

## **Council for Economic Renewal**

### **Major Project Supply Chain Opportunities – Update**

#### **Purpose**

1. To provide an update to the Council for Economic Renewal on work taken forward by Welsh Government to ensure that companies are aware of opportunities linked to major investments and equipped with the skills to benefit from them.

#### **Background**

2. At its meeting on 5 October, the Council for Economic Renewal considered two papers relating to procurement. An action from that discussion was to prepare a short paper to note for the Council on work that has been taken forward by Welsh Government in relation to support for supply chains.

#### **Business Wales**

3. This service provides single point of contact ‘one stop shop’ access to wide ranging information, advice and support for supply chain development and business growth in general, including supplier development and tendering advice.
4. Business Wales works alongside businesses to ensure they are aware of opportunities linked to major investments and are equipped with the skills to benefit from them including practical support to tender such as how to tender workshops. The service has supported supply chain development through the delivery of workshops and events, including specific ‘Meet the Buyer’ events. Recent examples of activity are:
  - **National Procurement Service (NPS)** – Supporting the NPS to raise awareness of future framework contracts, and supporting small businesses to bid both individually and collaboratively.
  - **Pinewood** – Organised and delivered a ‘Meet the Buyer’ event to raise awareness of the opportunities available as a result of the new Pinewood location in Cardiff.
  - **Wylfa Newydd** – Working closely with Horizon Nuclear to deliver the business readiness programme which was aimed at local SMEs who were seeking to engage in the supply chain for the £12 billion Wylfa Newydd project.
  - **Circuit of Wales** – Awareness raising event for SMEs highlighting the major contracts and supply chain opportunities for the potential race circuit.
  - **Swansea Bay Tidal Lagoon** – Working closely with UK Government and Crown Estate to secure maximum benefit for Wales through its supply chain. Construction Futures Wales is assisting Swansea Bay Tidal Lagoon to implement a series of early contractor engagement sessions, highlighting potential opportunities for local construction contractors.

## Council for Economic Renewal

- **Wynne Construction** – Wynne Construction in North Wales has secured a contract to build a new school. Construction Futures Wales are supporting the Wynne supply chain to implement building information modelling within their supplier network to deliver either project cost, quality or delivery efficiencies.
  - **A465 Heads of the Valleys Dualling** [Section 3 - Brynmawr to Tredegar] – Three 'Meet the Buyer' events were held during the design phase and 34 Welsh sub-contractors and 29 Welsh suppliers were appointed. Welsh businesses received 84% of the total construction costs, with 34% secured by businesses in the Heads of the Valleys region. This was the first Central Government project to include Targeted Recruitment and Training as a core contract requirement. The scheme delivered over 5,000 person weeks of training for New Entrant Trainees.
5. Business Wales has also worked jointly with Value Wales and the National Procurement Service to deliver a Public Procurement in Wales event which provided buyers and suppliers with an opportunity to enhance their procurement knowledge and skills. Business Wales organised 28 events in 2015 which were attended by 1,053 SMEs, and supported many others led by Welsh Government and the National Procurement Service. The service actively promotes future public and private sector projects to the wider supply chain.

### Sell2Wales

6. This is an information source and procurement portal that:
- Helps businesses to identify and bid for public sector contracts; and
  - Enables public sector buyers to advertise and manage tender opportunities.
7. Each year, billions of pounds worth of public sector contracts for goods and services are advertised through Sell2Wales by a wide range of publicly-funded organisations. Businesses that register are automatically notified of new contract opportunities and can bid for those opportunities through the portal. The Sell2Wales site also provides easy access to procurement related advice and information in order to assist those companies requiring this help.
8. Business Wales actively promotes Sell2Wales and since the launch of its new portal (June 2013) almost 30,000 suppliers have registered their details and 11,735 contract opportunities have been notified, 63% of those awarded to Welsh businesses. The Sell2Wales portal is configured in such away to highlight major projects in Wales. For example, ten contract opportunities are currently advertised for the Swansea Bay Tidal Lagoon project. Two Tidal Lagoon contracts advertised on Sell2Wales have already been awarded to Welsh businesses.

## **Council for Economic Renewal**

### **Directory of Welsh Businesses**

9. The Directory provides businesses in Wales with an opportunity to promote their goods, services and credentials to other businesses and to consumers. Users can search for Welsh businesses by name or perform an advanced search using a combination of sector, sub-sector, region or postcode. Having recently been launched, it currently contains a small proportion of Wales' businesses. The Directory's coverage and use will grow as part of the Welsh Government's promotional activities.