

FREIGHT INNOVATION FUND ACCELERATOR

Partner Profiles



Challenge Fit

Challenge 1:
Optimisation of Journeys

Challenge 2:
Net Zero and Data

Challenge 3:
Inland Waterways

Challenge 1 – Optimisation of journeys –

DHL operates in every an all aspects of logistics. We have a particular interest in road aviation and warehousing solutions.

Challenge 2 – Net zero and data – We are working closely with our customers to reduce the carbon emissions of their supply chain solutions. We would be interested in innovations which enable us to do this. DHL is continually innovating to make our operations: Cleaner: burning less and operating cleaner energy and more efficient: better load or routing optimisation to allow us to deliver more with less idle space in vehicles. This could either be in our road transport solutions, whether it be HGVs, vans or cargo bikes or innovations which allow us to remodel movements to rail or river, or within our warehousing.

Challenge 3 – Inland waterways – We also operate on the river Thames with our Express division so would be interested to see innovations in this area.

Organisation description

DHL is part of the global DHL Group, which employs approximately 600,000 people in over 220 countries and territories around the world. In the UK across our various business divisions the company employs around 54,000 at circa 450 sites. Across our five divisions we offer an unrivalled portfolio of logistics services spanning four key product offerings, including international express parcels; supply chain services; intercontinental air and sea freight.

We manage the supply chains of many different businesses across the UK from supporting SME's on their export journeys, through to the distribution of food, medicines and vaccines and managing the complex just in time supply chains for a number of the UK's largest manufacturers.

Motivation to become a Programme Partner

As one of the leading providers of warehousing and transport solutions in the UK, DHL is keen to collaborate with SMES that are innovating in our space. Given our broad breadth of operations across different supply chains, with different business models, we are well placed to accommodate a wide variety of SMES who wish to partner with us.



Testbed facilities and resources

DHL operates over 11,000 vehicles in the UK. From cargo bikes and vans to HGVs and dedicated freighter planes. DHL would be willing to make these, and our warehouse facilities available for innovations that help tackle the three challenges we are interested in. We have also heavily invested in various decarbonisation technologies, such as Electric HGVs and alternative fuels such as HVO and biomethane. We have several facilities with the correct infrastructure to support the above, such as CNG & LNG refuelling facilities and fast chargers for HGVs and electric vans.

Furthermore we have various facilities across the UK which will accommodate off road testing of vehicles. For example we have our Training Development Centre in Crick, where solutions could be tested off roads before being taken into real live operational scenarios. We would be happy to provide these to SMES and put their innovations into real world environments, furthermore we would have the appropriate staff available to work with the SMES to help them best prepare their solutions for practical environments.

Procurement route

Should the trial be a success there is a high likelihood we would wish to continue with the SME. Before a contract is signed, all necessary DPDHL Group internal approvals have to be obtained. DHL has standardised procurement contract templates and purchasing T&Cs.

Challenge Fit

Challenge 1:

Optimisation of Journeys

Challenge 2:

Net Zero and Data

Open Challenge 4:

The port's objective is to facilitate the seamless transit of cargo and people through the cross-border logistics corridor to Europe

Challenge 2: Optimisation of journeys and the circular economy

- Machine learning tool for traffic forecasting to support resource allocation.
- Optimisation of traffic flows inside Port premises.
- Data intelligence of cargoes in HGV's transitioning through the Port.
- Optimisation of journeys.
- HGV's returning to Europe empty.
- Secure data sharing between the Port and operators + the Port and government agencies and national highways.
- Digital borders / e-borders.

Challenge 3: Net zero and carbon calculation

- Reduce HGV emissions when waiting for controls or at times of congestion.
- Smart grid solutions to manage electric charging.
- Fast charging for Electric HGV's.
- Green Corridor between the UK and France.

Organisation description

The Port of Dover is closing the gap every day between the UK and the world by connecting trade, travel, visitors, and communities locally-globally, collaborating with local and international partners to create a more seamless, sustainable, and tech-enabled port.

