company's ability to bid for work. However, this is not a grant-based programme, and work packages will be subject to procurement mechanisms and regulation. For this reason, it is not possible for a company to write a procurement specification and then bid for it.
How will we have access to apply for the tenders? where can the information be checked?	The procurement pipeline is published here UKAEA Procurement Pipeline - GOV.UK (www.gov.uk) and all tenders will be advertised here Contracts Finder - GOV.UK (www.gov.uk) and here Find high value contracts in the public sector - GOV.UK (www.gov.uk) . Any framework requirements will not be advertised but will be published on the procurement pipeline for transparency.
For the market map of capabilities, what scale of organisations are you looking at? Are you including/interested in micro-enterprises, individual consultants/contractors?	We are interested in hearing from companies of all sizes and are particularly keen to increase the number of SMEs engaged in fusion activities. Hence, the size of a company is not critical but they must have a capability relevant to Fusion.

<p>What is the direct support intended for Fusion Primes (direct fusion research and not only supply chain)?</p>	<p>This programme is to support UK supply chain capability development. The intent is that this includes in-kind contributions from UKAEA to ITER which are procured from the supply chain.</p>
<p>In year 1, will the projects be visible to all or confined to the framework contract holders? Suggest the visibility will be most effective if possible both in terms of enabling collaboration and allowing other contractors to be more ready for Year 2 onwards.</p>	<p>All approved projects will be published on the procurement pipeline for transparency including those that will utilise Framework routes.</p>
<p>Is there an opportunity for us to support your existing framework providers? Can you make an introduction?</p>	<p>Depending on the framework route, contractors will have sub-contractors assigned, any new tier 2 suppliers would need to be assessed, and approved by UKAEA.</p>
<p>You're not likely to tender for my companies' services directly. it's there a supplier forum to network with online and connect with?</p>	<p>You could join Fusion clusters both UK and International, also there is the industry directory (details below) where you can share your organisation's capabilities with potential collaborators.</p>
<p>SME's need to focus on more near term activities, as opposed to longer term, is there a possibility to have a "game changers" style small funding pot to act as an open call for SMEs to undertake desktop projects looking to take major steps forward? I appreciate this is outside the current FW's.</p>	<p>The Fusion Industry Programme Challenge Scheme (https://ccfe.ukaea.uk/programmes/fusion-industry-programme/) awards SBRI grants relating to specific technical challenges.</p>

Supplier's Resources

We have a range of resources to keep the supply chain up to date with upcoming activities/ opportunities and ways to engage with UKAEA. Please find the details below:

- All UKAEA tenders are published through **EU Supply** to Contracts Finder or Find a tender. The Suppliers can set up alerts based off CPV (Common Procurement Vocabulary) codes so you will be notified when we publish a tender on those CPV codes. To register for EU Supply, you can follow this link <https://uk.eu-supply.com/login.asp?B=UK>.
- We also have our **Procurement Pipeline** list on the Gov Website: <https://www.gov.uk/government/publications/ukaea-procurement-pipeline>. You can find here the Procurement contacts for each delivery area.
- Our **Procurement Gov Website** provides suppliers with key information such as our Procurement Pipeline, Social Value Charter, Supply Chain Charter, Modern Slavery Statement, Supply Chain Newsletter and our main policies. It can be accessed here: <https://www.gov.uk/government/organisations/uk-atomic-energy-authority/about/procurement>.
- To keep up to date with upcoming suppliers' events and activities, you can register for email updates via our **Supplier Mailing list** <https://ukaeaevents.com/uk-fusion-suppliers-events/>. Our suppliers' events are a great opportunity for networking and engagement! UKAEA have a suite of events held throughout the calendar year to continue engaging with the supply chain and providing regular updates.
- Share your organisation's capabilities with potential collaborators by registering to our **Industry Directory**: <https://ukaeaevents.com/industry-directory/> .
- UKAEA now also has its very own **LinkedIn Group – UKAEA's Supplier's Network**. This has been created to allow individuals in the supply chain to connect and engage directly. If you are interested in joining and sharing, you can do so here: <https://www.linkedin.com/groups/9121247/>.
- Other additional resources include:
 - o [Transforming Public Procurement](#)
 - o [Crown Commercial Services](#)
 - o [PCR 2015](#)

Advice for larger companies seeking to collaborate with SMEs:

Fusion energy is too complex for any one person, organisation, or even sector to achieve alone. Delivering fusion energy will require expertise from a wide range of people and industries.

