



Members' Briefing

Changing EU Public Procurement Rules



A revision of EU public procurement rules will come into effect in the UK within two years.

The new rules should make it easier for small companies to win public contracts because public authorities will be encouraged to break up large contracts into smaller lots.

They also allow authorities to reserve some contracts for mutuals or co-operatives, so that they can become sufficiently established to compete in the open market.

The legislation clarifies the rules affecting complex public-private partnerships and concessions – where private-sector companies operate public infrastructure or provide public services.

They will also require public authorities to use harmonised invoices for their public procurement.

<http://bit.ly/1Uwgjq>

CONTENTS

BUSINESS SUPPORT AND NEWS

- Changing EU Public Procurement Rules
- HSBC Allocates £400m
- LEPs Criticised by Council Leaders
- Sixteen Recommendations for IR35
- Export Refinancing Facility
- Revised Food Law Code of Practice
- Careers Guidance and Inspiration in Schools
- HS2 and Siemens Energy Opportunities
- Food and Drink Consultation Panel D2N2
- International Sport Technologies Matchmaking
- Power of the Chamber Global Network
- Updated Charities Register Planned
- Talent Development Support
- Charities' Positive Outlook
- The local Economic Resilience of LEPs
- Changes to VAT Rules
- MEPs Block Charges for Food Inspections
- Women in Enterprise Champion Appointed
- HMRC Guide to Becoming an Employer
- Market Visit to Germany
- Ambitions and Growth Objectives
- Tougher Penalties Against Reckless Directors
- Our Place in the World
- Business Information Modelling Increasing Funding for Smaller Housing Developments
- New HMRC Helpline
- £220m to Derbyshire and Nottinghamshire
- Access to Research
- Employee Ownership Funding
- Addressing Skills Deficiencies
- Change Threatens Long-Term Ill Funding
- Funding for Exploitation of Shale Gas
- Digital to Create Sustainable High Streets
- Made in Derbyshire 2015
- Engineering Graduate Programme
- Fund To Help Derbyshire Firms
- Support to Achieve Investors
- Derby to be Added to Assisted Areas Map
- Nottingham City Car Club
- DNCC TRAINING NEWS
- BUSINESS TRAINING
- REPRESENTATION
- INTERNATIONAL
- TRADE OPPORTUNITIES
- NEW MEMBERS
- DNCC EVENTS

Patrons



HSBC Allocates £400m

HSBC has allocated £400m from a £6bn small to medium-sized enterprise (SME) fund for businesses in the East Midlands. Open to new and existing UK businesses with turnover of up to £30m, through HSBC business centres, the initiative is a reaction to findings from a new study by the bank. The 'Business of Growth' report found that 2014 would mark a turning point for ambitious companies in the region as they looked to capitalise on the UK economic recovery to invest in growth. Contact Amanda Murphy, Head of Business Banking for HSBC. <http://bit.ly/1hu9Yjf>

LEPs Criticised by Council Leaders

Nearly half (44%) of local authority leaders have criticised Local Economic Partnerships (LEPs) for not being effective in promoting economic growth in their area over the past three years, according to a survey carried out by the Society of Local Authority Chief Executives and Senior Managers (SOLACE). By contrast, 40% said they had been effective. <http://bit.ly/Q9vClz>

Sixteen Recommendations for IR35

A report by the Select Committee on Personal Service Companies has made 16 recommendations relating to the future of IR35 legislation. To read the report and recommendations visit <http://bit.ly/1kHMJV0>

Export Refinancing Facility

UK Export Finance has introduced 18 regional trade finance advisers to give export credit advice to UK businesses. The number will be increased to 24, including three dedicated mid-sized business advisers, as part of a wider government initiative alongside UKTI to ensure comprehensive export support for MSBs. The advisers will include the new Export Refinancing Facility in their portfolio. <http://bit.ly/1imM88E>

Revised Food Law Code of Practice

The Food Standards Agency has published a revised Food Law Code of Practice for England, which provides guidance to local authorities on their approach to official controls at food business establishments. The Code of Practice for England came into force on 6 April 2014. <http://bit.ly/1rYqc9h>

Careers Guidance and Inspiration in Schools

The Chamber has welcomed the review of the statutory guidance from the Department for Education on careers advice. The guidance sets out the requirement to secure impartial and independent careers advice and highlights the importance of improved employer engagement to ensure young people have a clear line of sight to a range of career opportunities. However, the guidance could go further to ensure Ofsted has a clearer remit to measure work-related activity in schools and that the data be produced in a more timely fashion. The guidance can be viewed at <http://bit.ly/1kSgvYY>

HS2 and Siemens Energy Opportunities, Sheffield, 25 June

Matthew Chinn, Managing Director of Siemens Energy UK and Ireland and Richard Mould, Head of Corporate Procurement at HS2, will speak at the Global Manufacturing Festival in Sheffield on June 25. Mr Chinn will outline Siemens' plans for Green Port Hull and the Paull wind turbine blade factory development, an investment of £160m. Mr Mould will discuss how many of the contracts for work on the High Speed Rail project are expected to go to firms local to where the rail link between Birmingham and Leeds will run, and that includes Sheffield. Both companies will field senior staff to help answer questions from companies about the procurement process for these projects. Register for the Global Manufacturing Festival in Sheffield on June 25 at <http://ow.ly/vQc2B>