As the UK's busiest international ferry port and a vital gateway for the movement of people and trade, Dover handles £144 billion of trade per year, 33% of UK trade in goods with the EU and welcomes over 11 million passengers.

Dover is an award-winning cruise port, delivering world class travel and visitor experiences to over 20 different cruise lines each year. With a growing and diversifying cargo business operating from state-of-the-art facilities, a new marina which is at the centre of the revived waterfront, plus opportunities for further expansion in the future, Dover's proud history dating back 400 years has a new modern twist.

Motivation to become a Programme Partner

The Port of Dover is creating a world where exchange is seamless, smart and sustainable for all. To achieve this, the Port has embarked on a transformative journey to become a digitally driven business and has set itself clear and ambitious decarbonisation targets.



With many challenges still to overcome, the Port needs to collaborate with start-ups and SME's working on the latest innovative solutions to tackle these challenges. We have done this successfully in the first FIF cohort and we remain to push the boundaries of innovation with two FIF accelerator round one alumni companies.

Testbed facilities and resources

The Port of Dover is one of the busiest ferry ports in the world, unrivalled in facilitating traffic (2.4m trucks, 2.0 million tourist cars) and travellers (10m+) and vessel movements (34,000 a year).

- Access to Port of Dover Eastern Docks facilities and operations that support the purpose of the projects.
- Access to Port of Dover staff, ranging from senior management to subject matters experts.
- Access to data, both historic data and real time data.
- Opportunity to test and trial solution in real industry environment.
- Visits to the Port with hot desk available to work in the Port of Dover.
- As appropriate, access to previous studies and future strategies for decarbonisation and digitisation.
- As appropriate, access to ferry operators and the French ports on the other side of the English Channel.
- As appropriate, access to Port of Dover academic and industry partners and collaborators.
- As appropriate, access to the cruise and cargo business and other parts of the organisation.

Procurement route

The Port of Dover is a trust port and subject to UK regulations for procurement. The procurement process will depend on the type of project and the value of the project, and the most appropriate route for that specific project will be followed. If a trial were to be successful and we would like to continue or move to full scale implementation, the most efficient procurement route would be identified at that time. Working as partners will not guarantee a contract and there may be a need for a competitive tender process.



Challenge Fit

Challenge 1

- Optimisation of Journeys

Challenge 2

- Net Zero and Data

Challenge 4

- Open Call

Challenge 2 – Optimisation of journeys –

DP WORLD UK is leading the conversation on the type of logistics used in the UK, in recent news DP WORLD UK introduced a Modal Shift Programme, providing incentives for container traffic to move via rail over road. The primary goal is to decrease the environmental impact of road traffic.

DP WORLD UK are reliant on the inland movement of cargo to increase the throughput of containers through the ports and overall improve the customer service to our customers.

Challenge 3 – Net zero and data – DP WORLD UK is committed to reducing the impact of their business units within the UK and in the last 12 months has introduced the use of HVO as primary fuel at DP WORLD Southampton and introduced electric-tug+trailer units at London Gateway.

DP WORLD UK wish to continue their journey to Net Zero, which needs the data to be explored and analysed through AI / BI to make decisions on the next steps, whether HVO, electric, hydrogen or other alternative fuels.

Challenge 4 – Open challenge – The business units have specific challenges, as examples:

- AI in container stacking – using AI to analyse and recommend the decision behind where to stack ISO containers within the Yard and work alongside Terminal Operating Systems to provide a better solution, allowing better performance.
- Manual Handling on vessels and in yards – using forecasting tools and practical tools to ensure employees remain safe.

Organisation description

DP World in the UK is at the heart of Britain's trading future. We enable customers to move goods and materials smoothly and efficiently in and out of the UK and across their supply chains.

