



# MEET THE BUYER

Building resilient, sustainable  
and innovative 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 buyers, suppliers and local economies

# WHO ARE UMi?

Since 2007, we've been finding and packaging the best information, expertise and finance to make it easier for businesses to make better decisions more quickly.



We've worked with more than **600,000 businesses** across the UK.



We've defrayed more than **£300m** in **grants and loans**.



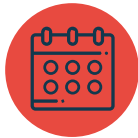
We've helped leverage more than **£650m** of **private sector investment**.



We've created supply chain opportunities by facilitating more than **£185m** of **contact wins**.



We've supported business growth resulting in more than **40,000 jobs** being **created or safeguarded**.



We've inspired and championed business through more than **1,000 events, campaigns** and **trade missions**.

Through our **Supply Chain Development** programmes we create comprehensive and rewarding activities to maximise value and opportunity to businesses with a mix of one-to-one support, expert led workshops, meet-the-buyer events, and both inward and outward trade missions.

Our supply chain programmes have helped businesses embed sustainable procurement principles, generate contact wins and explore opportunities locally, domestically and in more than 40 new markets across 5 continents.

Join us and make it easier for the businesses you work with, to do more and go further.



# SUPPLY CHAIN DEVELOPMENT - 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 Buyer 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
- Compliance with Legislative or Policy Driven Requirements
- Improved Innovation and R&D
- Brand Enhancement

### Suppliers / SMEs:

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

# MEET THE BUYER

---

Making it easier for businesses to find and access contracting opportunities is vital to retaining value, boosting innovation and building resilience within local supply chains.

Meet the Buyer events are a fantastic way to provide suppliers with a unique opportunity to introduce themselves to major buyers and primary contractors from both the private and public sector to learn about new projects, contracts, frameworks and supply chain opportunities.

Through pre-arranged appointments, suppliers can meet with buyers who have specifically matched to their procurement requirements. Giving businesses the perfect opportunity to understand what the buyers are looking for, introduce their goods, works and services, and gain valuable insight on how their procurement processes work.

For buyers, it allows them to widen their list of potential suppliers, helping them to build resilience, competitiveness and innovation into their supply chains, as well as comply to legislative and policy driven requirements.



MEET THE  
BUYER

# OUR IMPACT

**£185m+**  
Contract  
Wins

**50,000+**  
1:1 Buyer  
Meetings

**100+**  
Meet the Buyers  
Events



# Manchester Airport Group Meet the Buyers

---

Manchester Airport Group (MAG) currently commission three Meet the Buyer events across their Manchester, Stansted and the East Midlands airports which each attract more than 200 attendees from over 100 local businesses who take the opportunity to connect directly with prospective buyers.

The events, which are delivered by UMi, attracts small and medium-sized businesses in sectors as varied as construction, IT and business services to meet and network with around two dozen major buyers who take part in more than 800 meetings across the day.

Alongside ran a range of workshops and presentations which included MAG's transformation programme plans for more than £1.5bn of investment across their portfolio. Over the past decade, Meet the Buyers ran for MAG have generated more than £30 million in new sales and business opportunities for local and regional companies.



# East London Meet the Buyers

More than 100 small to medium-sized businesses (SMEs) gathered at the ExCel in London for the East London Meet the Buyer event to learn about tender opportunities with London City Airport and partners. Buyers hosted in excess of 700 meetings with suppliers to discuss the work that the airport and partners will need completed in the upcoming months throughout their supply chain.

In addition to the pitching and networking, suppliers attended a range of workshops with OneSource, Newham College, Living Wage, and the University of East London covering issues such as 'Paying a real living wage' and 'learning new ways to recruit'.

Supported by local companies such as Circle UK Group and Fusion Blu, this event saw prestigious buyers such as Glenman Corporation, HSS Hire, Jerram Falkus, Higgins Partnerships, One Source and Berkeley Homes provide an insight into what they are looking for from prospective suppliers. Previous years have seen the likes of Balfour Beatty, Greater London Authority and Transport for London offer more than £3.5m of new work to local SMEs, with 100% of past buyers saying they have looked to place business with suppliers met at the event.





## 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 full supply chain programme designed to help businesses across a range of sectors to maximise opportunities relating to 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.

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](mailto:paul.clark@weareumi.co.uk)