International Sport Technologies B2B Matchmaking, Sheffield

To celebrate the Grand Depart of the Tour de France in Yorkshire, the Enterprise Europe Network in Yorkshire is organising a brokerage event on Sport Technologies on 3-4 July. Part of the Grand Depart International Business Festival organised by UKTI, this offers UK-based sports businesses, researchers and technologists the opportunity to have one-to-one bilateral meetings with potential foreign partners in order to establish profitable new co-operation opportunities in business, technology transfer and research/development. To see who is already participating and to find out more, go to <http://bit.ly/1mxWlrp>

Power of the Chamber Global Network

The Power of the Chamber Global Network, a high profile two-day event, is part of the International Festival for Business 2014 taking place in Liverpool. The event, on 15 and 16 July, provides a unique opportunity to meet with British Chambers of Commerce Overseas representatives from South East Asia, Latin America, Central and Eastern Europe the Middle East, USA and China all under one roof. <http://bit.ly/1q9XZRk>

Updated Charities Register Planned

The Charities Commission will be launching an updated online register, initially in beta version, to facilitate incorporation of feedback. The new version will include extra information on charities, such as whether they are members of the Fundraising Standards Board, whether they receive Gift Aid and some of the information newly included in the annual return form. Charities with incomes of more than £10,000 must now complete annual returns within ten months of their financial year end. <http://bit.ly/1rYpF7o>

Talent Development Support

Fully-funded training - from bite-sized training to full qualifications - is available to firms with fewer than 250 employees in Derbyshire and Nottinghamshire. Eligible participants must be aged 19 or over, work for 16 hours or more a week and meet UK residency criteria. Training could include:

- Work-based or professional qualifications
- Statutory training
- Short courses, such as sales, manual handling or customer care
- Development of bespoke training or new industry specific qualifications

For further information or to arrange your needs call Chamber Training on 01246 212519.

Charities' Positive Outlook

A survey of 450 charities has found that seven out of ten are more positive about their future in economic terms. The survey, Managing in the New Normal, was published by PwC, Charity Finance Group (CFG). <http://bit.ly/1j7e5GD>

Food and Drink Consultation Panel D2N2

D2N2, the Local Enterprise Partnership, has established a consultation group of representatives from food and drink businesses to inform its skills action plan for the sector. Companies of all sizes as well as schools and universities are involved. The group is led by David Williams, managing director of Nottingham company Butt Foods. An ageing workforce and a skills shortage are key concerns for Nottinghamshire and Derbyshire's food and drink manufacturing industry which employs 16,000 people across the two counties and accounts for 17% of the region's GDP. <http://bit.ly/1uuutp1>



The local Economic Resilience of LEPs

Local Enterprise Partnerships are not building resilience into their plans according to a report from the Centre for Local Economic Strategies. The report, 'The Local Economic Resilience of LEPs', ranks Local Enterprise Partnerships according to the composition of their Boards and their success at tackling social priorities, as well as their economic performance. <http://bit.ly/1my2ZOi>

Changes to VAT Rules

VAT on telecommunications, broadcasting or electronically supplied services to non-VAT registered or private customers, will be charged according to the country where the customer is resident from 1 January 2015. At the moment, the charge is applied according to the country from which the supply is made. Electronically supplied services include electronic books, apps, video downloads, sat-nav maps, games, software and cloud storage services to the extent that they are paid-for services delivered to consumers over the internet or through other electronic media. Accountants KPMG have indicated that SMEs need to prepare now for the changes in regulations. <http://bit.ly/1imr3v8>

MEPs Block Charges for Food Inspections

Plans by the EU to introduce charges for food inspections have been successfully blocked by MEPs, according to Food Navigator. The measure was part of plans to improve food traceability following the horse meat scandal last year. <http://bit.ly/1rYwVjL>

Women in Enterprise Champion Appointed

Lorely Burt MP has been appointed 'women in enterprise' champion. In her role, she will help female entrepreneurs and women-led businesses understand the help available to their new and growing firms. The role will be unpaid and will last until the end of 2014. <http://bit.ly/1mxZJT1>

HMRC Guide to Becoming an Employer

One of a series of elearning packages, the Guide to Becoming an Employer, is the latest from HMRC. It takes potential employers through the process step-by-step. <http://bit.ly/1j7qhY2>

Market Visit to Germany

EEN Midlands is taking UK businesses on a market visit to Germany on 15-18 September. The schedule of events will include a welcome briefing at British Consulate General in Dusseldorf, a brokerage event and visit to the Innovation Centre Osnabruck, business reception, brokerage event at EEN Saxony-Anhalt, welcome dinner and networking business breakfast with EEN in Magdeburg. For more details contact clarissa.roth@een-midlands.org.uk.



Bringing Together Ambitions and Growth Objectives

The Derbyshire Economic Strategy Statement (DESS) brings together the ambitions and growth objectives of Derbyshire partners and sets out the opportunities to drive economic growth for comment. Published by Derbyshire Economic Partnership the Statement includes an overview of the local economy with statistics and can be found at <http://bit.ly/1mxXgYI>

Tougher Penalties Against Reckless Directors

While the UK already has one of the strongest disqualification regimes in the world – with disqualification periods ranging from two years up to 15 years for the worst offenders – new measures announced by Business Secretary Vince Cable will mean the rogue minority face stronger deterrents to break the law and more robust sanctions if they do. With around 1,200 directors disqualified each year, the Government is determined to make sure those who flout their responsibilities, cost jobs and cause investors to lose their money face the strongest possible consequences. <http://bit.ly/1g51UW3>

Our Place in the World

The Department for Business, Innovation and Skills (BIS) has created an "in the know" factsheet on Our Place in the World ahead of the Scottish referendum on 18 September. The pack is designed to inform the Scottish public of facts relating to global reputation and influence, international trade, joint humanitarian aid efforts and combined defence powers. <http://bit.ly/1n14tbs>