We operate the UK's most advanced logistics hubs: two deep water ports at Southampton and London Gateway with access to freight rail terminals, and a rapidly expanding logistics park on the doorstep of the capital.

We make a major contribution to the UK economy handling over £43 billion of goods a year. Taken together Southampton and London Gateway handle around 3.8 million TEUs per annum – that's over 400 containers every hour of every day and enough containers to stretch from London to Buenos Aires and back.

Our commitment to Britain's trading future is underpinned by our participation in Thames Freeport, an economic zone connecting London Gateway with the Port of Tilbury and Ford's world-class engine plant at Dagenham. We also support the Solent Freeport.

Motivation to become a Programme Partner

Our Ports and Terminals are reimagining the future. We're helping to streamline operations, lower costs and reduce environmental impact for businesses and their customers. DP WORLD UK motivation in partnering with this programme is to bring innovation into the Terminals and maintain the network with other possibilities.



By innovating and adapting to make the movement of goods through our Global network of Ports and Terminals are constantly striving to make operations more efficient and sustainable. The Freight Innovation Fund programme is bringing together other participants in the multimodal and end to end transport space, with the same vision as DPW UK – to future proof efficiency in distribution and transition of goods, with particular focus on lessening the environmental impact of our operation and helping our customers build sustainable supply chains.

Testbed facilities and resources

We have two deep water ports at Southampton and London Gateway which can be used as testbed facilities. Both ports use Straddle Carriers to transport containers, with London Gateway also using Automated Stacking Cranes along with terminal tractors and cassettes. The ports also use Quay Cranes to move containers from ship to shore and vice versa. And both ports use a variety of IT Systems.

DPW UK are happy to provide mentorship from Senior Management.

Procurement route

Procurement is done centrally through 3rd party systems. Purchases are scrutinised to ensure they are adding value to the business, whether in a cost reduction: direct cost reduction (fuel/labour) or through indirect routes such as improved efficiency, reducing running costs; or as a value adding service.

Challenge Fit

Challenge 1

- Optimisation of Journeys

Challenge 3

- Inland Waterways

Stobart have been working in partnership with waterways projects, particularly in the Thames area, to understand how we can potentially decarbonise and develop more sustainable transport services by moving from road freight to inland waterways for our customers stock moves.

In terms of optimisation particularly interested in 'backloading' shipping containers to avoid them running back to port empty, and for filling empty rail container spaces to optimise services and any innovations to help us to load build and transfer new road service to rail.

Organisation description

With a proven track record of delivery across multiple industries, Stobart operates the UK's largest pay as you go shared user network which delivers market leading service, capacity, and value. This is underpinned by an investment in the class leading technology required to deliver service in these demanding market conditions.

Operating 24 hours a day, 365 days a year, Stobart specialise in the Retail, Consumer, and e-commerce sectors, and work with some of the world's most well-known brands.

Extended network services are also provided to support all your transport needs including European, Ports, & Rail.

Motivation to become a Programme Partner



www.eddiestobart.com/

Stobart have a strategy to maintain thought leadership in Sustainability in our sector, and as part of that we welcome the opportunity to support innovation to help us to explore new ideas to achieve decarbonisation in a sector which is proving, so far, extremely difficult to decarbonise, and to help us to meet our Science Based Targets initiative (SBTi) commitment for 2032.

Testbed facilities and resources

- Stobart operates the largest shared user transport network in the UK, with over **2000 vehicles** completing around 20,000 deliveries per week. Through our leadership in network efficiency, our fleet is completely digitally visible, allowing us to achieve the highest laden mileage percentage in the industry with our vehicles running full over 86% of the time.
- We also operate a significant **multimodal business, that includes road and rail services from major UK ports**. We manage an **inland container port at Widnes** and work with rail operating companies running rail freight services across the UK.



