



Supporting Regional SMEs in the Aftermath of Covid-19

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Background

Working with SMEs for more than 20 years

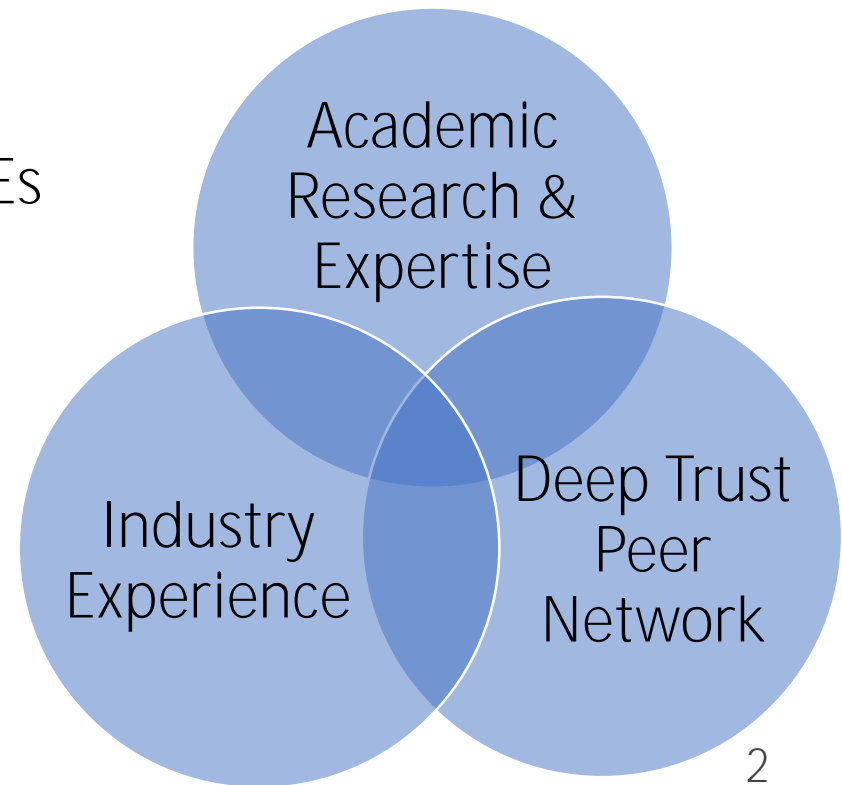
Since 1999:

- Supported almost 4,000 SMEs

- Received £37m of funding

- Delivered 50+ programmes

Leadership, Innovation,
Growth, Productivity,
Digitalisation



Covid-19 Response Programme: Recovery & Resilience for SMEs

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Group of academic colleagues involved in design & delivery alongside business experts and LUMS Knowledge Exchange staff

Five half day workshops delivered online

Supported 26 SMEs between June and September 2020

"I owe it to the Covid

After that...

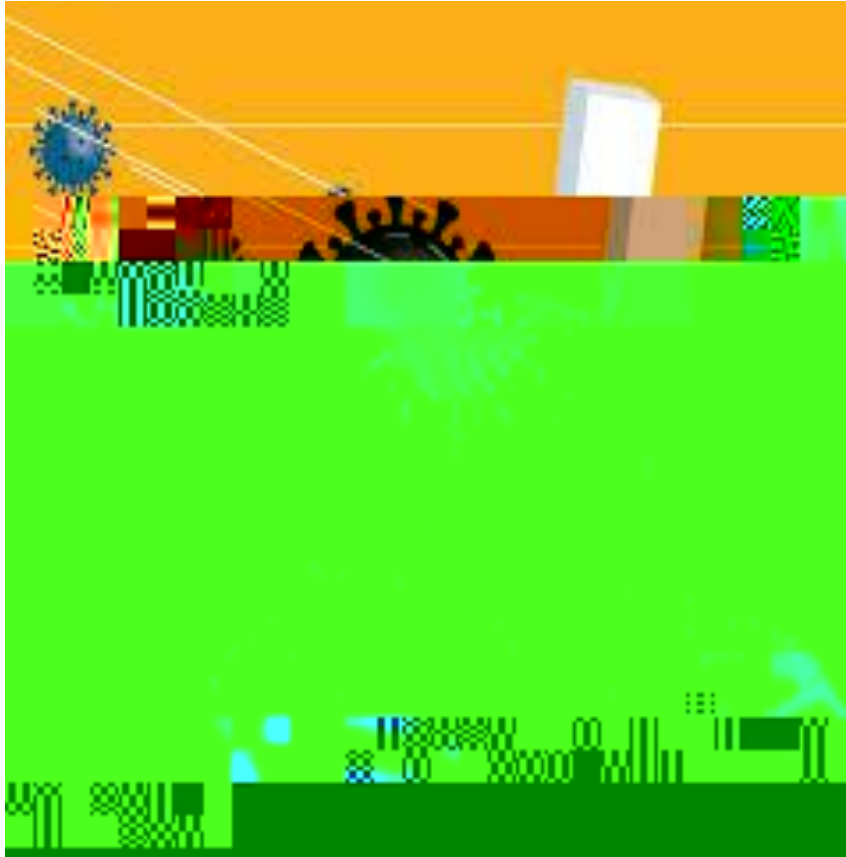
Revisited the content & structure, refreshed and realigned to changed situation

