



DELIVERING GROWTH

INVESTMENT



A SMARTER WAY TO DELIVER INFRASTRUCTURE

The Great British Supply Chain - enabling local suppliers

 British
Chambers of
Commerce

**WHERE
BUSINESS
- BELONGS**

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1. EXECUTIVE SUMMARY

The UK's supply chains are under growing pressure. Fragmented procurement is hampering skills development, harming cyber resilience, and further exposing the UK economy to global instability. It is undermining the country's infrastructure and industrial ambitions.

The UK's economic growth would be much stronger if we fix these problems. But reforming public procurement could be transformative. SMEs make up 99% of UK businesses yet receive just 22% of public procurement spend. Closing that gap, to the government's target of 33%, would redirect around £20 billion, annually, toward smaller, more agile firms rooted in local economies. Evidence from major projects, including Crossrail and Hinkley Point C, shows this is entirely achievable.

The economic case is compelling. Every £1 spent with a local supplier generates £1.76 in local economic value. Local authorities, which now direct 35% of procurement spend to SMEs, are demonstrating what is possible when intent is matched with accountability.

But good intentions are not enough. Procurement processes remain complex and resource-intensive, disadvantaging smaller firms. Current social value frameworks favour large incumbents. Infrastructure gaps, in transport, digital connectivity and grid access, limit who can bid and deliver. Global supply chains remain strategically exposed.

But there is an alternative. A practical path forward that is built on the British Chambers of Commerce's Great British Supply Chain programme. Based on the hands-on experience of Chambers, it produces a set of recommendations that simplify and reweight procurement rules. They align skills and infrastructure planning with project pipelines, build cyber resilience across supply chains, and diversify international supply partnerships.

The tools exist. The business community is ready. Now is the moment for the government to act.



2. INTRODUCTION

The UK's procurement system is one of the most powerful levers available to government to drive economic growth, innovation, and regional development. £1 in every £3 the government spends is on procurement. Yet despite small and medium-sized enterprises (SMEs) making up nearly all of the UK business population, their share of public procurement spend sits at just 22%ⁱ.

New measures to make government departments accountable for delivering £7.4bn in SME procurement by 2028 are welcome (currently £6.9bnⁱⁱ) and could be a useful first step. If they are implemented effectively, they could unlock growth, strengthen supply chains, and deliver better value for taxpayers. But this is just a small slice of the £400bn that the government spends via procurement.

There is a huge opportunity for SMEs to get involved and deliver a much larger piece of this pie. What stops this from happening is an overly complicated system that favours those with the

largest resources and the time and ability to bid. It is time for this to change, to bring more businesses into supply chains, so they can access opportunities across the UK.

A solution to this problem already exists. Chambers of Commerce and their business members have developed best practice in action - by delivering efficient and effective supply chains across the UK. These include major infrastructure projects such as Hinkley Point and Sizewell C.

This lived experience demonstrates why creating opportunities for SMEs to access supply chains is one of the fastest ways to deliver growth across the UK.



3. WHAT'S THE PROBLEM?

Major UK infrastructure projects in the defence, nuclear, clean energy, transport, health, and digital sectors are under increasing pressure to be delivered faster, more securely and with greater economic impact. New legislation, supply chain risks and ambitious government targets are reshaping what Tier 1 suppliers and SMEs must deliver.

There are a host of systemic pressures facing UK supply chains:

- National skills shortages in many sectors, including engineering, construction and advanced manufacturing
- Increasing demand for certification; to gain access to infrastructure project supply chains
- Rising demand for trusted local knowledge and insight
- The greater vulnerability of complex global supply chains to geopolitical shocks
- Fragmented engagement and awareness amongst SMEs
- Increasing delivery pressures due to tighter timelines and greater public scrutiny
- A lack of capability due to demand outstripping supply

To deliver the key national infrastructure of the future, the UK must get to grips with these issues. None of the barriers are insurmountable, but they require coordinated action from both public and private sectors. They must work together to ensure that the skills and systems needed for tomorrow's opportunities are built today.