Business Information Modelling Increasing

Seventy per cent of construction companies believe Business Information Modelling (BIM) has given them a competitive advantage, according to the fourth annual National Building Specification (NBS) national survey. All centrally-funded public-sector projects will be required to be using BIM by 2016. <http://bit.ly/1imGkfr>

Funding for Smaller Housing Developments

The Builders Finance Fund is intended to accelerate construction on smaller "shovel-ready" sites of between 15 to 250 homes, which have their plans in place and the support of local people, but need a bit of help to get development moving. All developers will be able to apply for funding, but the focus on smaller schemes is intended to benefit smaller firms which typically build on these sites. A prospectus to help builders prepare their bids is published at <http://bit.ly/1jwQUFI>

New HMRC Helpline – Enforcement, Compliance, Debt, Banking

The Enforcement & Compliance, Debt Management & Banking (DMB) agent-dedicated line opened on 28 April. This helpline is intended for the sole use of agents with queries about debt management and banking and can be used to get a priority service. The telephone number is 0300 200 3887. Opening times are 8am to 8pm Monday to Friday. For Self Assessment and Tax Credit queries, lines are also open from 8am to 4pm on Saturday and Sunday. <http://bit.ly/1IUyJUF>

£220m to Derbyshire and Nottinghamshire

Local Enterprise Partnerships were asked to send their first draft of European Strategic and Investment Fund (ESIF) plans by 7 October 2013. Following Government feedback, LEPs were asked to send their final ESIF plans for approval. D2N2, the Local Enterprise Partnership for Derbyshire and Nottinghamshire, has been awarded £220m of EU funding for the period 2014-20. Planned use for the funds will be finalised by July. More details at <http://bit.ly/1fM7CBB> The consultation and documents can be found at <http://svy.mk/RjRrxz>

Access to Research

Access to Research is a unique resource providing free access to some of the world's best academic articles and research from your local library.

It has over 1.5 million articles from 8,500 journals with in-depth information on art, business, engineering, technology, medicine, history, languages, politics, mathematics and the sciences.

This resource is ideal for small businesses, researchers and students alike.

The service is a two-year pilot of a unique collaboration between librarians and publishers, but can be only accessed from your local Derbyshire library.

If you are unable to visit a Derbyshire library please contact the Library Information Service with your enquiry. More details <http://bit.ly/1iYiVkp>

Employee Ownership Funding for Training

From 6 May, for 12 weeks, businesses in the automotive sector supply chain will be able to submit proposals in order to access funding to address skills shortages.

Three companies have received direct funding including Kostal (UK) Ltd which will use the funding to address the skills needs identified by employers in the Advanced Manufacturing & Engineering sector in the Sheffield City Region.

The project will be run by a board, chaired by Kostal (UK) Ltd, and made up of a number of employers from the City Region.

Freedom Communications will use funding to address a skills need within the unified communications sector by working in partnership with schools and further education to engage early with learners to guide, support and motivate them to progress an apprenticeship in next generation technologies - a bespoke UC Higher Apprentice scheme. <http://bit.ly/1j7vPBO>

Addressing Skills Deficiencies in the Off-Site Construction Sector

The Off-Site Construction competition provides access to up to £180,000 per successful proposal to co-invest with off-site construction employers to develop, test and implement innovative solutions to the industry's challenges.

Announced by the UK Commission for Employment and Skills (UKCES), the deadline for submission of proposals is noon on Wednesday 18 June.

More details and the competition brief at <http://bit.ly/Q9P0r>

The UKCES research underpinning the competition can be found at <http://bit.ly/Q9PHbn>

Change Threatens Long-Term Ill

The Institute for Public Policy Research says the recent abolition of the Percentage Threshold Scheme, which allowed employers to reclaim Statutory Sick Pay if it was above

13% of their monthly National Insurance Contributions, would make firms less likely to hire workers with long-term illnesses. <http://bit.ly/QAKtFN>

Funding Technology for Exploitation of Shale Gas

The Technology Strategy Board and the Department of Energy and Climate Change (DECC) are to offer funding for feasibility studies to encourage the development of innovative technologies for the safe and responsible exploitation of the UK's shale gas resources.

Projects from SMEs, site developers and involving technology from other sectors are of particular interest and are expected to last between six and 12 months.

Funding will range from £50k to £150k. The competition opens on 23 June. <http://ow.ly/wBVjw>

Digital to Create Sustainable High Streets

A new advisory board has been set up by the Government to look at how digital technology can help create the sustainable and thriving high streets of the future. The group will work with the Government and others with an interest in revitalising UK high streets and report to the Future High Streets Forum. <http://bit.ly/1mhW1dF>

Made in Derbyshire 2015

'Made in Derbyshire' will be a campaign throughout 2015 to promote the Derbyshire economy locally and nationally through culture, heritage and sporting events, products and festivals. <http://bit.ly/1gvFgpL>

Engineering Graduate Programme

University of Derby has launched two new engineering programmes to help plug the skills shortage in engineering in the UK.

They are an MSc which includes 24 weeks' working in a company and on research on behalf of a company at the Institute for Innovation in Sustainable Engineering; and an MSc in Professional Engineering which is an online programme for employees in the workplace who are able to study part time alongside their role. Starting in September 2014 this will take 2 – 3 years to complete. Once completed students will be recognised as Chartered Engineers.

Participating employers are eligible to a free place on a part time Certificate of Continuing Professional Development: Mentoring Learners in the Workplace course for those supervising study.

