



IN ASSOCIATION WITH

urbanonetwork

TEAM UNITED: SUPPLY CHAINS REIMAGINED



Creating dynamic business communities that actively enable SMEs to win a greater share of public contracts.



Public Sector Rules for large UK government contracts will change. Time to get ahead of the game.

SMEs make up over 99% of the UK's 5.6 million businesses, employ over half of those in the private sector workforce and generate half of its turnover. However, the direct spending dial with SMEs is stuck at 20%. The government is now promising changes to how major bids will be evaluated, including KPIs on social value to encourage more opportunities for small businesses.



Talent Lab and our business network Urbano has unrivalled experience and knowledge on both sides of the procurement fence, from assisting Tier 1s and JVs on their major bids to training and supporting SMEs to win direct tenders and places on frameworks.

Team United is a dynamic approach which can generate value for large companies, public sector bodies and membership organisations, and the SMEs within their communities, to meet the challenges of this promised new procurement regime.



Team United: Connected, Innovative, Diverse

Transforming supply chains into winning teams

Becoming catalyst to new business growth for SMEs ensures your business stays in the first division of suppliers. We can help deliver practical, efficient and measurable programmes to transform your supply chain into a thriving business community.

Team United

Success isn't about rigid positions on a pitch; it's about an adaptive strategy, shared objectives, and coordinated plans. We help organisations shift from transactional supply chains to collaborative value networks—where needs are identified, suppliers are sourced, partnerships encouraged, and total impact measured. Instead of 11 individuals on a pitch, a Team United approach maximises the win potential for every company through:

1. SMART Goals
2. SME Supplier Selection
3. On-Boarding
4. Gap Analysis
5. Tender Training
6. Facilitated Events & Connections
7. Supplier Opportunity Generation
8. Collaboration & Development
9. Winning Bid Teams
10. Evaluation & Shared Learnings
11. Trackable Results



From Complexity to Clarity:

Reimagining Procurement for SME Impact

Talent Lab was commissioned by the Innovation Driven Procurement (IDP) programme—led by NTU, CITB, and Morgan Sindall—to write a **Guide to Procurement for SMEs**. Focused on SME innovation in construction, the guide simplified public procurement and offered practical tender planning advice, highlighting value for money and social value through real case studies.



Urbano Network: 20 years connecting SMEs and large companies

60,000

Database of Senior
Business People

1000+

Business
Networking Events

100+

Speaker Panels

Weekly

Tenders List



From AI to BIM, Blockchain to ESG, and ADHD to the future of work, Urbano has a proven track record of connecting companies early to emerging trends and growth opportunities. As SME directors, we understand the challenges and value of a connected business community that supports owners.

For us, events are catalysts to connections and future business opportunities, where value is revealed months if not years after the first introduction.



Urbano Build-George Clarke



Procurement-Dr Rebecca Rees



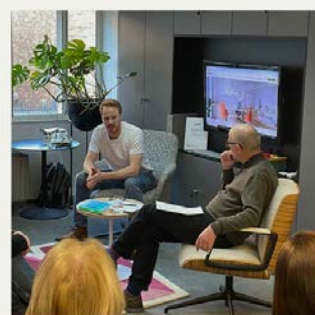
Health & WellBeing-Arup



AI in Construction-AECOM



DEI-Royal Academy Engineering



Neurodiversity-Alex Partridge



Director/Owner Top Tables



Women in Business



Sustainability-MACE

From strategy to delivery: Real experience

The new procurement act aims to reduce barriers for SMEs accessing public sector work. But change starts by recognising the innovation already thriving in the private sector - and removing obstacles that prevent these suppliers from scaling their impact. As Talent Lab and Urbano, we specialise in bridging the missing links in supply chains, building vibrant business communities.



Mark Herring, Director
mark@talentlab.co.uk

Creative Roots & Leadership: Co-founder of Talent Lab and Urbano Network, championing opportunities for SMEs in the private and public sectors.

Strategic Projects: Led high-profile programmes for First Group, World Health Organisation, Lloyds Bank, and more—delivering exhibitions, conferences, and brand strategy for SMEs and global clients.

Connector & Facilitator: Hosted 1,000+ events, connecting 7,000+ companies, and regularly delivers bespoke networking workshops to drive collaboration and procurement success.



Caroline Brock, Director
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Bid Strategy & Management: Former Head of Work Winning at AECOM, overseeing hundreds of tenders and leading a multidisciplinary bid team; co-developed Work Winning Toolkit and delivered regional training.

Cross-Sector Expertise: 20+ years spanning construction, engineering, environmental, creative, transport and tech sectors—supporting strategic bids and providing tender authoring to a range of companies – from large corporates to SMEs and micro-organisations ranging in value from £9bn to £650k.

Training & Engagement: Delivering bespoke tendering workshops alongside hosting and facilitating Urbano Network's Women in Business events.

Most opportunities start with a conversation. Drop us an email to set up a chat about how we can help maximise the potential of your own community of small businesses.

CLIENTS AND SPEAKERS

AECOM
Arup
AtkinsRéalis
B Corp
Bank of England
Bartlett Built Environment at UCL
BBC
Bolt
Building Research Establishment (BRE)
Business in the Community (BITC)
Cabinet Office
Cass Business School
Centre for Economics and Business Research (CEBR)
Construction Industry Training Board (CITB)
Corporation of London
Crossrail
Cushman & Wakefield
FirstGroup Plc
Grosvenor
Human Nature
International WELL Building Institute
Lloyds Bank
MACE
National Protective Security Authority
New York City Housing Association
O2
Oxford University
Pret
RIBA
Sofie Pelsmakers (Tampere University)
The Institution of Engineering & Technology (IET)
UK BIM Alliance (now nima)
University College London (UCL)
World Health Organisation (WHO)
WSP



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