



# SUPPLY CHAIN DEVELOPMENT

A cohesive modularised approach to developing confident capable SME's ready to compete in new and complex supply chains.



Driven and underpinned by real and imminent opportunities



Informed and supported by industry experts and practitioners



Works with individual businesses existing knowledge and abilities



Delivers significant value to both the buyer and supplier

# MODULES & COMPONENTS



## BUILD CONFIDENCE

Diagnostics - Identify and Prioritise Gaps in Knowledge and Capability

Training Modules in Bid Preparation and Pitching

Workshop - A Buyer's Perspective

Peer to Peer Mentoring



## ENHANCE CAPABILITY

Implementation of Industry Specific Requirements

Implementation of General Requirements

Implementation of Optional Enhancements

Market Research



## IMPROVE COMPETITIVENESS

Trade Missions

Meet the Buyers Events

1:1 Facilitated Opportunities

1:1 Consultancy and Bid Preparation

Industry Led Innovation Challenges

## PRACTICAL RESULTS AND OUTCOMES

### Buyers and Supply Chain Professionals:

- Supply Chain Resilience
- Improved Innovation and R&D
- Compliance with Legislative or Policy Driven Requirements
- Brand Enhancement

### Suppliers / SMEs:

- New Revenue Opportunities
- Future Proofing
- Enhanced Competitiveness
- Reduced Cost of Sales

## OUR RECORD

**£185m+**

Contract  
Wins

**50,000+**

1:1 Buyer  
Meetings

**100+**

Meet the Buyers  
Events

**80+**

Trade  
Missions

**30+**

International  
Markets

Since 2007, we've helped more than 600,000 businesses across the UK to go further, defraying £300m in grants and loans, leveraging £650m of private investment, created or safeguarded 40,000 jobs and delivered more than 1,100 events and campaigns.

## CASE STUDIES

### Construction Futures Wales

A funded construction sector leadership programme with an explicit supply chain focus, helping Welsh construction companies fully equip themselves to meet the challenges they faced.

UMi delivered a pan Wales support programme to develop supply chains within the construction sector via events, workshops, health checks and meet-the-buyer trade development activities.

Across the whole project, it supported 1,652 Welsh businesses over a 3 year period, resulting in contract wins in excess of £39m, creating 227 jobs and 891 safeguarded.



### Compete North East

A supply chain development support programme designed to help North East businesses across a range of sectors to maximise opportunities relating to the London Olympic and Paralympic Games, Crossrail and the Olympic Legacy.

UMi engaged proactively with SME's, identifying capabilities and enhancing their ability to compete through tailored one to one advice, business generator workshops, proactive matchmaking and bid writing support. With specific support focussed on the third sector and sustainable procurement.

The programme resulted in contract wins of more than £52m and a further £82m of future business opportunities, supporting more than 4,000 businesses across 3 years.



“

A huge thank you and well done to the team for delivering such an amazing Meet the Buyer event. The feedback from partners, buyers and suppliers has been great!

**Manchester Airport Group**

“

Our sales team had an eventful & productive day at the East London Meet the Buyer event. We're very proud to have sponsored and to have met a whole range of businesses. We look forward to future partnerships & opportunities with you.

**Circle UK Group Ltd**

“

Well prepared, very organised, with a good selection and range of suppliers to meet.

**NG Bailey Construction**

“

A massive thanks to you all in delivering what must be one of the most successful Public Sector business support programmes on record.

**Construction Industry Training Board**

# GET IN TOUCH

If you have any queries, or need help and advice, please contact:



**Paul Clark** 

Head of Commercial Services  
paul.clark@weareumi.co.uk



Helping businesses go further | [WEAREUMI.CO.UK](https://www.weareumi.co.uk)