Fund To Help Derbyshire Firms Recruit Apprentices

Derby City Council is offering grants to employers to recruit apprentices. Through their 'Get Derby Working' fund, the council will offer 75 grants of £1,000 on a first-come-first, served basis.

The grant will support employers who would not otherwise be in a position to recruit an apprentice and it is hoped this will reduce youth unemployment and help boost the local economy.

Eligibility criteria will include:

- Fewer than 250 employees
- Eligible for the Apprenticeship Grant for Employers of 16- to 24-year-olds
- The business and the apprentice must reside within Derby or Derbyshire
- The apprentice must be aged between 16 and 18 years of age when they start their Apprenticeship
- Grants will not be awarded to Public Sector organisations but social enterprises, charities and VCS organisations can apply.

Ask for more details by emailing apprenticeships@dncc.co.uk or call 0844 4432150.

Support to Achieve Investors in the Environment

Local companies can attain a recognised environmental management accreditation, worth up to £2,000, for only £100.

The accreditation, called Investors in the Environment, enables organisations to monitor and manage their resource costs and environmental impact, whilst evidencing their green credentials to customers.

The programme is delivered in conjunction with local university business schools to provide organisations with grant funding and expert consultancy. Eligible organisations can access full Investors in the Environment accreditation and up to 1.5 days of consultancy. <http://bit.ly/1lmPIBB>

Derby to be Added to Assisted Areas Map



Businesses in Derby will be eligible to bid for additional funding and tax breaks to create jobs and invest in new premises or machinery to grow if Assisted Area status is confirmed by the European Commission. Assisted Area status is expected to take effect in July. <http://ow.ly/wkcz9>

Nottingham City Car Club

Nottingham City Council, in partnership with City Car Club and the Big Wheel, has launched a car club in Nottingham for local residents, businesses and visitors. Operated by City Car Club, the scheme is supported by the Local Sustainable Transport Fund and the Workplace Parking Levy.

The purpose of the scheme is to reduce the reliance on ownership of cars in Nottingham whether for personal or business trips, lowering car costs for individuals and organisations as well as reducing carbon emissions, parking issues and congestion within the city centre. More details <http://bit.ly/1rYxSZd>

DNLCC TRAINING NEWS

For all the latest Apprenticeship news coming from the Chamber, follow the Apprenticeship Team @DNCC_Apprentice.

Chamber to Deliver Community Work Placements in The High Peak

The Chamber's Training Team in the High Peak will deliver the Government's new Community Work Placement scheme. Community Work Placements will be one of three intensive options available through 'Help to Work' support for Jobseeker's Allowance claimants returning from the Work Programme. The scheme is designed for those JSA claimants returning for the Work Programme whose key barrier to work is a lack of work experience, motivation or both. The scheme involves claimants undertaking a full-time work placement for 30 hours a week for up to 26 weeks. Chamber Training staff will be working closely with teams at Jobcentre Plus offices in Buxton and Glossop to ensure the successful delivery of Community Work Placements in the area. Any employers wishing to find out more about this new scheme should contact staff at the Chamber's Glossop office on 01457 857 708 or the Chamber's Buxton office on 01298 220 00.

New £75k Fund to Help Derbyshire Firms Recruit Apprentices

From 1 June 2014 Derby City Council will offer grants to employers who recruit apprentices. Through their 'Get Derby Working' fund, the Council will offer 75 grants of £1,000 on a first-come, first-served basis. The apprentice must reside within the administrative borders of Derby City Council and be aged between 16 and 18 years of age when they start their Apprenticeship. Meanwhile, employers must be located within the administrative borders of either Derby or Derbyshire. Any employers keen to find out whether they can take advantage of this grant and others currently available should contact Kim Walker, Employer Adviser at the Chamber on 01332 851280 or by emailing kim.walker@dnlcc.co.uk.

New Fund to Help Nottinghamshire Firms Recruit Apprentices

Nottinghamshire County Council has teamed up with Futures and the National Apprenticeship Service to offer grants to Nottinghamshire employers which recruit new apprentices. The Council is offering 166 grants of £1,500 to eligible employers. Grants will be awarded on a first-come, first-served basis. The apprentice must reside within the administrative borders of Nottinghamshire County Council (not Nottingham City Council) and be aged between 16 and 19 years of age when they start their Apprenticeship. Employers, meanwhile, must be located within the administrative borders of Nottinghamshire County (including Nottingham City) and be employing an apprentice for the first time. Any employers keen to find out more should contact Kim Walker at the Chamber on 01332 851280 or by emailing kim.walker@dnlcc.co.uk.

Social Media Support for Companies Within the Visitor Economy Sector

As part of its Talent Development Programme, the Chamber is working with businesses working in the visitor economy sector in Derbyshire and Nottinghamshire to help up-skill their workforce in order to fully embrace the opportunities offered by social media. The programme offers bite-sized, fully-funded training into many aspects of social media to firms with fewer than 250 employees including sole traders and self-employed workers. Any business interested in finding out more should contact Trudi Davidson, Skills for the Workforce Manager by calling 0115 957 8757 or by emailing trudi.davidson@dnlcc.co.uk.



New Dental Nurse Cohort to Start this July

New recruits or existing staff wishing to expand and develop their knowledge and skills as dental nurses by undertaking qualifications accredited by the General Dental Council (GDC), the organisation responsible for regulating dental professionals in the UK, will be interested to know that the next cohort of Chamber trainees will start their qualifications this summer. The Advanced Apprenticeship in Dental Nursing is aimed at individuals who want to work as dental nurses. Individuals can register as a qualified dental nurse with the GDC upon achievement of this Apprenticeship. Employers wishing to find out more can contact Kim Walker, Employer Adviser at the Chamber on 01332 851280 or by emailing kim.walker@dnlcc.co.uk.