Launched *Business Model Innovation Programme*

Delivered to 47 SMEs between November 2020 and January 2021

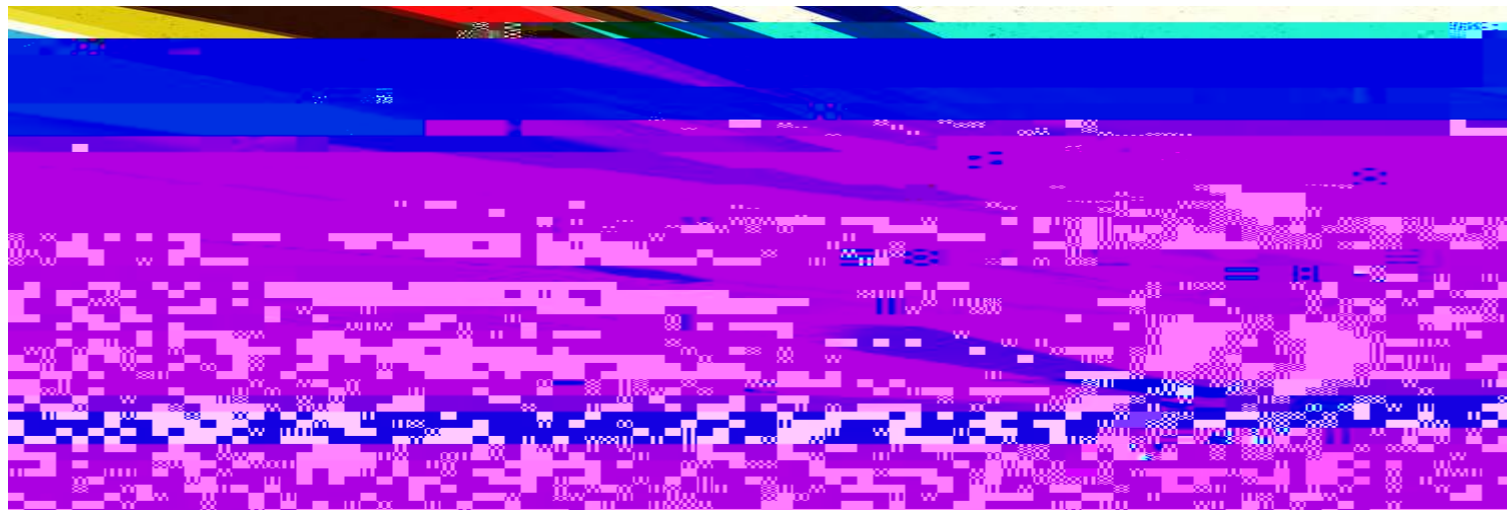
" The programme provided excellent facilitated learning. Taking time away from the business, to work on the business, was really beneficial.