4. THE GROWTH OPPORTUNITY

SMEs account for almost 99% of UK businesses and employ a significant proportion of the workforce. However, only around 22% of direct public procurement spend currently reaches these firmsⁱⁱⁱ. Yet the evidence suggests that excluding vast swathes of businesses from public procurement, is constraining growth, restricting opportunities and leaving local communities out in the cold. Therefore, expanding access to public procurement is one of the most immediate and scalable ways to boost regional economies.

Better access to procurement can be a significant driver of growth for smaller firms. Securing a single contract can offer the certainty, as well as the funding, to invest in the workforce, new equipment and new digital technologies. This first opportunity often removes future barriers to entry, giving a stamp of credibility to a business and enabling it to win further contracts. A more competitive and resilient supplier base also benefits everybody. This could be achieved through simpler tender processes.

Increasing SME participation in public sector procurement from 20% to the government's target of 33%, would move approximately £15-20 billion in annual public sector spending to smaller businesses. Major infrastructure programmes such as Crossrail have demonstrated that high SME participation is achievable at scale, with 62% of Tier 1^{iv} direct suppliers and 76% of Tier 2^v suppliers identifying as SMEs^{vi}.

The Mid-Market opportunity

For medium-sized and scaling businesses, the opportunity is equally as significant but often presents its own challenges and opportunities. Mid-market companies are generally well established, with the capacity to deliver at scale and proven workforce capabilities. But they can still face challenges competing with larger incumbent players in supply chains, especially for larger public sector contracts. Both the business community and government recognise the significance of this cohort of firms, especially when it comes to the productivity and growth that the UK desperately needs. Mid-markets have the greatest potential to scale rapidly, secure investment and also drive growth through export opportunities.

Policy Priority

It is clear that boosting supply chains is a priority for the government; both for specific projects and across the wider economic agenda. Its Industrial Strategy, Plan for Small Business, and Northern Growth Strategy have all emphasised the importance of place-based growth, supply chain resilience, and wider distribution of innovation. Procurement driven across both the public and private sector can act as a powerful tool to deliver on the push for growth. Prioritising local and regional supply chains, can help anchor investment in communities, support high-quality job creation, and reduce geographic disparities in economic performance.

Procurement should be a growth enabler, not a barrier. A more inclusive and open system would lead to:

- The unlocking of new sources of productivity and innovation
- Raise support for business scale-ups and investment

A wider pool of firms contributing to national priorities provides a better return on investment for the overall economy.



5. REGIONAL GROWTH

SMEs are rooted in their communities. They employ local people, develop local skills, and reinvest in their areas. They understand their local context, the regional economy and the impact delivery has on their communities.

The evidence makes a compelling case on the value of using local companies and how money spent locally, stays local.

Experience from major projects such as Sizewell C and Hinkley Point C shows what can be achieved when SMEs are embedded in supply chains, generating billions for the local economy.

As shown by Local Multiplier 3 (LM3), a methodology to show how much spend stays in local communities, every £1 spent with a local supplier is worth £1.76 to the local economy. Conversely, for every £1 spent outside the local area, this benefit reduces to just £0.36. Therefore, using local suppliers make the local economy more than 400% better off^{vii}.

Chamber-led supply chain initiatives have demonstrated that:

- Local firms can successfully deliver at scale
- Procurement can support regional growth
- Economic benefits can be spread more evenly across the UK

Targeted procurement can act as a direct mechanism for place-based growth, supporting the UK's regional development ambitions.

Stronger involvement of SMEs in supply chains could amplify the impact of infrastructure investment and a range of other opportunity areas. Local businesses are often best placed to understand regional needs and deliver solutions, whether in construction, advanced manufacturing or clean energy. Ensuring they have fair access to procurement opportunities would help maximise the economic multiplier effects of public spending on large projects.