- Stobart has trialled and deployed all the available transitional alternative fuels. We were successful in the Government ZEHID road freight trials and we will be introducing around 50 Battery Electric Vehicles (BEV) and Hydrogen vehicles to our fleets over the next 2-3 years as part of this project.
- Stobart is member of several collaborative sustainability forums and works closely with various industry sector trade bodies. Our strong partnerships with government agencies, including the Department for Transport, Innovate UK, DEFRA, DWP, HM Borders, and others, enable us to participate in parliamentary all-party groups and round tables, maintaining open dialogue with ministers on future regulatory challenges in the sector.

Procurement route

Stobart have centralised procurement as part of the Culina Group. They are SAP based processes and are in line with industry standard processes for large UK companies.

Challenge Fit

Challenge 1

- Optimisation of Journeys

Challenge 2

- Net Zero and Data

Challenge 1 – Optimisation of journeys –

We are interested in supporting research in respect of laden/unladen path performance, the establishment of a connectivity index between rail terminals, what are the barriers to resilient provision of spare and repurposed rail equipment and materials in the UK.

Challenge 2 – Net zero and data – We are interested in supporting research in respect of, a mapping exercise of existing carbon accounting methods and the distribution of their industrial sectoral adoption, what are the barriers to SME carbon accounting, what the rail industry can learn from other sectors in innovative incentivisation of cost recovery for decarbonisation across supply chains.

Organisation description

Freightliner is the UK's largest intermodal rail operator, transporting containers from all major deep-sea ports to our national network of inland terminals, and a leading operator in the UK Heavy Haul rail freight market. We have a fleet of approximately 150 locomotives, and we operate the largest number of electric locomotives in the sector. We operate eight terminals across GB from which Pentalver, a subsidiary company of Freightliner provides final mile road transport services from.

Freightliner is leading the sector in respect of asset optimisation and advancing the transition to net zero. In respect to asset optimisation, we have fitted a number of systems that improve the efficiency of our locos, and have been nominated for awards concerning network capacity utilisation. In respect of net zero, we have tested HVO and agreed partnerships to support the scaling up of its production and supply to our locomotives. We are promoting transparency and awareness of supply chain environmental impacts by being the only rail freight company publicly declaring its carbon emissions through a voluntary scheme.

Motivation to become a Programme Partner

Freightliner is committed to playing its part in delivering on both rail freight industry 2050 targets: 75% growth and net zero. Innovation and the contributions of SMEs will be hugely important in achieving these targets. Freightliner recognises and accepts the responsibility to work with SMEs on identifying, developing and delivering innovation which will allow the whole industry and the wider UK economy to benefit. Our people are experts in their field but are curious to test new systems and eager to collaborate with stakeholders to improve.

Testbed facilities and resources

Freightliner can provide access to all operational activities required for running rail freight services. From the organisation of our terminals to the design of our locomotives, the management of network timetables to the integration with road freight services.



- **Vehicle maintenance facilities** – Our VMF can provide opportunities for the analysis and fitting of equipment related to the performance of our locos and wagons. Consideration can be had about fitting locomotives and wagons with equipment. We can also provide access for trials of vehicles within our terminals.
- **Control and performance centres** – These can provide opportunities to analyse and model operational practices. Working with our planning and performance teams, we will be able to share data to support the development of modelling of digital twin test beds.

Procurement route

Successful procurement is about being fit for purpose and ensuring that the product or service the suppliers are offering matches our requirements. We want the suppliers to succeed and will provide feedback on areas of improvement. From a commercial perspective we aim not be over 20-30% of the SMEs turnover, there is no minimum set criteria of turnover or number of employees to supply us. Safety is important to us and we carry out audits if the solution is safety critical to our business.

Challenge Fit

Challenge 1

- Optimisation of Journeys

Challenge 2

- Net Zero and Data

Challenge 4

- Open Call – Automation of Terminal handling equipment

We are interested in solutions which could cover all aspects of challenge 1 – Optimisation of Journeys and all aspects of challenge 2 – Net Zero and Data. For the Open call challenge, we are mainly looking for solutions which could support us with the automation of terminal handling equipment.

