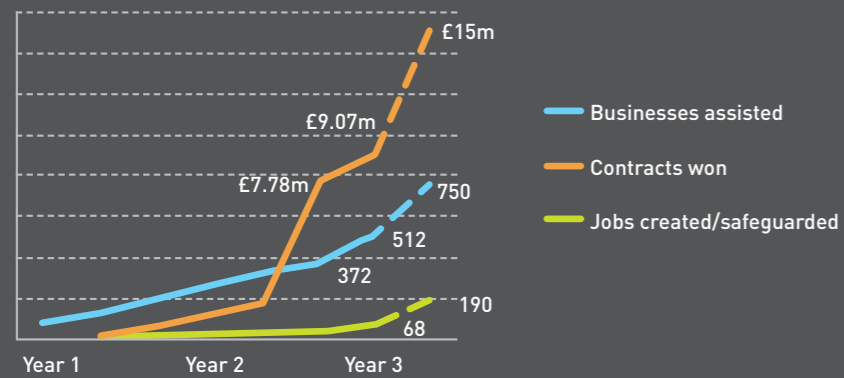
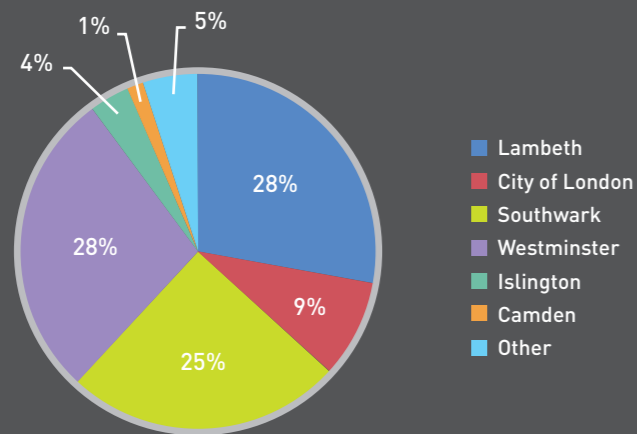


Supply Cross River achievements based on ERDF targets as agreed at the beginning of the project

Supply Cross River Achievements



Supply Cross River SMEs (per borough)



→ Contact Us

Supply Cross River
Cross River Partnership

020 7641 2944
supplycrossriver@westminster.gov.uk
www.supplycrossriver.co.uk

Supply Cross River: CELEBRATING SUCCESS



Supply Cross River delivery partners:





Maximising procurement opportunities for small businesses in central London by opening supply chains and encouraging sustainable and responsible procurement practices.

Supply Cross River is an initiative led by the Cross River Partnership and its delivery partner boroughs of Westminster, Lambeth, Southwark, and the City of London, to help small and medium-sized businesses in central London grow and access procurement opportunities.

Based on an efficient business support model combining networking events – Meet the Buyers, Capacity Building Days – with bespoke workshops and one-to-one support, and complemented by thorough buyers’ engagement activities and awareness raising of the benefits to implement local procurement practices, Supply Cross River has already provided assistance to over 750 businesses and helped them win £10 million worth of contracts.

“It will influence the fundamental practice of my business and significantly assist the procurement process.”

Skylark Communications
(PQQ Masterclass – Submitting Successfully)



“As a result of the assistance received through Supply Cross River, Saltash have won a framework contract worth about £200,000 with Cambridge City Council Aids and Adaptations.”

Richard Raymond, Saltash Enterprises Ltd

Saltash Enterprises Ltd is a specialist building contractor that has been providing services to Social Housing since 1986.

Saltash enrolled in the Supply Cross River programme because they felt that with the right professional advice and support they could expand their business faster building upon their existing market share but also reach new markets. They also wanted to access procurement training to enhance their existing skills sets both as supplier and buyer.

As such, they attended a number of workshops on bidding into the public

sector and building consortia and met with a Supply Cross River procurement consultant to discuss Saltash’s specific requirements.

“This combination of focused professional advice with targeted workshops has helped us move closer to reaching our commercial objectives.”

“The training provided was excellent and met all our expectations. Supply Cross River also ran an in-house workshop specifically for our company that was delivered in our offices. Our business advisor is always available to offer valued advice.”

“Winning the contract with Land Securities gave us greater confidence in our offering and that a small company such as ours does have the ability to provide services to established market leading developers.”

Ralph Warwicker, A2W Consultants Ltd

A2W Consultants are a London-based small practice established in 2005 and providing project management and associated services to the construction and engineering industry.

They joined Supply Cross River with the purpose to establish new contacts and routes to new markets. They attended a Meet the Buyers event and met their Supply Cross River supply chain adviser with whom they immediately started reviewing bids for public work through one-to one session.

A2W also started looking at how they could improve and achieve a greater success rate. Thanks to the assistance with their bid and interview technique, they were able to secure a project management contract with a new key client, Land Securities.

The collateral documentation developed for Land Securities is now the standard from which they work.

“Well having set the standard we are now looking at how we can learn from it and secure the next client. We have always been ready for new business, but now have the confidence to go and find it.”

