



B U R N

BLACK UNITED REPRESENTATION NETWORK

CATALYSING SUPPLIER DIVERSITY IN GREATER MANCHESTER

THE LEVELLING UP ALLIANCE

ABOUT ME

Managing Director of the Black United Representation Network (BURN), the UK North's leading award-winning business hub for support Black Professionals and Black Founders/ Business Owners- which exists to tackle racial inequalities in Greater Manchester through inclusive boards, inclusive procurement and leadership coaching.

Global Supply Chain Professional (manufacturing), father of four, international leadership coach, textile graduate, inclusive procurement champion. Advocate for neurodiversity.

DID YOU KNOW?

- Public procurement is where public sector bodies (*Buyers*) orders, commissions or enters into a contract for *Goods, Works and/or Services* with **external** organisations (*Suppliers*)
- Public procurement covers the whole process from specifying the need, collecting bids, selecting *Suppliers*, awarding contracts, managing contracts and, in some cases, disposing of the asset
- In 2019/20 the public sector spent approximately **£284 billion** buying *Goods, Works and/or Services*
- By 2022 the government's intention is that a third of this money (£94 billion) is spent with small and medium-sized enterprises (SMEs)
- Greater Manchester Combined Authorities (GMCA) spent almost **£8 billion** last year buying *Goods, Works and/or Services*

				
		 <small>Member of the SNC-Lavalin Group</small>		
				
				
				
				
				
				

[2021 Analysis of UK Government Strategic Suppliers \(tussell.com\)](https://tussell.com)



© 2021 KPMG LLP, a UK limited liability partnership and a member firm of the KPMG global organisation of independent member firms affiliated with KPMG International Limited, a private English company limited by guarantee. All rights reserved.

WHY INCLUSIVE PROCUREMENT MATTERS

- Sustainability (3 year contracts enables SMEs to plan, and secure investment)
- Business Growth
- Create well-paid jobs

3 APPROACHES

- Consortium – The Blair Project as part of the Green Employment and Skills Partnership
- Direct Tender – BURN success in Executive Development Programme
- Partner with a larger organisation – MIAH and Growth Company (EV Skills Bootcamp)

BURN PILOT PROGRAMME

- Access to grant funding to support a trailblazer group of social enterprises to build their capacity to meet quality assurance criteria
- Help them secure social investment to be able to supply larger public contracts.

Link to EDP programme – burncic.org/edp

Contact: info@burncic.org if you'd like to participate



B U R N

BLACK UNITED REPRESENTATION NETWORK

**Thank you for
participating**

EMAIL: INFO@BURNCIC.ORG