Similarly, a more diverse range of suppliers is likely to enhance areas such as resilience and innovation. The economic disruption and shocks of recent years, from the pandemic to global supply chain issues, have highlighted the risks of over-reliance on a small number of repeat suppliers with Carillion an example of how this can go wrong. Broadening access to supply chains fosters competition, encourages new entrants, and accelerates the adoption of innovative products and services. SMEs and mid-market firms are often at the forefront of emerging technologies and business models, particularly in areas aligned with the Industrial Strategy, and this should be used to the UK's economic advantage.

A place-based approach also acts to strengthen accountability and oversight. Spending decisions taken closer to communities make it easier to track outcomes such as job creation, skills development and supplier diversity. Not only does this align closely with the government's social value priorities, but it also moves beyond 'tick box' compliance exercises towards measurable economic impact.

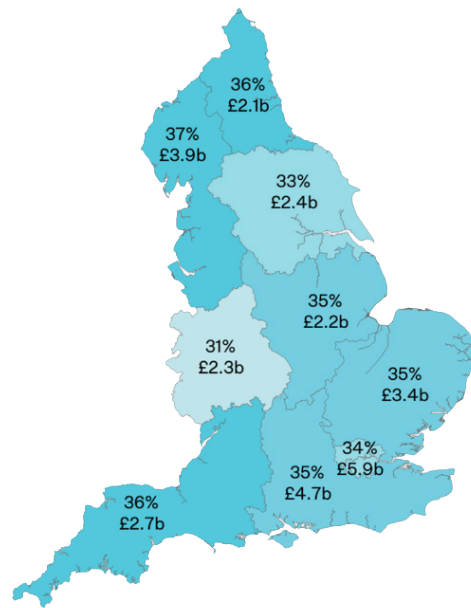


There is inevitably some variation between Local Authorities on SME procurement but compared to central government and the NHS, they are leading the way. In 2025, local government had the highest share of spend directly with SMEs (35%), and the highest absolute spend with SMEs (£29.9bn)^{viii}. Both metrics have grown consistently year-on-year since 2020. By comparison, the NHS' share of SME spend has broadly flatlined, while central government's share is below where it was in 2020.

Over recent years, local authorities have increasingly used procurement to support local economies. Our analysis suggests this is having a measurable impact. The share of local government procurement spent directly with locally based SMEs has risen from 19% to 23% since 2020^{ix}.

Across England's nine regions, local authorities spend largely similar proportions of their procurement directly with SMEs. The North West has the highest share at 37%, while the West Midlands has the lowest at 31%.

Local government proportion of direct procurement spending with SMEs in 2025, by English region.



6. TURNING BARRIERS INTO ENABLERS

Supply chains can vary massively in scale, capability, resource requirements and a range of factors. However, there are several key barriers which must be tackled to improve SME access and project delivery. This is not simply around rules but also issues such as access to skills, coordination with international suppliers, grid connectivity and many other areas.

Procurement Rules

In March 2026, the UK government announced updated procurement targets for its various departments:

- Small businesses across the country to receive contracts involving over £7.4 billion of government money a year by 2028
- Departments to set individual targets for the amount they will spend with SMEs - boosting economic growth and delivering on the Plan for Small Business
- New requirements to publish yearly progress updates to ensure departments stay on track

But for these opportunities to become a reality for SMEs, there are a number of structural barriers that must be addressed. For example, 'social value' scoring is often used as an evaluation criterion for awarding contracts. It has been found to disadvantage smaller businesses, including many across the Chamber Network, as they cannot compete with larger corporates on these requirements.

PROPOSAL

The government should weight social value more realistically towards SMEs, especially if they can demonstrate a clear benefit to the local and regional economy.

Skills

Access to a skilled workforce is vital for businesses to deliver projects, services and goods. BCC research shows that two-thirds (67%) of businesses are facing skills shortages in the UK, rising to 79% of manufacturing firms. For large infrastructure projects, these shortages are exacerbated by the complex skills requirements often paired with high demand and a degree of labour mobility.

