MSDUK 3.0 RECAP AND PLANS FOR 2020

MAYANK SHAH
INNOVATION HUB
- Develop Ideas
- Commercialise
- Access to Market
- Scale-Up

KNOWLEDGE HUB
- Executive Education
- Consultancy
- Knowledge Transfer
- Research & Impact Assessment

PROCUREMENT HUB
- Benchmarking
- Creating Contract Opportunities
- Connecting Buyers and Suppliers
- Enabling Business Growth

Our integrated ecosystem of Innovation, Knowledge and Procurement hubs help EMBs bring innovative ideas to market, develop business leaders of the future and achieve sustained growth through access to corporate supply chains.
IMPACT OF 3.0 so far…

- **More corporate members** – 33% increase in membership and still growing
- **More businesses** – nearly 70 EMBs signed in 2019 and another 150 expected by Sept 2020
- **Regional spread** – Birmingham, Manchester, Bristol, Oxford, Scotland……..
- **Growing partners network:**
  - Universities- Oxford, Bristol, Huddersfield, LSE, Leicester, UCL, Imperial, Aston, Birmingham…
  - Innovation Centres/ Accelerators – Digital Catapult, Centre for Process Innovation, MTC …
  - Global: TechStars
  - Investors – VCs, Angel Investors…. 
- **Knowledge Transfer**: over 100 Entrepreneurs offered scholarships to attend Tuck Residential and Building Business Leaders of the Future Programme
- **Supplier Diversity White Paper** published in partnership with CIPS | CPO Forum
PROCUREMENT ACTIVITY

2006 - 2017

- 30 CORPORATES
- 106 SUPPLIERS
- £737 M SPEND

2018

- 12 CORPORATES
- 31 SUPPLIERS
- £45.2 M SPEND
NEW MEMBERS IN 2019

- Herman Miller
- Sony Pictures
- RBC
- Dow
- Morgan Stanley
- Google
- Eaton
- HSBC
- Barilla
2020 AMBITION / ACTUAL

300 NEW IDEAS TO MARKET

205

£25M+ INVESTMENT IN NEW IDEAS

£5M+

DIVERSE PARTNER NETWORK

Global/ national/ industry

A NETWORK OF 700 EMBs

454

100+ EMBs IN LEADERSHIP PROGRAMMES

52

DIGITAL COMMUNITY OF 5,000+ STAKEHOLDERS

3000+

EXTENDED GLOBAL NETWORK

GSDA ESDA

£250M+ BUSINESS WON

£120M (est)

MSDUK REVENUE = £1M

2019: £750k
## 2020 EVENTS

<table>
<thead>
<tr>
<th>Date</th>
<th>Event</th>
<th>Location</th>
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<tr>
<td>30 Jan</td>
<td>AGM</td>
<td>London</td>
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<tr>
<td>26 Feb</td>
<td>Meet the Buyer</td>
<td>London</td>
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<tr>
<td>18 Mar</td>
<td>Corporate Best Practise</td>
<td>London</td>
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<tr>
<td>18 Mar</td>
<td>Procurement Masterclass</td>
<td>London</td>
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<tr>
<td>Mar</td>
<td>MSDUK Roadshow</td>
<td>Edinburgh</td>
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<td>Apr</td>
<td>MSDUK Roadshow</td>
<td>Manchester</td>
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<td>13 May</td>
<td>CPO Forum</td>
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<tr>
<td>May</td>
<td>MSDUK Roadshow</td>
<td>Birmingham</td>
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<tr>
<td>24 Jun</td>
<td>Meet the Buyer</td>
<td>London</td>
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<tr>
<td>2 Jul</td>
<td>Innovation Challenge Semi-Final</td>
<td>London</td>
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<td>25 Aug</td>
<td>Delivering a Winning Pitch</td>
<td>London</td>
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<td>17-21 Sept</td>
<td>Tuck-Aston Residential</td>
<td>London</td>
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<tr>
<td>21-22 Sept</td>
<td>International Retreat</td>
<td>London</td>
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<tr>
<td>23 Sep</td>
<td>Business Show</td>
<td>London</td>
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<tr>
<td>23 Sep</td>
<td>Innovation Festival &amp; IC Final</td>
<td>London</td>
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<tr>
<td>24 Sep</td>
<td>Knowledge Forum</td>
<td>London</td>
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<tr>
<td>24 Sep</td>
<td>Awards Dinner</td>
<td>London</td>
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<tr>
<td>26 Nov</td>
<td>Members Christmas Party</td>
<td>London</td>
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- ADDITIONAL INNOVATION HUB EVENTS UNDER PLANNING
Leadership Programme for Aspiring Ethnic Minority Business Owners

Build and grow your business in an ethical way. You will use your business as a case study through the course and apply core business concepts through real-world applications.
2020 CONFERENCE

SAVE THE DATE

21-24 SEPTEMBER 2020

CONFERENCE
Bringing together industry leaders, investors, innovators, start-ups and high-growth businesses to connect, share knowledge and build lasting business relationships at London’s Most prestigious Queen Elizabeth II Conference Centre

AWARDS DINNER
Our 2020 Conference will host its Awards Dinner in the Banqueting House – a Historical Royal Palace. This is our chance to celebrate the achievements and commitment of a diverse and inclusive supply chain.

EVENT HIGHLIGHTS
International Retreat
Business Show | Innovation Challenge
Knowledge Forum | Awards Dinner

THE VENUES:

QUEEN ELIZABETH II CENTRE

BANQUETING HOUSE
2020 CONFERENCE HIGHLIGHTS

21/22 SEPTEMBER
INTERNATIONAL RETREAT
Pre-conference events including global best practice summit, Mansion House dinner, golf & spa

23 SEPTEMBER
INNOVATION FESTIVAL
Ideation workshops, investor’s forum, Elevator pitches, expert talks and 2020 Innovation challenge finals

23 SEPTEMBER
BUSINESS SHOW
Showcasing the best of British ethnic minority businesses

24 SEPTEMBER
KNOWLEDGE FORUM
Key-note address, panel discussions And business workshops sharing industry best practices

24 SEPTEMBER
2020 AWARDS NIGHT
Glittering awards night includes Pre-dinner reception | Awards Banquet | After-dinner party

850 delegates | 75+ global firms | 200+ buyers | 100 Exhibitors |