Organisation description

Maritime Transport Ltd (Maritime) are currently the 17th largest UK logistics company by turnover (Motor Transport, 2022). We are a dedicated, UK-domestic, logistics supplier completing full load deliveries and collections nationally. The role of the business is to move goods, for customers, within the UK. The business provides a multi-modal solution to its customers via road and rail moving product within shipping containers and curtain-sided 13.6m trailers.

Maritime are a family-run, privately owned, British business, employing 3,000 staff. Prioritising asset ownership, their current fleet consists of 1,200 liveried vehicles, 600 dedicated third party subcontractors, 3,500 trailers (2,400 skeletal for container transport by road, 1,100 curtain-sided) and 146 items of heavy plant (utilised for their terminal operations), all operating across their network of 40 sites. All vehicles, locomotives and plant are currently powered by fossil fuels namely diesel.

Motivation to become a Programme Partner

The logistics industry, and specifically rail freight, has not modernised at the same speed and scale as other industries. Maritime have embraced modal shift and can see that investment and modernisation will create a virtuous circle where efficiencies will make rail freight a competitive and viable alternative to road solutions. However there are not enough companies pushing modernisation so programmes like the FIF accelerator are critical to boost progress.

Testbed facilities and resources

Maritime operate eight open access Intermodal Rail freight terminals across the UK, with over 40 different types of plant for loading and unloading containers. We work with some of the biggest blue chip companies in the UK across manufacturing and retail, so have great insight and opportunity to explore/investigate different challenges and solutions with those customers to ensure that any solutions from the programme benefit as much of the supply chain as possible. Additionally our structure means we have a high number of experienced colleagues that are specialists in their fields that can add to projects as and when required and mentor outside parties. With a fleet of over 1200 owned vehicles spread across the UK, we harvest a large amount of data on a daily basis to virtually or physically test any road based projects.



Procurement route

The procurement would be handled by a relevant department head, depending on the type of product being procured. We would normally prepare a requirements brief rather than a full tender, with respondents asked to build on it to submit a full proposal. Before agreeing an order an implementation plan would be agreed between parties with milestone timing and participants so that we have defined parameters and target dates. Wherever possible three proposals will be considered.



Challenge Fit

Challenge 1

- Optimisation of Journeys

Challenge 3

- Inland Waterways

Challenge 1 – Optimisation of journeys – We are looking for solutions which would help us with the following areas: Preventing contamination between cargoes, IT systems to display compatible backfill cargoes and protection of ship Holds to allow for more compatible cargoes for backfill.

Challenge 3 – Inland waterways – We are looking for solutions which would help us with the following areas: Overcoming tidal windows for wharf use in London, reducing the risk of damage to goods, efficiency gains and cost reduction in the handling process and noise reduction of handling process to overcome noise restrictions on wharves.

Organisation description

Port of Tilbury London Limited are London's major port and the largest multi-modal port in the South East. We are part of the 3rd largest port group in the UK in Forth Ports Group.

The port has an annual throughput of 16 million tonnes per annum and this is estimated to value around £8.7 billion. Offering operational support for different cargoes, the port can support ro-ro, container, forest products, grain and bulks as well as cruises and property solutions. The varied cargoes are spread across an estate in excess of 1,000 acres and are imported and exported by a variety of short and deep-sea vessels.

Motivation to become a Programme Partner

Sustainability is of key importance to the Forth Ports Group, and the Group (including Port of Tilbury) are committed to being Carbon Neutral in 2032 and Net Zero by 2042.

Engaging in this programme will allow the us to explore potential new solutions that will reduce or remove barriers to using Inland waterways to supply London, creating a modal shift from road to river, and reducing the carbon emissions of the supply chain and removing vehicles from the roads in London.