To mitigate for the challenge of providing a skilled workforce for these projects, skills needs must be assessed at the outset. A comprehensive, long-term workforce development plan must then be put in place to train local talent and attract skilled workers to the area. A successful infrastructure project would design an 'off-ramp' for skilled workers to transition onto new projects once their work is complete, so that skills are not developed in stop-start silos for every project.

Local Skills Improvement Plans can facilitate this skills needs analysis and planning, and shape training provision to match the real skills needs of the local economy. 33 of 39 LSIPs in England are led by Chambers of Commerce.

Chambers are well-placed to facilitate supply chain access to skills and improve mobility of skilled workers through their network of tens of thousands of businesses. In Somerset for example, the Chamber has supported the end-to-end supply chain process of Hinkley Point C. It is now supporting the pool of skilled workers who have finished work on the project into further employment, so their skills are not lost.

PROPOSAL

Ensure Local Skills Improvement Plans (LSIPs) are involved with skills planning for all major project delivery.

Infrastructure

Efficient, reliable infrastructure is the backbone of successful supply chains.

Without well-functioning transport networks, energy capacity and digital connectivity, even the best-designed procurement reforms will fall short if businesses cannot move goods, deploy people, share data or meet delivery schedules with confidence. The quality of this infrastructure is a big determining factor in whether SMEs can realistically bid for, win, and deliver contracts.

BCC research shows how uneven infrastructure provision is already holding firms back. In a survey of SMEs, 58% of rural companies said they did not have reliable and well-connected trains, and 79% said they lacked access to reliable bus and tram networks. Weak local connectivity makes it harder to recruit, retain and mobilise staff to project sites^{xi}.

There was also a clear digital divide. While 75% of all SMEs agreed their area had reliable broadband, this fell to 56% in rural areas^{xii}, undermining day-to-day operations and restricting the ability of smaller suppliers to participate in digital tendering and compliance processes.

These gaps directly affect infrastructure delivery. Major projects are being asked to deliver faster and to higher standards, yet they depend on supply chains that can access sites, power operations and share information seamlessly. The challenge is compounded by workforce pressures, with 67% of businesses reporting skills shortages, rising to 79% for manufacturing^{xiii}, which makes good transport links, local workforce planning and place-based skills pipelines even more important.

To turn this around, government and delivery bodies must prioritise maintenance and resilience of road and rail networks that support both freight and workforce mobility. They must also accelerate digital infrastructure rollout in under-served areas and align local transport and skills planning with major project pipelines.

PROPOSAL

Government must commit to, fund, and deliver, at pace, a long term programme of public infrastructure investment (transport, digital and energy/grid), shaped with business input and backed by the planning capacity to get projects built.



Global Supply Chains

The BCC's recently published Economic Security report suggested a suite of international agreements are needed, to reduce strategic dependency on China as an ever-larger supplier in critical sectors. Supplies of lithium in UK supply chains, covering the eight industrial Strategy sectors, will have to rise by over 13,000% to meet growth demands. While domestic sourcing can contribute a larger proportion, on its own it cannot deliver the quantities of metal and minerals needed by 2035. Only a policy of supply chain diversification can reduce strategic dependencies and provide the security necessary for key economic sectors.

The UK government also needs greater co-ordination around modern economic security approaches and tools. This should be led by a dedicated Cabinet Committee. Enhanced progress reporting on supply chain goals and new trade powers like anti-economic coercion powers should also be introduced.

Meanwhile, Ministers should ensure the UK's central role in pan-European supply chains is recognised in a new economic security agreement with the EU and reflected in the approach in EU legislative dossiers. Economic security and supply chain agreements with other key partners should be reached to provide the long-term security of supply required in key sectors, for example, by reaching an agreement with Chile, one of the world's leading producers of copper.

PROPOSAL

Strike an economic security agreement with the EU; for the purposes of resilience and also the competitiveness of UK sourcing and supply chains within pan-European markets.



