

## Meet the Buyer: Lewisham Cleaning Contract Opportunities

On Tuesday 8<sup>th</sup> November 2022 we delivered our first Meet the Buyer specifically aimed at SMEs offering services in the Cleaning Sector. The event was delivered in partnership with Lewisham Council as part of our [Ready to Supply programme](#), and hosted by our Lewisham-based client Dave Charnley of CIO Security.



Located in Forest Hill, [CIO Security](#) is one of Lewisham's largest employers, and whilst CIO has concentrated over the last few years on servicing the security industry, they are now actively tendering for opportunities which require both security and cleaning specialisms.

As a result, CIOs are now in a position where they need to grow and diversify their supply chain, and this presents a great opportunity for them to hold a smaller sector-specific meeting and start developing meaningful business relationships with local suppliers and sub-contractors.

Taking place in Deptford, the mid-morning Meet the Buyer event attracted 10 local business owners who gathered to not only meet, network, and collaborate, but also to have an open and extremely enlightening round-the-table discussion with Dave, who provided some great insights into how CIO Security operates day-to-day, and the types of opportunities available, not only in south-east London, but also UK-wide.



Consequently, the attendees were able to find out much more about engaging with an SME buyer looking for other local SMEs to collaborate or partner with on live tender opportunities. They were also provided with one of the CIO's supply chain registration forms and allowed to discuss key information such as how a contract would work, what payment terms are available and how data would be shared.

The event was so engaging that although it was originally billed as a 2.5-hour Meet-the-Buyer, it morphed into a superbly interactive Round Table, with all the attendees still in conversation about opportunities, challenges, and barriers to procurement long after the planned finish time!



We've received some great feedback from the attendees ... and we now look forward of course to hearing news about them getting onto CIO's supply chain, as well as keeping in touch and potentially working/collaborating going forward.

If you're in that 'buyer' space where you're serious about expanding, refreshing and diversifying your local supply chain (whether you're an SME or not) and you'd be interested in working with us to put on a smaller scale sector-based Meet the Buyer or Round Table, just drop us a line on [info@elbp.co.uk](mailto:info@elbp.co.uk) and our Buyer Engagement Team will get straight back to you.