

Response to questions

Brief: Invitation to quote for the provision of SME business advisory support in the form of 3 workshops

Date Issued: 7th September 2021

Reference: 21-22 - 10 BT Circular Pilot Workshops

1. If we are unable to book/hire a venue for the delivery of the support, can ReLondon make a venue available?

ReLondon would be willing to consider proposals that exclude venue hire. We can enter a discussion with the selected provider to make the ReLondon offices available for one or more sessions, funded by ReLondon. However, there would still be an expectation that the provider would undertake coordination of attendees to make sure they are in the right place at the right time.

2. Would we be able to propose a different way to structure the workshops, in order to meet your outcomes?

ReLondon would be happy to consider a different approach to delivering the learning outcomes we want to achieve through these workshops, based on the provider's expertise. The key considerations are as follows:

- **Learning outcomes** - the proposal should deliver the stipulated learning outcomes for SMEs in a practical and applicable way, namely: having clear hypotheses; designing SMART pilots with clear outcomes that keep their customers in mind; having tools available to measure the environmental benefits of their pilots.
- **Time commitment from SMEs** - it may be easier for SMEs to commit to shorter, separate sessions than a single, long session.
- **Total hours of support** - the total time of the workshops should be min. 6h but can be re-allocated across the different topics.
- **Number of SMEs supported** - the delivery should be offered to 33 SMEs although it does not have to be all at once if impractical.

1. 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)

In terms of the kinds of pilots they are delivering, they loosely fall under 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 the space
- 1 SME is designing a zero-waste menu for catering
- 1 SME is trialling compost manufacture & sale from local waste

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