Cyber Security

The cyber threats facing the UK continue to evolve and pose a serious risk to businesses of all sizes and sectors. The government's 'Cyber Security Breaches Survey 2025/2026' showed that 43% of businesses reported experience of a cyber security breach or attack in the previous 12 months^{xiv}.

This research also showed that few businesses were taking steps to formally review risks posed to their supply chains, with only 15% reviewing the risk posed by their immediate suppliers, and only 6% looking at their wider supply chain.

This is particularly concerning as recent, widely reported cyber-attacks in the UK have demonstrated supply chain are exposed to the threat, such as the case of Jaguar Land Rover (JLR) in 2025. In a survey of local businesses, most of which were JLR suppliers, carried out by the Black Country, Greater Birmingham, and Coventry and Warwickshire Chambers of Commerce, 77% of firms surveyed had experienced a negative impact due to that cyber-attack. Almost half (45%) reported significant negative financial impact, including loss of revenue, increased costs and customer payment slowdowns. Around four-fifths (79%) of responding businesses were members of the supply chain for Jaguar Land Rover, demonstrating how critical it is

to build resilient supply chains with strong cyber security measures in place^{xv}.

The BCC has worked with the UK government to promote cyber security among businesses, publishing a joint blog in January 2026 to call on firms to undertake key actions to improve cyber security. This includes calling on businesses to adopt Cyber Essentials and require it of their whole supply chain. Cyber Essentials is the minimum cyber security standard that businesses should have and prevents most common attacks.

This issue overlaps multiple government departments and agencies who have different responsibilities in relation to cyber resilience and cyber-crime. The government must adopt a strategic, whole-system approach to cyber resilience that brings all relevant departments and agencies together. It should also consider what incentives can be put in place to drive business engagement further.

PROPOSAL

The government must continue to promote cyber security among businesses, identifying where targeted awareness and engagement support may be needed to strengthen the adoption of cyber security measures.



Sizewell C
The power of good for Britain



CASE STUDY

creating the building blocks for a GB supply chain

Suffolk Chamber of Commerce has partnered with Sizewell C for over a decade, to deliver on its commitments to spend over £4bn through the regional supply chain.

The priority has been to create a suitable legacy of highly capable businesses which are critical to the success of the project.

The Chamber has supported all aspects of the supply chain's creation – educating, informing and engaging with businesses and the wider community to ensure the maximum benefits of the project are felt.

Working with more than 3,000 businesses from across the East of England, the Suffolk Chamber has, so far, helped secure over £1.4bn worth of contracts for firms across the region.

It has worked with the developer, its major alliance partners and all tier 1 contractors, to help them understand local capacity and capability. At the same time, it has helped companies of all sizes and sectors, to ensure they are ready and able to support the project's delivery.

It is constantly honing its extensive database of potential contractors, highlighting with businesses how to improve their offer and prep their management teams and staff for bids. This ensures that they can access the full range of opportunities available. →

In the six months to May 2026, it helped over 200 businesses ready themselves to bid for contracts with Sizewell C and, just as importantly, set them up to target other major infrastructure projects.

This includes businesses like Breheny Civil Engineering, which has employed five apprentices from the Ipswich area on their recent delivery of two major roundabout projects. It has worked closely with Suffolk Chamber to help it prepare for Sizewell C bids and ensure it is in the right place at the right time.

The Chamber is also supporting businesses who are not yet working on the project to improve their business operations and identify areas to strengthen their offer.

Suffolk Chamber employs seven dedicated members of staff, who are trained on all the specific aspects of Sizewell C procurement processes. They are also experts on the needs of the local and regional business community. This helps them to drive awareness, increase standards and extend benefits beyond Sizewell to other nationally significant infrastructure projects.

For example, Portable Space - a Suffolk based modular building provider, has been working on the project for several years, and has increased its turnover and head count through its Sizewell C contracts.

Over the past five years, the Chamber has facilitated over 350 dedicated supply chain events, visited more than 1,000 businesses in person and met 1,500 more virtually.