Traineeships Provide Young People with the Skills Employers Want

A nationwide poll has found that Traineeships can give young people the skills and work experience needed to help them take the first step on the career ladder. Traineeships were launched by Government last year to help young people improve their employability prospects. Poll findings indicate that Traineeships provide young people with the skills employers want and that the introduction of Traineeships could encourage employers to create more jobs for young people. If any local employers are keen to offer work experience to young people and would like to find out more about Traineeships then please contact the Chamber's Training Team by calling 01246 212519.

More Apprentices Progress Into Higher Education

Matthew Hancock, the Minister of State for Skills and Enterprise, announced in May that more apprentices are progressing into Higher Education following their Apprenticeship. Research has found that overall, almost 20% of apprentices who completed their Advanced Apprenticeship moved onto Higher Education. This is an increase from 15% the previous year. Cohorts of apprentices have been tracked for seven years since 2005/2006 and there have been more than 32,000 apprentices that have made the progression in total. **Do you want to be kept up-to-date with the latest training and Apprenticeships news? Register your interest at chambertraining@dncc.co.uk and we will include you in our weekly email.**

BUSINESS TRAINING FROM DNLCC

Do you want to be kept up-to-date with all that's new and upcoming from DNLCC's Business Training Team? Then register your interest at business.training@dnlcc.co.uk and we will include you in our weekly email.

ILM Qualifications

The Institute of Leadership and Management (ILM) is the UK's leading body for management and leadership qualifications. It sets the standard for industry recognised, accredited leadership and management qualifications. ILM management training will improve managers' performance, increase their employability and enhance their careers. That's why more people in the UK take leadership and management qualifications from ILM than any other awarding body.

DNLCC offers a full range of qualifications under the ILM banner

Level 2 – Award in Leadership and Team Skills – Four-day course focusing on the key skills essential for team leaders.

Level 3 – Award in Leadership and Management – Six-day course for supervisors and junior managers which brings tangible benefits to the participants and their organisations through applying the concepts to a current work based problem.

Level 5 – Diploma in Leadership and Management – 22-day course which includes aspects of management at a practical level and is suitable for middle and aspiring middle managers

Level 7 – Diploma in Executive Management – 22-day course aims to give practising and potential senior managers the foundation for their formal development by assisting delegates to obtain both the knowledge and skills required at a senior management level.

Employers state that over 93% of managers perform better at work after undertaking an ILM qualification.

Full details of each course can be found by following this link - <http://bit.ly/1nrFLts>

We are now taking bookings for our next two courses:

Leicester Director Development Programme commencing September 2014 - <http://bit.ly/1oIG6Yd>.

Nottingham Director Development Programme commencing November 2014 - <http://bit.ly/1nJn6F>.

Or contact Vicki Thompson at vicki.thompson@dnlcc.co.uk or 0115 9578757.

You may also be interested in our new Presentation Skills Development Programme, follow this link for further details - <http://bit.ly/1p6jmPn>

If CE Marking and Product Safety is your area of interest – then read on! DNLCC are running five courses supporting this topic area.

From an 'Introduction to CE Marking' through to 'PUWER and Site Safety' these courses run in conjunction with Conformance and in head line partnership with EEN Midlands.

Follow this link for further information - <http://bit.ly/1pe2bhC>

Director Development Programme

We have just started the second programme of this year with a full complement of 12 delegates. Want to see what you are missing? Read Steve Brown's story from Adshead Ratcliffe...."The DDP course took me on the start of a journey that I never expected" follow <http://bit.ly/1mlcFoA>.



eBusiness Club: Invitation to Quote -

Provision of a market-led design advice service leading to the delivery of a range of marketing resources for the DNCC branded eBusiness Club Transformational ICT programme

In this Invitation to Quote, DNLCC hereby invites graphic design and marketing providers to submit a formal quotation and deliver a presentation for the provision of advice, graphic design and delivery of marketing resources according to the specification in the following link. The timescale for the delivery of materials is shown in section 4 and does involve the agency in the immediate execution of the work.

Your completed quotation must be received by noon on 13 June 2014.

For full details on the opportunity, visit <http://bit.ly/1jpDg2M>

REPRESENTATION

The Chamber Representation Team works with members to determine Chamber policy positions and ensures these are used to influence local, regional and national policy development for the benefit of our members. To discuss the work of the team please email chris.hobson@dncc.co.uk.

Policy Priorities

June will see the Chamber's Representation team focusing on:

Sustainable Business

Sustainability is smart for businesses and in turn, beneficial for the country.

Sustainability has grown in to a successful business model and people in business have started to recognise the opportunities to make money by making sustainable choices. Supply chains, buildings and services are becoming more efficient and the end users are becoming more concerned with where their services and products come from.

The Chamber will help members identify the opportunities sustainability presents, understand and manage the risks and implement their own environmental solutions.



Our Focus: Energy Prices and Security

Aim: That business can have confidence in the affordability and security of future energy supply



Our Focus: Low Carbon Industry

Aim: That the low carbon industry in Derbyshire and Nottinghamshire be promoted and exported



Our Focus: Sustainable Business Practices

Aim: That businesses are supported in implementing cost saving sustainable business practices

QES

Fieldwork for Q2 of the Chamber's flagship barometer of business confidence, the Quarterly Economic Survey, is now underway.

The survey is used by the Bank of England, the Treasury, the European Commission, the OECD and the IMF as a leading economic indicator, picking up changes in the economy long before other surveys and official statistics.