The programme will also allow us to explore methods to prevent contamination of cargo to allow for the use of the return leg for trains and vessels to carry wider ranges of cargoes.

Testbed facilities and resources

The Port of Tilbury are the largest multi-modal port in the South East, and any SME working with the Port would have access to data the cargoes handled at our facilities. We can also provide access to the Port's operational facilities, spanning 56 operational berths, 3 on-site railheads and over 1000 acres of land.

The Port can offer the expertise of our workforce, including that of our in-house engineering department. We are a certificated AEO operator and have our own on site warranted police force to provide to provide security to any SME we work alongside.



Any SME working with the Port may be required to adhere to ISPS security regulations to operate within our land.

Procurement route

All SMEs will be subjected to financial and company checks. SMEs will be expected to demonstrate their competence in relation to their health & safety, quality, and ethical and sustainability practices. We take our contribution towards achieving net zero very seriously and strive to create a close working relationship with our approved contractors/suppliers. SMEs will be expected to complete our POTLL vendor pack and subject to successfully submitting the required documents and passing an assessment interview you will then be advised if your application is successful.

Challenge Fit

Challenge 1

- Optimisation of Journeys

Welch's Transport seeks support in enhancing the integration and application of digital freight platforms and collaborative networks within our operational framework. We aim to deepen our understanding and implementation of technologies that facilitate load sharing, backhauling, and route optimisation to significantly reduce empty runs and optimise vehicle loading capacities. This effort is directed towards minimizing our carbon footprint and advancing a more sustainable and efficient logistics sector. By leveraging insights and expertise from the Freight Innovation Fund Accelerator, we aspire to overcome barriers to digital adoption and collaboration, setting new benchmarks in sustainable logistics practices and journey optimisation.

Organisation description

Welch's Transport, established in 1934, has grown into a prominent figure in the East of England's logistics industry, renowned for our dedication to innovation, reliability, and customer focus. With a legacy spanning over 90 years, we have transitioned from our humble origins to become a trusted logistics provider, known for our adaptability and commitment to service excellence. Our workforce of 160, encompassing drivers, warehouse staff, and logistics specialists, alongside a fleet of 80 diverse vehicles, empowers us to deliver customised logistical solutions tailored to the varied needs of our clientele. As a leader in sustainable transportation, we are key participants in the eFREIGHT 2030

consortium, demonstrating our investment in electric HGVs and sustainable practices. Welch's Transport's blend of historic values, environmental commitment, and comprehensive service offerings make us a standout partner in the logistics and transportation field.

Motivation to become a Programme Partner

Our motivation to join this programme stems from a deep-seated commitment to sustainability and innovation within the logistics sector. As pioneers in the adoption of electric HGVs and sustainable practices, Welch's Transport seeks to leverage the programme's collaborative environment and resources to enhance our operational efficiency and environmental stewardship. Participating in this initiative aligns with our goal to lead the transition towards greener logistics, share

Testbed facilities and resources

Welch's Transport offers SMEs comprehensive support with our testbed facilities and resources, ideal for testing and refining logistics solutions. We provide access to our expansive network, including four commercial sites across central and eastern England and a versatile 80-vehicle fleet. Our facilities are equipped for a wide range of logistical activities, from warehousing and distribution to specialist lifting and machinery movement. SMEs can also utilise our advanced digital infrastructure, which includes cutting edge transport management systems and telemetrically tracked vehicles, to trial software solutions and IoT applications in a real-world



setting. Our experienced team is available for mentorship, offering insights into operational efficiency, sustainability, and safety improvements. Collaborating SMEs will need to comply with health and safety, environmental standards, and digital security requirements. We are especially interested in innovations that optimise routes, enhance load management, and support sustainable practices. By partnering with us, SMEs have the opportunity to leverage our resources to accelerate their market readiness and contribute to advancing the logistics and transportation industry.

