



BUILDING LEGACIES

An enterprise growth and procurement support programme which provides tailored solutions for London-based SMMEs seeking competitive business advantage.





BACKGROUND

The 'Building Legacies' programme, a partnership of private and public sector organisations, is a flagship local business growth and procurement support project of the East London Business Place (ELBP) and Newham College of Further Education's Centre for Innovation & Partnerships (CIPs). Part-funded by the European Regional Development Fund (ERDF), the purpose of this initiative is to deliver a sustained support programme tackling gaps in innovation, contract-readiness and knowledge of procurement and supply-chain requirements. The fundamental aim is to enhance the competitiveness and innovation of Small, Medium and Micro Sized Enterprises (SMMEs) over a three year programme (from 2016 to 2019), enabling businesses to benefit from existing and emerging east London and legacy buying opportunities.

HOW WE WORK

Building Legacies has developed an innovative service for SMMEs, predominantly (but not exclusively) in construction, digital/creative and care-related sectors to enable them to become 'fitter-to-supply', providing tailored solutions through Workshops, Briefings, Master-classes, Toolkits, Networking, Meet the Buyer and Round Table events and 1-2-1 coaching and mentoring.

Building Legacies will carry out intensive business support and provide expert advice and guidance in preparing local SMMEs to become increasingly more innovative and contract-ready. This will be delivered by dedicated Business Growth Managers based at bespoke premises in the 'Business Lab' in the heart of the Stratford Centre and at Canary Wharf, whilst providing operational outreach across London.

FOR SUPPLIERS

Business Mentoring and Coaching

A structured programme of individual and group support will be provided, following initial business needs assessment diagnostics, via dedicated mentoring and coaching. SMME's will participate in a series of tailored business support activities which enhance their growth and innovation through the introduction of 'new to the firm' products, processes and services, enabling them to develop sales in current and emerging sectors, and to facilitate the retention and creation of jobs.

Access to buyers and contract opportunities

The project will enable SMMEs to look at new and legacy market opportunities, locate new customer bases, and identify and capitalise on new opportunities to grow their business. SMMEs will also have access to a full programme of capacity-building seminars and workshops, and Meet the Buyer, Round Table and Supplier Showcase events.

FOR BUYERS

Flexible Buyer Engagement

The programme model is based on a flexible and practicable approach to understanding buyer-need, and delivering high quality supply-chain brokerage services to main contractors, developers and buying organisations across all business sectors.

Corporate and Social Responsibility

The programme supports buyers' local procurement strategies and enterprise obligations through the facilitation of SMME supply-chain diversification, fast-to-market brokerage and provision of real-time buyer-to-supplier tracking and monitoring.

GETTING IN TOUCH

If you are an SMME based in London looking to grow your business or a buyer looking to broaden your supply-chain, please register your interest.

***NOTE:** To be eligible for registration on the Building Legacies project, businesses must be able to provide evidence that their company is a registered company or sole trader employing less than 250 employees, and trading in a London borough postcode.

For more information:

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Visit: www.buildinglegacies.co.uk