

SME Steering Group - Scotland

Meeting 5 March 2015 Scottish Enterprise, Edinburgh, Scotland

MINUTES

Attendees

SMEs: Chair: Peter Murphy (PM), Turnbull & Scott Wendy Pring (WP), KCP Ltd Bob McKee (BK), McKillop Engineering & Projects John Curran (JC), Soilutions Andrew Boddice (AB), Imenco Ltd Phil Durrant, McKillop Engineering & Projects	Tier 2s: David Craig (DC), Nuvia Support Organisations/Guests Andrew Vincent (AV) Scottish Enterprise Chris Bryson (CB) Scottish Enterprise
SLCs: Kenneth Linn (KL), DSRL	NDA: Sam Dancy, (SD) – by phone Pippa Kelly (PK)
Apologies: Stephen Sutherland (SS), JGC Engineering Keith Muir (KM), Highlands & Island Enterprise Shaun McLaughlin (SM), McLaughlin Construction	Ron Gorham (RG)NDA Bertie Williams, (BW), NDSL

1. Welcome, introductions and apologies

Welcome to Andrew Boddice from Imenco and John Curran from Soilutions, P Durrant and Chris Bryson from Scottish Enterprise. Sam Dancy joined by telephone.

2. Terms of Reference for SME Steering Group and purpose

The new TOR's have been posted on the NDA Website. A review was given of the purpose of the groups to act as a direct voice into the NDA and a conduit and enabler for communication from the NDA into the Supply chain.

3. NDA Update

SD gave an update on the SME figures and targets to date. Target was 20% SME spend both directly and indirectly through the SME's and NDA. At Q3 we had reached around 22% with £146m direct and £134m indirect spend with SME's on the NDA Estate.

This focus on SME's and targets will continue through the next Parliament and the NDA's next target is set at 22.5%. The target is closely linked to the socio economic and healthy supply chain aspirations to ensure capacity and competition with other major infrastructure and engineering projects across the UK.

DSLRL are achieving high volumes of SME involvement, partly due to the nature of the site but also because it has been given a high priority by the SLC.

General Discussion

Whilst SME involvement is not mandatory for Tier 2 companies, the NDA does require lotting strategies to take opportunities for small companies into account and this includes the Shared Service Agreements (SSA). Nuvia is working on this but also recognises that it should not replace finding the best athlete for the job. The emphasis must be on driving positive behaviour.

The group were asked for their experience over the last year – has the market changed?

SME Steering Group - Scotland

Meeting 5 March 2015 Scottish Enterprise, Edinburgh, Scotland

Generally the response was a good initial contact but no follow up information. Particular concern over being an unknown quantity – if you are known and have worked on sites you are more likely to get the opportunity to tender for business.

Action : KL would like to know how many SME's even get to PQQ or ITT stage or do they not even succeed to there? If not he would be interested to investigate to why they do not get any further – any SME's who have experienced this to contact him.

Considerable concern in the room over the increased cost at each level of the supply chain to cover the risk associated. This is going to be considered by the Northern Group in conjunction with the SLC's and Tier 2 community.

Still concerns over ensuring SME's have a better understanding over the processes involved, SD explained that the NDA are considering using 'experts' to give webinars or videos available for SME's to view. This may be considered as part of the Mentor Scheme.

4. SL Update – SD

Further to the announcement by the Government that the NMP would no longer be the PBO for SL, it was explained that the reasons were in order to construct a more suitable Business Model. The model for Sellafield was the first site to have a Parent Body Organisation and has not proved to be successful. A change in model was made for Magnox, however this was a simpler set up and did not suffer from the complexities at Sellafield.

Any changes being felt in the Supply Chain are more likely to be due to the Performance Plan 14 and not the change in PBO.

Initiatives

- The 2nd SME Mentor Scheme has been launched for applicants. Closing date is 27th March. Apply through the NDA Website.
- The NDA Supply Chain Event is booked to be on 4th November 2015 at Event City, Manchester. For details of registration etc, get the feeds from the NDA website.
- NDA Supply Chain Awards will also be open for applicants shortly – again details available on the NDA site.
- Contracts Finder should be available this year with all SLC's using the same platform of CTM allowing details to be entered for one site but accessible for all. NDA will be encouraging Tier 2's to start using CF and the options of linking to Procurement Scotland and Sell to Wales are being investigated.
- New Procurement Regulations will be enforced by the government. Key highlight is no PQQ's under the threshold (c£103k) and payment terms to be 30 days Nett.

Action : NDA would like to know what other initiatives the SME community would like to see.

5. Scottish Enterprise – SC21, Fit 4 Nuclear

The plan for the SC21 will be for initial support for 70 companies with a ½ day planning and of these 40/50 companies will have further opportunities to engage with experts if required.

Fit 4 Nuclear – discussions are continuing with NAMRC and a new Project Manager will be starting to work with them in resolving how to engage with Scottish companies. Progress has been made but not resolved yet.

SME Steering Group - Scotland

Meeting 5 March 2015 Scottish Enterprise, Edinburgh, Scotland

6. Mapping the Nuclear Landscape for Scottish SME's

Following an earlier meeting, a preliminary map has been produced indicating the routes for Scottish SME's to gain access to support, funding and information.

Scottish Enterprise have the ability to hone the map and publish it via the Scottish Enterprise website using URL links to the relevant agencies or companies.

Action :All to review the illustration and add any missing information and respond to PM

7. AOB

Next meeting to be held in June – possibly 10th/11th to coincide with the NSC Meet the Buyer Event in Dunblane.