

East Midlands Supply Chain Year 1 findings



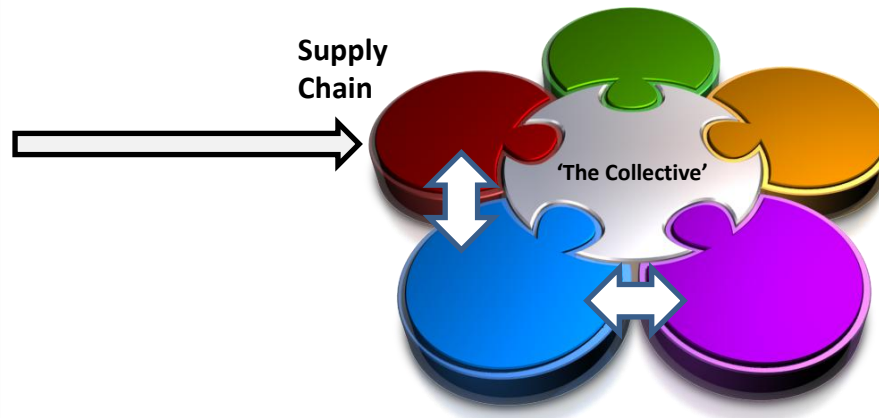
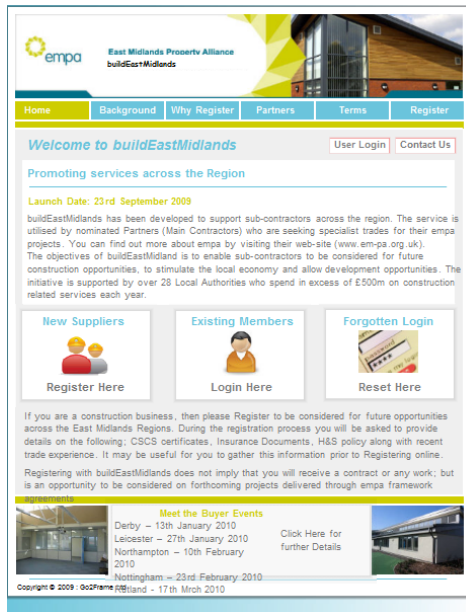
Richard Ratcliffe
Nov 2010



Supply Chain Review

Build EastMidlands was launched to support Scape & empa projects

Build EastMidlands promotional site launched 23rd September 2009



- Inbuilt questionnaire, to capture supplier information
- **'GREEN'** and **'RED'** classification
- Open to Scape and other key stakeholders including support organisations

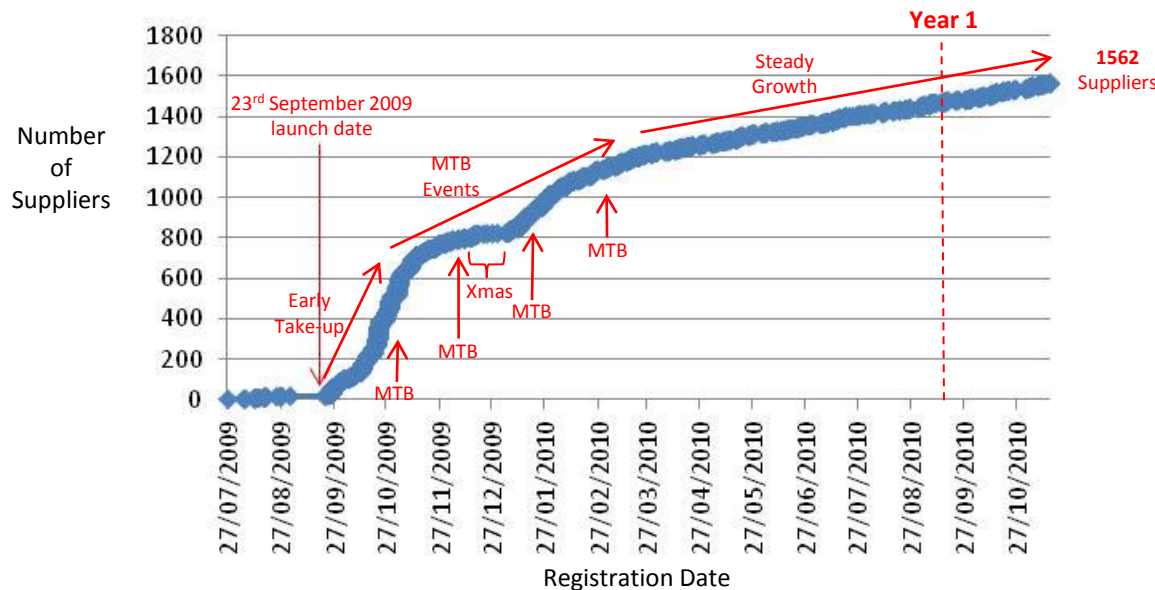
A platform designed to entice suppliers to 'sign up' & capture data



Supply Chain Review

Rapid take off and steady growth

Impressive supplier take up since launch date (23rd Sept 2009)



MTB = Meet The Buyer events

- Engagement with the main contractors and good PR boosted early 'take up'
- At it's peak over 60 businesses a day registered with www.buideastmidlands.co.uk
- Steady growth since Mar 2010; driven by main contractors , projects and informed clients
- The supply chain is growing at around 50 businesses per month

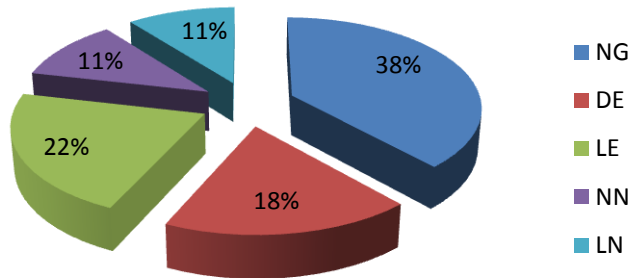
Face to face inventions (MTB) have a major impact