They include DPL Group, an Ipswich based electrical firm, which now has 40 people working on Sizewell C. It has expanded its expertise into new sectors and has also

extended its own local supply chains. This has helped other SMEs to gain access to the project and guaranteed that local supply chains run throughout it.

This detailed focus on what both Sizewell C and the region needs, has provided the best chance of a lasting legacy from the investment for businesses in the East.

The Chamber's knowledge and expertise has also provided security and confidence to both sides of the procurement process

Connecting businesses of all shapes and sizes with new partners across the supply chain, and the wider community, has ensured that the impact extends far beyond the initial contract awards.

For example, SRC Group, which was supported by the Chamber to win habitat mitigations work, has been able to partner with a local college to create more pathways and provide work experience to people furthest from employment.

A process of continuous feedback between Sizewell C, the Chamber and contractors has also helped strengthen the businesses within the supply chain.

This includes Office Water Supplies, from Norfolk, which has gone from strength to strength on the Sizewell C project.

In a recent testimonial it said: "We will be forever thankful to the Suffolk Chamber for initially introducing us to a major tier 1 supplier. They trusted us and our beliefs to deliver and fulfil demand to Sizewell C. As a local business, we are beaming with pride to be part of the supply chain. Our team has put in the hard work and shown real dedication to deliver and maintain our promises to meet demand."

7. CONCLUSION

Developing a Great British Supply Chain system

In an era of rising geopolitical risk, stringent compliance requirements, and increasing pressure to demonstrate local economic benefit, developing a Great British Supply Chain system would offer a practical, scalable solution. It would help businesses and government to deliver the UK's industrial, infrastructure and Net Zero ambitions more effectively while creating wider economic impacts.

What Is the Great British Supply Chain?

The Great British Supply Chain is a national programme to build secure, resilient, skilled and localised supply chains for the UK's major infrastructure projects.

It has been developed by the British Chambers of Commerce from the years of experience the UK's chamber network has amassed in creating supply chains for major construction schemes.

It brings together the scale of the UK and International Chamber Network, unrivalled data, regional economic intelligence, and cutting-edge digital tools to create supply chains that are secure, resilient, compliant, and locally rooted.

The government has set a bold agenda on accelerating infrastructure, rebuilding sovereign capability, delivering Net Zero, and strengthening regional economies through domestic supply chains.

To meet these ambitions, businesses must demonstrate whole-life value, full supply chain accountability, measurable social value, resilience, security, and accessible opportunities for SMEs. The Great British Supply Chain provides the ecosystem to turn this ambition into reality.

It is already delivering. For more than a decade, Chambers across the network have supported some of the UK's most complex and strategic projects — building local capability, strengthening resilience, and unlocking billions of pounds in regional economic value as demonstrated in the following case studies:



8. CASE STUDIES

These examples demonstrate what the Great British Supply Chain can scale nationally: trusted local insight, deep supplier engagement, and measurable impact for major projects.



Somerset Chamber has delivered one of the UK's most impactful supply chain programmes through a commercial contract with EDF since 2012.

Key achievements include:

- Creating a highly sophisticated supply chain portal, enabling rapid contractor-SME matching
- Supporting more than 7,000 supplier registrations, 73% within EDF's target geography
- Matching over 4,000 businesses to live work packages
- Enabling in excess of 900 contract awards to more than 600 businesses
- Supporting a known contract value of £405m
- Contributing to £5.3bn of total local and regional spend

It is widely recognised as one of the most successful supply chain mobilisation programmes in the UK.



CASE STUDY 2

Heathrow, British Chambers of Commerce and Chamber Network

The Chamber Network has partnered with Heathrow across all of the UK's nations and regions to raise the awareness of a third runway and build an SME engagement programme to support business understand opportunities with one of the UK's most significant infrastructure ecosystems.

The programme has:

- Delivered national supplier workshops, roadshows and capability mapping
- Enabled hundreds of supplier-buyer introductions
- Engaged thousands of SMEs across the UK
- Advocated and raised the profile of a third runway at Heathrow for over a decade, ahead of government sign off
- Strengthened Heathrow's ability to demonstrate nationwide economic value
- Contributed to £5.3bn of total local and regional spend

This work is a clear demonstration of Great British Supply Chain's ability to deliver national-scale engagement.



