

LINC stands for 'Liaise, Innovate, Network, Collaborate' and is a scheme that encourages SMEs (i.e. Micro, Small and Medium-Sized Enterprises) at local and national level to work together and deliver innovative solutions to the mission at Sellafield.

All LINC advertised opportunities shall be valued at no more than £177,898 excluding VAT and therefore less than the prevailing Global Procurement Agreement threshold levels for supplies and services applicable to the Public Contracts Regulations 2015 (Procurement Policy Note 09/21).

LINC has been designed to provide Sellafield Ltd with direct access to SMEs and this supports the company's contribution to the UK SME agenda. Non-SMEs can register with LINC but their participation is limited to a supporting role only.

## LINC Categories

As part of the registration process, companies are categorised into one of the following:

### Category 1 - SME

- those companies that meet the strict [EU definition](#)

### Category 2 - Supplier

- those companies that have less than 250 employees and an annual turnover of less than 50 million euros (approximately £45 million) or annual balance sheet not exceeding 43 million euros (approximately £38 million) but who are part of a larger group of companies which collectively exceed those thresholds.

### Supporting Companies

- those companies who do not meet the EU definition of an SME in terms of numbers of employees and turnover or balance sheet thresholds

Both category 1 and 2, are eligible to participate directly in LINC, however submissions from category 2 are only be considered if an acceptable submission (defined relative to each opportunity) is not received from category 1.

Supporting Companies (Non-SMEs) are free to qualify with LINC but their participation will be limited to a supporting role only. We recommend that Non-SMEs join our Dynamic Purchasing System for other opportunities. Supporting companies are not permitted to participate directly but may participate as part of an SME led proposal.

## Why is it important that we help SMEs to win work and what's the benefits to Sellafield?

The company has an Operating Plan Milestone, owned by Supply Chain Directorate, to spend a percentage of our supply chain spend with SMEs. We have a target to spend 32 - 33% of our supply chain spend in 2022/23.

However our SME agenda isn't just about targets, it's about doing the right thing. The Government sets these targets because SMEs are proven to power economic growth, so by supporting SMEs we are boosting the UK economy.

Bringing in SMEs can also provide some or all of the following benefits in many cases:

### Increased Value for Money

- Lower costs due to lower overheads
- Bringing in more suppliers increases competition which can result in lower costs
- SMEs have the ability to fill small market niches

### Increased Quality of Service

- Closer relationship
- Easier communication and quicker decision making
- Responsive and agile due to simpler structure
- SMEs are often more willing to tailor a product or service to meet specific needs
- Keen to do a good job and "go the extra mile"

### Increased Innovation

- UK SMEs have a higher EU innovation score than UK large companies
- SMEs create disruptive technology
- Early adoption of new technology
- Providing products and services in new or underdeveloped markets
- SMEs often use innovation to differentiate themselves

## What suppliers are registered on LINC and what is their capability?

A list of all registered suppliers and a description of what they can provide is published regularly on the Sellafield external website. This is to enable SMEs to collaborate on the opportunities if they wish to.

## How to qualify

Please either log in with your existing details or register for Atamis and navigate to C11968. Please complete the qualification form and questions, once your application has been successful you will be invited to participate in any future LINC opportunities.



Contact us a [LINC@sellafieldsites.com](mailto:LINC@sellafieldsites.com)