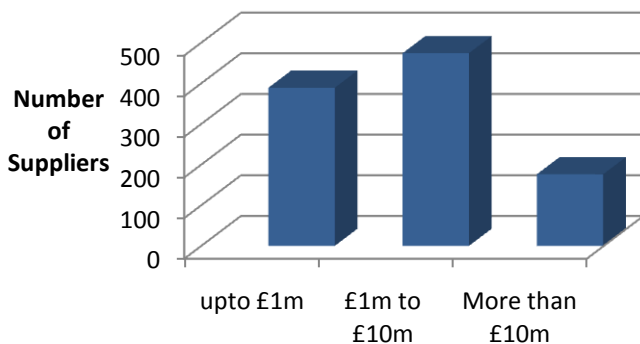
Supply Chain Review

Strong regional coverage

- 85% of Suppliers are from East Midlands & neighbouring Counties
- Greatest 'take up' within Nottinghamshire



- Companies of all sizes show a keen interest



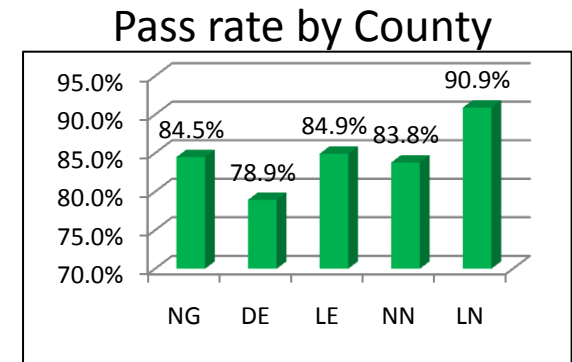
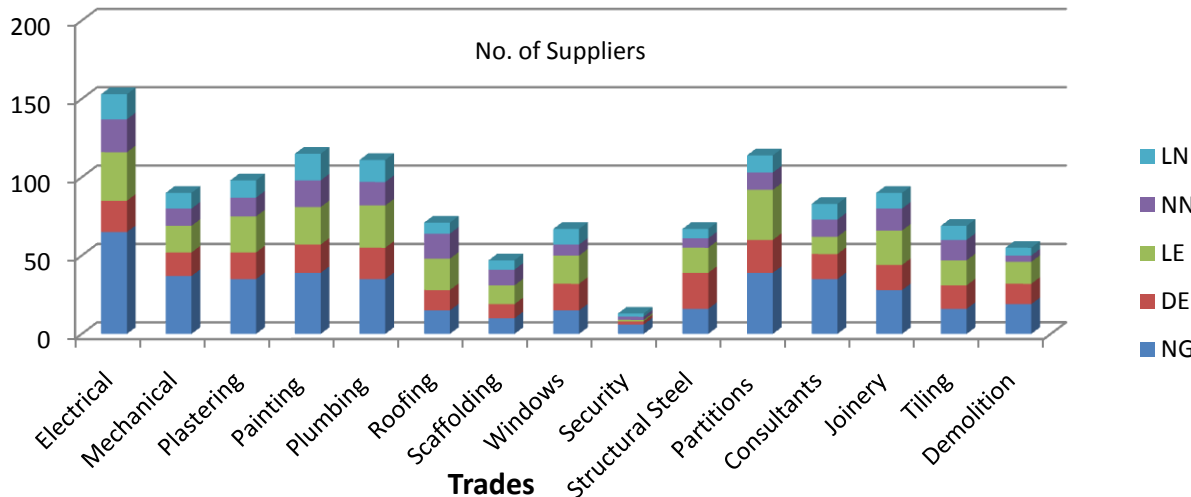
Significant opportunities exist to develop East Midlands Counties



Supply Chain Review

Over 600 trade packages let

- 992 Suppliers have gained the 'GREEN' registered profile
- Over 600 trade packages have been awarded to 300 GREEN Suppliers



- Strong representation across trade disciplines
 - 96 sub contract trades compared with 55 at launch

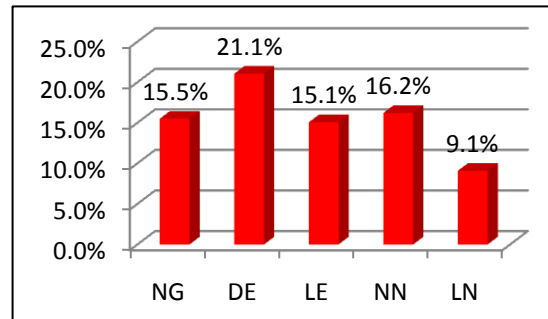
100% of the work goes to 30% of the Supply Chain



Opportunities for supply chain development

- 183 suppliers currently have the **'RED'** profile (15%)
- Examples of non compliance:
 - 35% have no Health & Safety policy
 - 24% have no environmental policy

Failure rate by County



- 694 **'GREEN'** suppliers have not been awarded work:
 - were they invited to express an interest ?
 - did they apply and fail ?

There is an opportunity to strengthen links to approx 900 suppliers



Some surprising Supply Chain feedback

Management Training

- 701 suppliers have said that they would benefit from basic management training

Apprenticeships

- 483 suppliers have said that they currently employ more than 1000 apprentices
- 617 suppliers will offer site based experience to current apprentices

Visibility

- Anecdotal evidence suggests that suppliers want:
 - greater visibility of projects and potential work opportunities
 - more opportunities to meet buyers
 - more information on how to win Public Sector work

Supply Chain feedback is an under utilised resource