

SSE engaging with suppliers and driving economic growth

“SSE is committed to achieving the highest levels of engagement with local suppliers and wants to become the best at engaging with the local and SME communities and be the most ‘Open for Business’ company in the regions that we operate in. BiP Solutions Ltd is our trusted delivery partner for the Open4Business programme which is a key element of achieving this objective.”

Kirsty Curry,
Head of Performance & Compliance
SSE Procurement & Commercial

Background: SSE is involved in the generation, transmission, distribution and supply of electricity, in the production, storage, distribution and supply of gas and in other energy services.

The Challenge: SSE recognises that it has a significant role to play in contributing to the economic well-being and sustainable development of the communities it operates within. SSE is therefore committed to achieving the highest levels of engagement with local suppliers and wanted to become the best at engaging with the local and SME communities and be the most ‘Open for Business’ company in the regions in which it operates. In the past they have held open days for local businesses ahead of construction programmes, and have held ‘meet the buyer’ days at some of their sites.

The challenge was therefore to design, develop and host a programme of web-based portals and support services to provide small, local businesses with visibility of SSE and SSE Supply Chain opportunities.

The Solution: In 2012, BiP Solutions Ltd was engaged by SSE to provide an innovative programme of supplier engagement portals and supporting services based on BiP’s Delta eSourcing platform, which is used by over 550 awarding authorities and a range of local, regional and national procurement portals in the UK and beyond.

The programme commenced in June 2012 with the launch of the SSE Open4business Highlands and Islands portal www.sseopen4business-highlands.com. This innovative programme is providing visibility of contract opportunities from SSE and the SSE Supply Chain to organisations across the Highlands and Islands of Scotland.

The portal is FREE to use and provides simple registration for suppliers, enabling them to create a unique profile and receive email alerts about relevant contract opportunities. Users of the site can also advertise their own opportunities, including but not limited to sub-contracting work for SSE projects, to the local supplier base. Any suppliers that require support to become ‘business ready’ are offered support via their local business support agency.

Buyers are provided with a set of tools which enables them to easily create and publish contract opportunities and to view potential suppliers in the market.

BiP has provided SSE with a full programme of services to deliver the SSE Open4Business programme.

These included:

- Design, configuration, implementation and deployment of the Open4Business web portals
- Web hosting and support
- Training of SSE Buyer and Supplier Engagement Team
- Provision of supply chain strategy support
- Design and print of marketing and support collateral
- Support for SSE events

“Across the Trans-Pennine route was a natural place for SSE to launch our second portal, given our long history in the region and the scale of new investment we are making there. Our Highlands and Islands portal has already shown how effective this approach can be, and our intention is that the Open4Business Trans-Pennine portal should grow and develop to become a strong tool that has a lasting positive impact on businesses throughout the area.”

Alistair Phillips-Davies,
Chief Executive, SSE

Results:

The Open4Business programme takes SSE's aspirations to a new level and is another statement of their commitment and intent to engage with suppliers and to drive economic growth. Building on the success of the Highlands and Islands portal, a second portal, Open4Business Trans-Pennine, was launched in September 2013 to cover the Trans-Pennine region in the North of England. www.o4b-pennine.com

SSE Open4Business Highlands and Islands



SSE Open4Business Trans-Pennine



Awards:

O4B recognised as an award winning solution

The award winning Open4Business programme continues to grow and has already been recognised by government and industry for its highly innovative approach to opening up supply chains and driving economic development and community benefits.

Winner

Contribution to Supply Chain Development Award at the Scottish Green Energy Awards 2013.

Winner

Scotrail Business Direct Award for Excellence in Business Service & Engagement at the Scottish Council for Development & Industry Business Excellence Awards 2013

Benefits:

Benefits delivered by the Open4Business Programme:

- New business sales generated for suppliers
- Improved supplier engagement process – service providers and local suppliers have been provided with the opportunity to do business with the UK's second largest energy company
- Increased competition and reduced costs for SSE and the SSE Supply Chain
- Market research for buyers simplified
- Better visibility of community benefits delivered

Contact:

For further information on BiP Solutions' highly innovative supply chain development services, please visit: www.bipsolutions.com/ConsultancyServices/index.html or email enquiries@delta-esourcing.com or call **0845 270 7090**.