

Supplier Development

Vicki Elliott-Lopez
Director, Workplace Initiatives

Value Chain Analysis

Duke Study Objectives

- Support Nova Scotia companies to participate in the NSPS supply chains
- Identify opportunities for foreign direct investment and technology transfer
- Build a strong export focused marine industries cluster

Opportunities Identified for Nova Scotia

- Direct Sales
- Access to multinational firms supply chains
- Upgrading skills and technology
- Develop niche areas in the shipbuilding value chain

Recommendations

1. Supporting NS Companies

- Connect with key players in the value chain
- Help SMEs overcome barriers to entry in the shipbuilding value chain
- Inform value chain actors about the effect of public & private regulations on the value chain
- Communication about NSPS and relevant policies to companies and citizens

2. Moving into higher value activities

- Evaluate entrepreneurial potential,
- Focus sector development strategies
- Grow and nurture a pool of technology-based entrepreneurs

3. Regional Value Chain development activities

- Connect with key players in the non-combat value chains
- Plan for the future

Supplier Development / Engagement

Opportunity

- NS businesses will have an opportunity to provide their goods/services locally
- Increase the integration of the NS industry into global supply chains
- Position NS Businesses to pursue higher value work
- Opportunity to build capacity and acquire different level of expertise
- Opportunity to align exiting programs / services to support suppliers development

Approach

- ✓ Establish relationships with key industry players (Prime, Tier1 companies)
- ✓ One on one Client Outreach
- ✓ Connect companies to key industry players
- ✓ Identify challenges facing industry & suppliers
- ✓ Host Supplier Education / development events (Trade missions (in & out), Industry Days, Mentorship, etc.)
- ✓ Development / enhancement of SME's capabilities & capacity to meet industry requirements (i.e. certifications, capital investment, essential skills, Cdn Controlled Goods, Strategic Alliances , etc.)

Supplier Development Training...

Supplier Information Sessions

- ACOA/ERDT partnership
- Suppliers versed on certification and regulatory requirements, timelines, etc.
- Aboriginal businesses were a target audience

Supplier Development Program

- ERDT offers potential suppliers workshops to learn about government procurement processes, and how best to access publicly-funded procurement opportunities both in Nova Scotia and beyond.
- Same information can be applied to non-government procurement opportunities.

Supplier Development Training...

Supply Chain Essentials

- **Purpose:** To prepare small- and medium-sized businesses to take advantage of major projects locally and globally.
- Needs assessment demonstrated:
 - Skills gap found in most SMEs (ranging from small to medium-sized businesses);
 - Important to temper expectations – don't aim too high;
 - Importance in “getting it right” in procurement, otherwise very costly mistakes;
 - Broad interest in training to develop better practices

Supplier Development Training...

Supply Chain Essentials

- Training Philosophy
 - Relevant , practical and up-to-date content
 - Needs Assessment built into each module
 - High caliber instructors with subject matter expertise
 - High instructor-to -participant ratio
 - Short, modularized content offered at a regional level
 - Widely accessible
 - Evaluation and tracking, process improvement

Supplier Development Training...

Supply Chain Essentials

- Modules will include:
 - ✓ Supply Chain Fundamentals – What it takes to succeed
 - ✓ Position Your Business for Supply Chain Success
 - ✓ Successfully Shaping and Responding to an RFP
 - ✓ Opening Doors With Your Sales Pitch
 - ✓ Negotiating contracts
 - ✓ Accessing Strategic and Helpful Resources
 - ✓ What, Why, Where and How of Certification and Regulatory Requirements
 - ✓ Understanding How to Manage Basic Supply Chain Projects
 - ✓ You Are Successful – Now What? – Project Management Basics and Project Budget and Financial Management

Supplier Development Training...

SkillsonlineNS 'Getting Ready' Bundle

- **Purpose:** To prepare small- and medium-sized businesses to take advantage of major projects locally and globally.
- Complimentary to in-person training
- Bundles include:
 - ✓ Getting Your Bidding Process Ready (3 courses)
 - ✓ Tools for Getting Ready (3 courses)
 - ✓ Getting Your Management Systems Ready (4 courses)
 - ✓ Getting Your Workforce Ready (5 courses)

Thank You!
Questions?