



Nuclear Supply Chain



Finding opportunities in the nuclear supply chain

The nuclear decommissioning market in Scotland is valued at approximately £3.5 billion over the next 15 years - £65 billion across the UK - and the international decommissioning market is growing year on year.

Due to the history of the domestic nuclear market and the current age of our civil nuclear plants, Scotland's capabilities in decommissioning give us a significant competitive advantage in international markets. The Nuclear Decommissioning Authority has committed 20% of its supply chain spend to SMEs, offering great opportunities for companies across Scotland.

The Nuclear Supply Chain project offers free, impartial advice to Scottish-based SMEs looking to enter the nuclear supply chain or to build on their existing experience.

By joining the project you'll benefit from free one-to-one support from industry experts along with a range of nuclear sector workshops, brokerage meetings and "Meet the Buyer" events as well as a series of useful guides for SMEs keen to operate in the nuclear sector.

Commercial support is practical and will include:

- identifying specific market opportunities which match your company's capabilities
- providing an insight into international opportunities
- advice on how to write successful nuclear bids
- recommendations on how to meet the sector's quality and safety requirements
- identifying suitable nuclear supply chain events
- brokering meetings with key customers

Technical support, individually tailored to your requirements, can be used to:

- troubleshoot production/quality problems
- increase productivity and reduce costs
- understand the requirement of appropriate welding and fabrication standards
- explore more effective technologies and processes, new materials and improved designs
- define requirements for training and qualification and develop skills
- develop the effectiveness of supply chains
- accelerate innovation to bring a new product to market

Events

A comprehensive programme of events is planned to boost companies' technical and commercial knowledge from safety requirements in the nuclear sector, key fabrication and welding issues, to writing effective bids. Events will aim to introduce companies to others in the supply chain as well as put you in touch with buyers.

Our programme of events will include:

- Introduction to nuclear sector
- Winning business in the nuclear market
- Fabrication, materials and standards for the nuclear sector
- International nuclear opportunity for Scottish SMEs
- Safety/design for nuclear
- Brokerage events/Trade Missions
- Meet-the-Buyer events

Forthcoming events:

Introduction to Nuclear Sector

28 April 2015
Stirling Court Hotel, Stirling

Hosted by NNL, this comprehensive workshop will cover the background to the industry, key changes affecting its operation, how it operates today and future challenges.

Nuclear market guides

Guides focusing on how to enter and operate in the nuclear sector – several key documents will be produced to assist Scottish companies in understanding the current commercial environment.

These guides, and other useful links, will be available from the project website:

www.scottish-enterprise.com/nuclear

- UK nuclear market entry guide
- Best practice guidance for tendering to win business in UK civil nuclear supply chains
- Global decommissioning opportunities for Scotland
- Nuclear supply chain: Scotland's key strengths
- Safety instructions for contractors
- Winning in the global nuclear market – international nuclear opportunities for Scottish SMEs
- Cross-sectoral opportunities for Scottish SMEs
- Opportunities for SMEs to work with the University sector in support of the nuclear industry

Meet the Buyer

11 June 2015
Hilton Dunblane Hydro Hotel, Dunblane

Presentations of real business opportunities from major nuclear contractors, business exhibition and networking lunch providing unrivalled opportunity to meet senior decision makers and to progress within the nuclear industry.

For further information on the project, please contact:

Nick Elbourn - tel: 07765 403465 e-mail: nick.elbourn@twi.co.uk web: www.scottish-enterprise.com/nuclear