In addition, as the second-largest Chamber, responses enable us to build up an accurate picture of the local business and economic climate, allowing us to campaign and lobby key local and national decision-makers and represent your concerns effectively.

As an additional incentive, on this occasion, two Premier enclosure tickets at Chamber-members Southwell Racecourse are available for each organisation completing the survey.

There will also be a prize draw for a table in their Seasons Restaurant that includes a three-course meal for four people (please ensure you specify your email address in the survey if you would like to take up this offer). To take the survey, visit <http://svy.mk/1iuX3OL>



Forthcoming Representation Events in June

How to secure public sector contracts

11 June, 9am – noon at Nottingham Trent University – City Campus,

Business Briefing with Toby Perkins MP

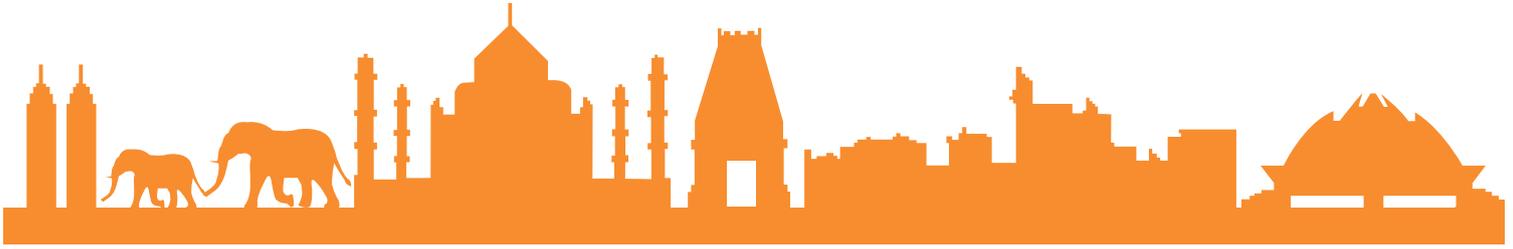
13 June, 8am - 9.30am at CCS Media, Chesterfield,

Transport & Logistics Forum

17 June, 8am – 9.30am at University of Derby, Kedleston Road,

INTERNATIONAL

Upcoming Courses:



NEW COURSE - Doing Business in India: Legal and Regulatory Issues

11 June 2014, 10am - 1pm at DNLCC Chesterfield

This course provides an introduction to the Indian market with emphasis on the legal pitfalls which exporters need to be aware of, market entry strategies, taxation and dispute resolution.

The session will last approximately two-and-a-half-hours. The workshop will be followed by a legal clinic with a maximum of 5-6 participants on each session who wish to further discuss legal/regulatory issues.

Workshop programme in detail:

- General introduction to India
- General Elections, New Government: What does it mean for international business generally
- Legal pitfalls of doing business in India
- Entry strategy
- Setting up in India
- Joint ventures
- Exchange control issues
- Employment Law in India
- Trading with Indian parties
- Tax
- Dispute resolution

Legal Clinic: 15 minute consultation each with about 5-6 participants who wish to discuss legal/regulatory issues. The course is aimed at managers and staff who have responsibility for international business development and international trade strategy.

£75 + VAT members, £95 + VAT non-members

International Trade Forum – July

1 July 2014, 8:30am - 10:30am at Nelsons Solicitors Ltd, Leicester

Guest Speakers:

- Simon Copeland (UKTI) - Doing Business in Latin America
- Karen Harrison (Nelsons Solicitors, Commerce and Technology Group) – The Bribery Act and what it means for exporters
- Mark Heal (Santander) – Getting Paid

Places are limited and early booking is strongly recommended. Refreshments and breakfast cobs are provided.

Members who wish to feature as the guest speaker or volunteer to host the International Trade Forum are requested to send an email to international@dncc.co.uk.

FREE - Members only

International Trade Training Courses in June

Inward/Outward Processing Relief – NEW BCC-Accredited

12 June, Nottingham

New Incoterms® 2010 - What's the difference? – NEW BCC-Accredited

18 June, Chesterfield

Letters of Credit – BCC-Accredited

19 June, Leicester

Bridging the Gap - A Cultural Awareness Course for Exporters

24 June, Chesterfield

Export Documentation – BCC-Accredited

25 June, Chesterfield

e-z Cert Workshop

26 June, Leicester

Trade opportunities...

June/A

Birmingham
Exhibition stand design and build services
159696
Deadline: 30.06.2014

June/B

Huddersfield
Control, safety or signalling equipment for roads
159815
Deadline: 23.06.2014

June/C

Liverpool
Design and construction scheme
S6989
Deadline: 16.06.2014

June/D

Derby
Plant hire
161285
Deadline: 18.06.2014

June/E

Chelmsford
Pension fund management services
161897
Deadline: 18.06.2014

June/F

London
Travel management services
161913
Deadline: 24.06.2014

June/G

Aberdeen
Employee benefits scheme
161850
Deadline: 24.06.2014

June/H

Uxbridge
Modular and portable buildings
158866
Deadline: 01.07.2014

June/I

Barnsley
Highway materials
159109
Deadline: 20.06.2014

Profile ID: BRDE20140404002

German plastic processing company is looking for subcontracting partners who can supply high impact polystyrene (HI-PS) as regrind or scrap. The used material is recycled to new products. The company offers continuous purchase up to 1.000t / year.

Profile ID: 20130321010 BO

German pioneer company in biogas technology seeks partners in this field or in the general field of "District Heating" throughout Europe for joint ventures, reciprocal production or exchange of shares. They design and manufacture complete turn-key biogas plants relying on the expertise of their experienced engineers and assemblers. They are also interested in finding distributors for their products and services.