Herefordshire and Worcestershire Chamber of Commerce started running a 'Meet the Buyer' Conference in 2025, following member feedback and as part of its B Corp work.

Larger businesses were consistently highlighting that, as part of their Social Value, B Corp, EcoVadis or other ESG work, they had an increasing drive and desire to work with local supply chains.

Smaller businesses were always looking for new work, leads and sales and consistently aspired to working with some of these larger local businesses.

From this, the Chamber's idea took shape. A working group was formed from a small, mixed size, group of businesses, which discussed the event concept and plans, including relevant topics.

The first event focused on local supply to the Public sector and involved presentations by the two counties' Local Authorities, the NHS, Police and Fire & Rescue Service.

Over 120 business attended to hear about topics including: how to supply into public sector

bodies, relevant bidding portals and changing government legislation around this, what likely opportunities there were currently and fundamental criteria around Cyber Security and Social Value.

A second conference focused on the private sector, with presentations given by four large local businesses.

At both events there were 10 stands delivered by large employers, which allowed further conversations to be held between buyers and sellers.

Feedback was positive, with 29 responses. Impact included:

- 82% of attendees met new connections
- 82% of attendees met their objectives for attending
- 70% found leads for buyers or suppliers
- 93% would like another similar event.



dc Doncaster Chamber
Inspiring success
in business

CASE STUDY 4

Doncaster Chamber of Commerce

Doncaster Chamber has been working with members and partners, including the City of Doncaster Council, to better understand how public sector procurement can support local businesses, while operating within established regulations and frameworks.

Feedback is gathered through the Mayor, Ros Jones, Business Advisory Group (MBAG) and the Chamber's 'Your City Your Say' events, which regularly bring together over 100 businesses with direct access to council leadership. This suggests that while processes are in place, there can be challenges around the visibility and accessibility of opportunities. Businesses cited how tenders are promoted through online procurement portals and how firms are made aware of them.

This has been particularly evident on significant infrastructure projects such as the reopening of Doncaster Sheffield Airport, delivered via FlyDoncaster Limited, which is wholly owned by the council. It also extends to its managed arm's length companies such as St Leger Homes and Doncaster Culture and Leisure Trust.

Members have also highlighted uncertainty around the purpose and impact of the local supplier directory, and how it is used in practice to support local contract awards. They also stated a need for clearer understanding of procurement frameworks and how suppliers can engage with them. For some SMEs, the cost and complexity of meeting specific requirements or certifications, for example around ethical sourcing, can present a barrier where the perceived return does not justify the investment.

In response, the Chamber is actively supporting its members by facilitating ongoing dialogue through MBAG. It is also sharing insights through its quarterly business insight reports, convening senior level discussions at Patrons Dinners attended by council representatives, and ensuring that business feedback is consistently fed into partners. This includes the South Yorkshire Mayoral Combined Authority.



Sheffield Chamber of Commerce and Industry has been working with Business Sheffield to support the growth of buying local.

They, initially, collaborated to deliver a 'How to be a supplier to Sheffield City Council' event. This was attended by over 150 local businesses and shared how to be procurement ready, how to sign up to tender portals and had opportunities for Q&A about the barriers and issues businesses faced.

This subsequently became a template for future events that brought together procurement teams from the Combined Mayoral Authority, both universities, the Teaching Hospital and Sheffield College.

Outputs included:

- Growing Sheffield based suppliers to the Council from 19% (2021) to 61% (2025)
- Attendance at buyer events of over 250 local suppliers
- Sector specific events e.g. "How to become a supplier to the Health Sector"
- A business directory for local suppliers to register their business and find local businesses.
- Supporting the guidelines for ethical procurement policy for Sheffield City Council.
- The development of online support tools with 'how to guides'.

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