

Response to questions

Brief: Invitation to quote for the provision of for the provision of SME business advisory support to 21 SMEs

Date Issued: 7th September 2021

Reference: 21-22 - 9 BT Circular Pilot Business Advisors

1. Do you expect business advisor debriefs to happen at the beginning of the support to discuss the individual needs of the 21 pilots?

The business advisor debriefs will be internal meetings with the ReLondon advisors (not SMEs) to help crowdsource solutions and recommendations for the SMEs, standardise the support we provide across the group of SMEs, and share learnings between advisors along the way. These will be organised by ReLondon with your availability in mind and will be spread out roughly evenly throughout the programme (i.e. one meeting in Nov, Dec/Jan, and Feb/Mar).

You will have two separate opportunities to understand the individual needs of the 21 pilots:

- ReLondon has already collected information about the pilot through the SME's grant application process, and we will send a follow-up diagnostic survey this month to collect updates to pilot design. Both documents will be made available to the relevant advisors.
- You will have an opportunity to ask further questions during the 1.5h baselining calls that you schedule with each SME.

2. Should two contractors each apply individually for the work, or can they submit a joint proposal and allocate the work between them?

We will accept either approach - please just make it clear in your proposal.

3. Which industries are represented across the 21 SMEs and would you be able to provide more information about the scope of pilots selected?

A range of industries are represented across the 21 SMEs:

- Fashion & accessories (12)
- Soft toys & furniture (2)
- Hospitality (3)
- Built environment & services (2)
- Equipment & electronics (2)

The pilots being delivered loosely fall into the following categories:

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- 3 SMEs are designing textiles for longevity (e.g. modular clothing/furniture and compostable textiles)
- 2 SMEs are testing innovative textiles materials made from plant-based waste
- 5 SMEs are exploring end of life solutions for textiles (e.g. recycling into insulation or new fabric, converting textile into soil, transforming offcuts into new products)
- 4 SMEs are trialling take-back schemes for materials (clothing, toys, and microfibres)
- 4 SMEs are trialling rental models for materials (fashion, jewellery, electricals)
- 1 SME is undertaking a circular fit-out of space
- 1 SME is designing a zero-waste menu for catering
- 1 SME is trialling compost manufacture & sale from local waste