Profile ID: 20130328006

Leading Austrian manufacturers of engines and generators is looking for cooperation with suppliers of turned, cast and welded parts as subcontractors for the production of their engines and generators. The company has more than 100 years of experience in the field of powerful, reliable and cost-optimised drive technology.

Profile ID: BOPL20140330001

Polish company engaged in production of medical disposable dishes to be used at medical and nursing entities, offers its products. They are made of cellulose pulp received from wastepaper and recycled paper and the company are able to manufacture any other open shape. They seek to establish a long-term cooperation through a distribution service agreement and are also interested in being a subcontractor.

Profile ID: BOPL20131219002

Polish company specialised in computer programming and Field Programmable Gate Array (FPGA) circuit designing and executing, is looking for agents and distributors of their products. The company is also eager to participate as a subcontractor in big joint IT projects.

Profile ID: BOPL20140227002

Polish SME working in the area of manufacturing of polymeric medical devices for biomaterials in a clean room conditions, offers subcontracting or joint venture options. The company offers its own design of plastic storage tubes in racks. They also deal with other services where lower contamination level and strict quality regulations are required.

Profile ID: 20130128039 BO

Spanish company with more than 70 years experience in manufacturing orthosis textiles for orthopaedic products, is looking for distributors from orthopaedic or medical sectors. The company can also offer its manufacturing services to foreign contractors.

Are you interested in one or more of the above Trade Opportunities? You can keep up to date with contracts for your business by subscribing to the Chamber's Tenders Alerting Service.

For more information please ring 0844 443 2150 or email information@dnlcc.co.uk



New members

1 April 2014 – 30 April 2014

Business Advisers

Precept Mentoring Group Ltd
TPS 01509 415901
LOUGHBOROUGH LE12 8BB
www.precept.uk.com

Business Growth Consultancies

Productive Sales Professionals Ltd
TPS 01664 840763
LEICESTER LE7 4RB
www.psalesp.co.uk

Car Leasing and Contract Hire

Inchcape Toyota Nottingham
0115 942 1700
NOTTINGHAM NG7 2GQ
www.inchcapenottingham.toyota.co.uk

Cleaning Contractors

Kleensafe Ltd
01332 293949
DERBY DE21 4AS
www.kleensafeltd.co.uk

Computer Software

Acecad Software Ltd
01332 545800
DERBY DE21 6LY
www.acecad.co.uk

Conference Organisers and Specialists

Thrumpton Hall
0779 695 6556
NOTTINGHAM NG11 0AX
www.thrumptonhall.com

Couriers' Services

Diamond Logistics
01332 897674
DERBY
DE24 9GL
www.reallygoodcouriers.com

Copywriters

Inkpot Communications Ltd
01332 901548
DERBY DE72 3QB
www.inkpotcomms.co.uk

Educational and Training Establishments

Community Training Portal Ltd
0115 9700701
NOTTINGHAM NG7 5JH
www.ctportal.org

OCR (Oxford Cambridge and RSA Examinations)

02476 856155
CAMBRIDGE CB4 1PD
www.ocr.org.uk

The School of Artisan Food

01909 532171
WORKSOP S80 3LR
www.schoolofartisanfood.org

Electrical Wholesalers

Anderson Electrical Trade Ltd
01332 347557
DERBY DE21 4AL
www.anderson-trade.co.uk

Energy Efficiency

Neu-World Corporation Ltd
0203 1300297
LONDON WC2H 9JQ
www.neu-world.com

Estate Agents

Nicholas Humphreys Estate Agent
0115 870 9619
NOTTINGHAM NG7 2BY
www.nicholashumphreys.com

Executive Search/Selections

CFR Global Executive Search
01636 610000
NEWARK NG24 1JS
www.cfr-group.co.uk

Exhibitions, Contractors and Services

Stand Innovations Ltd - Exhibition Contractors
01455 274673
HINCKLEY LE10 3PA
www.stand-innovations.co.uk

Financial Services

Squirrel Wealth Management Ltd
0121 3081152
DERBY DE1 1BX
www.squirrelpfa.co.uk

Food Importers and Exporters

Akoma International (UK) Ltd
TPS 01332200473
DERBY DE248GJ
www.akoma.biz

Health and Safety Consultants

CIM Associates Uk Ltd
01332 814906
DERBY DE74 2QL
www.cim-associates.co.uk

Health Care Products and Equipment

Chrysalis Health & Beauty Business Solutions Ltd
01159 771054
NOTTINGHAM NG6 0DW
www.chrysalisweb.com

Hotels

Yew Lodge Business Solutions
01509 672518
DERBY DE74 2DF
www.yewlodgebusinesssolutions.co.uk

Household Furniture

DFS Trading Limited
01302 573 047
DONCASTER DN6 7NA
www.dfs.co.uk

Internet Services

Eventure Internet Ltd
01623 857 406
NOTTINGHAM NG15 0DT
www.eventureinternet.com

IT Management/Solutions

D C Anderson Ltd
0115 871 6130
NOTTINGHAM NG3 5LP

OPUS UK Ltd

01909 518 811
DINNINGTON S25 3QD
www.opus-uk.co.uk

Leather Export/Recycling

Leather Selection
TPS 0115 932 7259
ILKESTON DE7 8DU
www.theleatherstore.co.uk

Manufacturing

Kugel Motion Ltd
01158 377674
ILKESTON DE7 4RJ
www.kugelmotion.co.uk

Texane Limited

01858 462040
MARKET HARBOROUGH LE16 7PS
www.texane.com

Medical and Healthcare

Consumables Manufacturers

Surescreen Diagnostics Ltd
01332 365318
DERBY DE1 3QB
www.surescreen.com

Motor Vehicle Dealers

Lexus Nottingham
0115 942 1800
NOTTINGHAM NG7 2GQ
www.nottingham.lexus.co.uk

Orthopaedic Care Equipment

Jobskin Ltd
0115 9734300
NOTTINGHAM
NG10 4QG

Pharmaceutical Manufacturers and Suppliers

River East Supplies Ltd
0115 968 3999
NOTTINGHAM NG9 1LA
www.rivereastsupplies.co.uk

