



SME Engagement

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Purpose of this workshop



Share UKAEA's intended actions and initial ideas



Gauge feedback from delegates



Brainstorm solutions that will make a real impact

Background

The UK is globally recognised for fusion R&D, with various academic groups and a growing cluster of world-leading capabilities and companies around UKAEA.

The UK produces high quality research, but faces challenges in growing skills, infrastructure, and supply chains for a future fusion industry.

There is an opportunity to involve other sectors into the fusion industry, grow UK skills and capabilities, and drive the development of fusion energy.

Underpinning this all is a clear need to involve, upskill, and support SME organisations

SME Engagement – Areas of focus



SMEs:

- Routes to market
- How to contact
- Expectation



Tier 1s & Frameworks

- Where to find them
- Point of contact of companies on framework
- Procurement process



Communication

- Events (supporting other events as well as our own)
- Forums, clusters and association
- Webinars



Contracts

- How to find
- Process
- Contacts
- Feedback

Forms of communication

SME newsletter

Targeted
webinars

Via forums and
cluster trade
associations

Supporting third
party events

Creating
resources and
guidance

Creating a
dedicated
webpage for
SMEs

Dedicated
comms
channels for
SMEs

Regular touch
points

SME-focused
events

Social media

LinkedIn Group

Training

To cover the following subjects via webinars / in-person sessions:

 How to engage with UKAEA frameworks

 The procurement process (Procurement Act 2023)

 How to make contact with UKAEA


 Procurement portals and how to use them

 How to write a bid

 Tips on answering social value questions (and delivering)

 How to find Tier 1s and sub-contracting opportunities

 Tips to find and build consortia

 Let us know if there is anything else we should cover?

SME Working Group

- Setting up an SME working group has the potential to provide numerous benefits for businesses involved and for the communities and sectors they operate within.
- With careful planning, clear goals, and ongoing commitment, this group could facilitate:



Collaboration:

A platform to collaborate, share ideas, and network. Companies can learn from each other's experiences, share best practices, and build relationships that may lead to partnerships and collaborations.



Knowledge Sharing and Resource Access:

SMEs can share valuable resources, tools, and information that can help them operate more efficiently.



Advocacy:

SMEs often have unique challenges that differ from larger corporations. A working group can serve as a collective voice to advocate for policies, regulations, and support programs that benefit SMEs within the fusion industry



Market Insights:

A group can conduct joint market research, gauge consumer trends, and monitor competitive landscapes.



SME Surgery



Establishing a regular SME “surgery” as a forum for SMEs to express their concerns and challenges.



This would be a platform to hear SMEs insights and influence policymaking to ensure the concerns of diverse SMEs – from various sectors and regions – is considered, promoting inclusivity in economic decision-making.



This direct contact can facilitate better understanding of their challenges and needs. By gathering specific concerns from them, UKAEA can look at addressing the unique challenges faced by these businesses, rather than implementing one-size-fits-all policies.



Regular interaction fosters relationships between SMEs and government departments. The surgery can help identify common issues faced by multiple SMEs, which may indicate broader trends. This information can be invaluable for policy development and resource allocation.



**How can we make
these sessions most
impactful?**

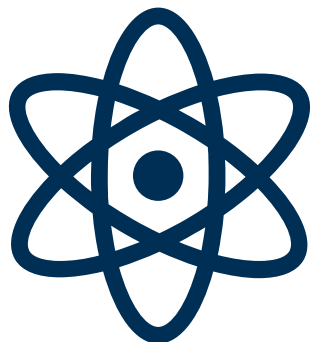
Measuring progress

UKAEA has established a corporate measure to ensure we are increasing the number of SMEs we engage with, as well as implementing metrics on the outcomes of such engagements.

We will be monitoring ourselves on the following:

- No. of SME organisations engaged with via events and mailing lists
- No. of SMEs bidding for work
- No. of SMEs winning contracts
- Direct and indirect spend with SMEs
- Logging feedback and tracking actions and outcomes as a result
- Collecting feedback continuously
- Creating case studies of good practice and positive outcomes

Intended outcomes



Increased visibility and involvement of SMEs in UKAEAs supply chain, as well as fusion sector as a whole



Long-term economic resilience and growth for UK industry through increased capability, productivity and innovation

Feedback...

Although we have the best intentions, we recognize that our initial ideas might not have the impact we intend.

- **We encourage feedback from SMEs and wider supply chain to understand if what we propose is suitable.**
- **Please click the link or scan the QR code to give your anonymous feedback!**

[FEEDBACK FORM HERE](#)

SME Engagement Plan: Feedback Form



Thank you

If you have any questions or further feedback, please contact:

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Key links:

- [GOV.UK Procurement Page](#)
- [Social Value Charter](#)
- [Supply Chain Charter](#)
- [Procurement Pipeline](#)
- [Modern Slavery Statement](#)
- [Supply Chain Newsletter](#)
- [Supplier Mailing List](#)
- [Transforming Public Procurement](#)
- [EU Supply](#)
- [Find a Tender – Central Digital Platform](#)
- [LinkedIn: UKAEA Supplier's Network](#)
- [Industry Directory](#)