For us to succeed in achieving our vision of a sustainably-powered world, we need to find ways to work together to achieve fusion faster.

To do this, The Fusion Cluster brought together businesses, academia, investors, and government, to co-create this advice for larger organisations seeking to collaborate with SMEs across and beyond the fusion sector.

- We share a goal, that of a sustainably powered world. To make that a reality, we need to work with organisations which do not share our language, resources, or operating conditions. When approaching a new partnership, take the time to develop your understanding of each other's contexts. Some SMEs might have hundreds of employees, some might have tens. A "one-size-fits all" approach to partnership working won't work when collaborating with SMEs.
- Collaboration is about so much more than contract fulfilment. Working with SMEs connects you to specialist knowledge and skills that can spark new ideas. Identifying ways to build capacity within the SMEs you collaborate with helps to ensure long-lasting, productive working partnerships. When establishing a partnership, decide clear aims, outcomes and outputs from your activities, agreeing what success looks like for all and how this will be measured.
- Strong partnerships require honesty and transparency, and don't shy away from discussing the challenges of collaboration. Be honest and transparent about your policies and processes and what you need from a partner organisation in order to collaborate. Consider how the practicalities of collaborating with you might affect who can and can't work with you. How can you co-create terms and conditions so that they work well for everyone involved?
- While you may be working on large-scale projects which have a multi-year timeframe, SMEs are often working on 6 - 12-month timescales. Addressing this difference in timescales and ways of working is essential if you want to identify areas for potential collaboration. Are there more immediate benefits you could offer the SMEs you collaborate with?
- Working with established contacts has its advantages, but the fusion sector is developing so rapidly, there could be SMEs out there you haven't met yet who would be perfect project partners, some of whom may not even be currently working in fusion. Making opportunities for collaboration as visible as possible to the broadest possible audience will help you to find the best possible project partners.

- The earlier you engage with potential partners, the stronger the collaboration will be. The more time SMEs have to understand what you are looking for and when, the more likely it is they will be able to provide what you are looking for.
- Clear communication helps everyone. Partnerships thrive on honest, regular, and jargon free communication. Making fusion a reality will require people and organisations from a wide range of specialisms to work together, and to do that we all need to be communicating in a language everyone can understand.

Advice for SMEs seeking to collaborate with larger organisation across the fusion sector:

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To do this, The Fusion Cluster brought together businesses, academia, investors, and government, to co-create this advice for SMEs seeking to collaborate with larger organisations across the fusion sector.

- We share a goal, that of a sustainably-powered world. To achieve that goal, we need to work with organisations which might not share our language, resources, or operating conditions. When approaching a new partnership, it is important to take the time to develop an understanding of each other's contexts.
- Collaboration is essential, and while it can feel like larger companies hold all the power, larger organisations regularly find themselves in need of SMEs agility and specialist knowledge. Understanding how your company fits within the broader fusion supply chain will help your company flourish.
- Working together is about so much more than contract delivery. Working with SMEs helps larger companies see challenges in new ways and experience new ways of working. SMEs' agility and unique viewpoints are an essential part of making fusion a reality. Building long-term working relationships could yield unexpected benefits in the future. When establishing a partnership, decide clear aims, outcomes, and outputs from your activities, agreeing what success looks like for all and how this will be measured.
- Strong partnerships require honesty and transparency, and don't shy away from discussing the challenges of collaboration. Find ways to discuss resource needs for your partnership as early as possible. Be honest and transparent about your policies, processes and working practices and what you need in order to collaborate.

- While SMEs have a reputation for being agile, larger companies are often working on longer-term projects. Addressing this difference in timescales and ways of working is essential if you want to identify areas for potential collaboration. What can you do now, to build connections which might help you in 2 - 3 years' time?
- Fusion is an exciting sector which is developing fast, and your specialist knowledge might be exactly what is needed. Maybe you don't see yourself as part of the fusion landscape now, but building connections across the fusion sector could help to connect you to exciting future projects.
- Business Development and building working relationships and networks takes time, and the results may not be immediate, but it is always time well spent. The more connections you make, and the more visible you are, the more likely it is that opportunities will come your way.
- Networking is key, but it's not just about networking events and conferences. Finding ways to build connections across the sector through working groups, task forces, and committee membership is a fantastic way to grow your business and list of contacts.
- Clear communication helps everyone. Partnerships thrive on honest, regular, and jargon free communication. Making fusion a reality will require people and organisations from a wide range of specialisms to work together, and to do that we all need to be communicating in a language everyone can understand.

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