Photography

PA Images
0115 8512800
NOTTINGHAM NG1 6BT

Planning Consultants

Integrated Transport Planning Ltd
0115 988 6904
NOTTINGHAM NG1 1LL
www.itpworld.net

Recruitment Services

Employer First
0845 609 9001
NOTTINGHAM NG7 2NR
www.employerfirst.co.uk

Renewable Energy

SASIE Ltd
0115 916 1046
NOTTINGHAM NG7 2RU
www.sasie.co.uk

Research and Development

XenoGesis Ltd
0115 8370626
NOTTINGHAM NG1 1GF
www.xenogesis.com

Retail Traders

Simply Eat
01332 292851
DERBY DE1 2AU

Security Equipment

Castle Alarm Securities Ltd
TPS 01773 856800
BELPER DE56 2AG
www.castlealarms.co.uk

Telecommunications

Telefonica UK Ltd
TPS 0116 253 6988
LEICESTER LE1 5AD
www.o2.co.uk

Training Services

Instant Training
0800 148 8633
DERBY DE22 3AG
www.instanttraining.org.uk

Top Tec Training Ltd

01332 209418
DERBY DE24 8AA
www.tttltd.net

Vending Machine Manufacturers and Suppliers

Gem Vending Ltd
01773 765000
NOTTINGHAM NG16 4BE
www.gemvending.com

Wholesalers

Zanfish Wholesale Limited
07914 607372
DERBY DE24 9GL
www.zanfish.co.uk

Get more from your membership with DNLCC and watch your business grow



Email membership@dnlcc.co.uk or visit www.dnlcc.co.uk



DNCC EVENTS

Pure Networking



Pure Networking Morning

17 June, 7.30am – 9am at
Holiday Inn Derby Riverlights, Derby
Free for members / £30+VAT non-members

Pure Networking Lunch

24 June, Noon - 2pm at
Porsche Centre, Nottingham
Free for members / £30+VAT non-members

Pure Networking Morning

1 July, 7.30am – 9am at
Autoworld Chesterfield Volvo
Free for members / £30+VAT non members

Pure Networking Evening

8 July, 5.30pm - 7pm at
Crowne Plaza Hotel, Nottingham
Free for members / £30+VAT non-members

Pure Networking Evening

15 July, 5.30pm - 7pm at
Breadsall Priory Hotel & Country Club, Derby
Free for members / £30+VAT non members

Connecting Members

Connecting Members

4 July, 9am – 11.30am at
The Derby Conference Centre
£15+VAT members / £30+VAT non-members

Enterprising women

Enterprising Women Lunch with guest speakers Julie Kenny, CBE DL, Pyronix and Zareen Ahmed, CEO, Gift Wellness

22 July, Noon – 2pm at
Strelley Hall, Nottingham
£22+VAT members / £44+VAT non-members

Business leader Lunches



Business Leader Lunch with guest speaker Professor Neil Gorman, Vice-Chancellor, Nottingham Trent University

13 June, Noon - 2pm at
The Nottingham Belfry Hotel
£22+VAT members / £44+VAT non-members

Business Leader Lunch with guest speaker, John Croot, Director, Chesterfield FC

27 June, Noon - 2pm at
Chesterfield Football Club, Proact Stadium
£22+VAT members / £44+VAT non-members

Business Leader Lunch with guest speaker Dr Simon Hirst, Chief Executive Officer, Sygnature

11 July, Noon - 2pm at
Crowne Plaza Hotel, Nottingham
£22+VAT members / £44+VAT non-members

Showcase, Market and Sell



- FREE event to Showcase, Market and Sell your business
- Take a Stand and Showcase your Products and Services
- FREE useful business table top workshops with practical tips and insights on how to Showcase, Market and Sell your business
- Network and make new contacts
- Exchange business cards and brochures
- Access to 30 1-1 3 minute business networking meetings at our Speed Networking Session (additional £15+VAT for members and £30+VAT for non-members)

These FREE events are an excellent way to showcase, market and sell your business. They have attracted in excess of 100 businesses all eager to meet new people and make some new connections. Designed to maximise business opportunities for local companies this is an event not to be missed.

Showcase, Market and Sell Road Show - Derby

19 June, 12.15pm – 2pm at
The Derby Conference Centre, Derby
Free for members / £30+VAT non-members
Stands £80+VAT members / £180+VAT non-members

Showcase, Market and Sell Road Show – High Peak

17 July, 12.15pm – 2pm at
The Palace Hotel Buxton
Free for members / £30+VAT non-members
Stands £80+VAT members / £180+VAT non-members

For further information and booking email: events@dnlcc.co.uk | telephone: 01332 851280

Contact DNLCC on 0844 443 2150 or visit www.dnlcc.co.uk



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Chesterfield, S41 7NA
Tel 01246 207207

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2 Victoria Way
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Derby, DE24 8AN
Tel 01332 851280

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Nottingham Commerce Centre
8 Experian Way
ng2 Business Park
Nottingham, NG2 1EP
Tel 0115 957 8757

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