Procurement route

As a family-run company we boast a streamlined and agile procurement process, largely free from the red tape and bureaucracy typical in larger corporations. Our decision-making is swift, enabling us to efficiently evaluate and integrate successful trial solutions into our operations. For SMEs aiming to collaborate with us, the primary challenge lies in demonstrating clear value and alignment with our operational goals, particularly in enhancing efficiency, sustainability, and safety. A unique aspect of our procurement is our ability to quickly adapt and adopt innovative solutions, offering SMEs a straightforward pathway to becoming a valued partner in our ongoing pursuit of logistics excellence.

Challenge Fit

Challenge 1

- Optimisation of Journeys

Challenge 2

- Net Zero and Data

Challenge 4

- Open Challenge

Wincanton has invested in and developed a Digital Transport Control product, EyeQ. We are excited to discover innovation partners with solutions that will accelerate us on this journey. We are open to discovering cutting edge technologies in AI and data analytics to shape and improve decision-making, foster cost savings and sustainability, and streamline customer experiences. Use cases could include forecasting and predictive analytics, dynamic pricing, data insights and learning from plan versus actual, and real-time in-day optimisation.

Organisation description

Wincanton is a leading supply chain solutions company. The Group provides business critical services including storage, handling and distribution; high volume eFulfilment; retailer 'dark stores'; two-person home delivery; fleet and transport management; and network optimisation for many of the UK's best-known companies. We are active across a range of markets including food and consumer goods; retail and manufacturing; eCommerce; the public sector; major infrastructure; building materials; fuel; and defence. With almost 100 years' heritage, Wincanton's 20,300-strong team operates from more than 160 sites across the country, responsible for 7,400 vehicles.

Wincanton has a structured open innovation programme which is branded W². One strand of the W² programme is W² Labs. This is an accelerator programme where we work alongside SMEs to create new solutions for the future. We believe that our experience with W² Labs will add value to the FIF Accelerator, and being part of the programme will help enhance the solutions and technologies we can offer to our customers.

Since establishing our pioneering W² Labs initiative in 2017, Wincanton has championed collaboration with startups and emerging suppliers. To date through W² Labs, we have provided over 1300 mentoring hours to 26 startups, supporting the development of new ideas to advance the supply chain industry.

Motivation to become a Programme Partner

Sustainability is fundamental to our identity and as such we have committed to achieving net zero operations by 2040. Engaging in this programme provides a unique opportunity to share our knowledge and experience in this domain while also exploring new solutions to benefit our shared goal of driving sustainability across the logistics sector. Our commitment to generating social value also makes this programme an excellent fit. Strengthening partnerships with SMEs is a key pillar within our social value strategy. We would appreciate the prospect of contributing our expertise in this area while also supporting SME partners through our participation.



Testbed facilities and resources

Our three key areas of resource are highly skilled and experienced people, physical site locations, and physical freight moves. We also have access to a diverse range of customers from defence to grocery, to construction to eFulfilment to public sector. This means we can provide insight on many different supply chain requirements to any SME that we partner with.

Once we understand the requirements of the SME and the trial, we can ensure the trial is supported. For example, in 2022, 34 Wincanton colleagues provided 234 mentoring hours to SMEs.

Procurement route

Wincanton has a dedicated procurement function that the SME would work with if we choose to onboard them following the programme. Part of the onboarding process would include a Data Impact Assessment; IT Security Questionnaire and the SME would need to register for Achilles due diligence and supply accreditation platform. We would normally expect the SME to work under Wincanton standard terms and conditions, our inhouse legal team will guide the SME through this process. Procurement activity for SME suppliers is a key part of our Social Value strategy. Social value partnership is our approach to building significant and sustainable positive impact across our supply chain and communities through our procurement decisions.



Visit Connected Places Catapult
website [here](#)



Follow us on Twitter
[@CPCatapult](#)



Follow us on LinkedIn
[Connected Places Catapult](#)

Email us
FreightInnovationFund@cp.catapult.org.uk