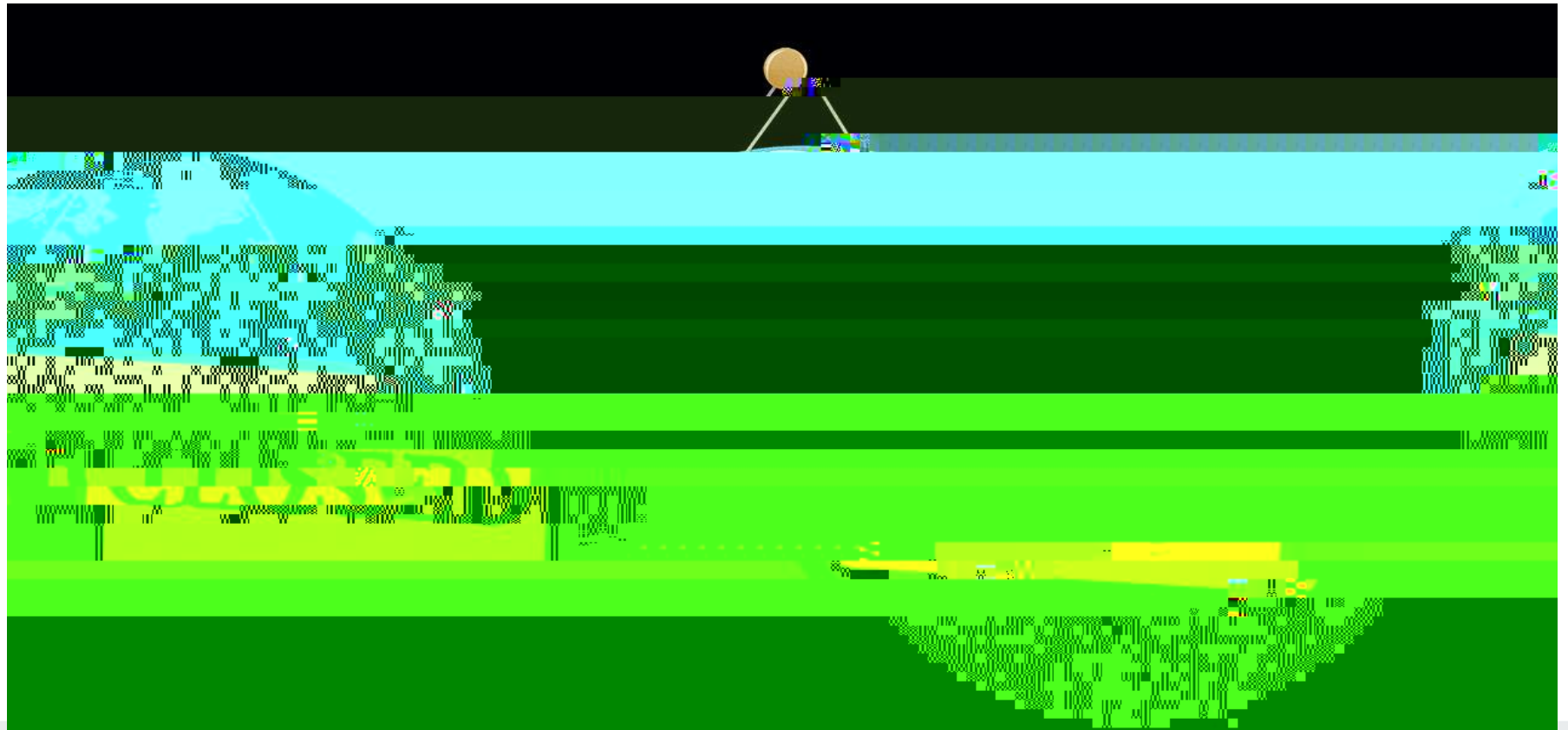
The techniques and knowledge that we have gained are the real takeaways and I will definitely be using them in the future."



Companies need much bigger buffer of resources

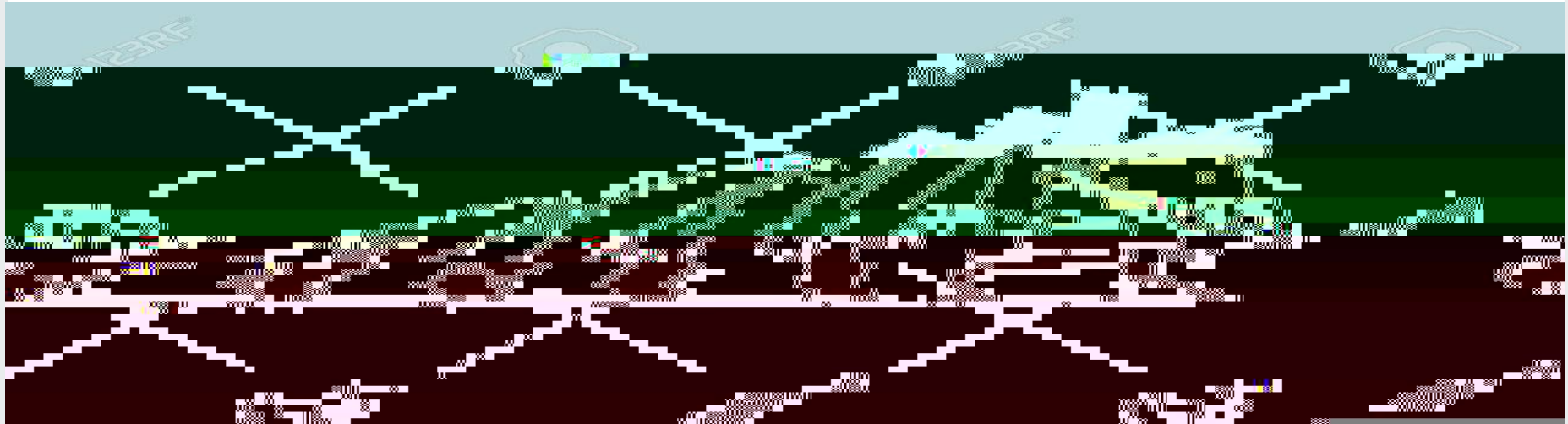
Higher flexibility to adapt to evolving customer needs.





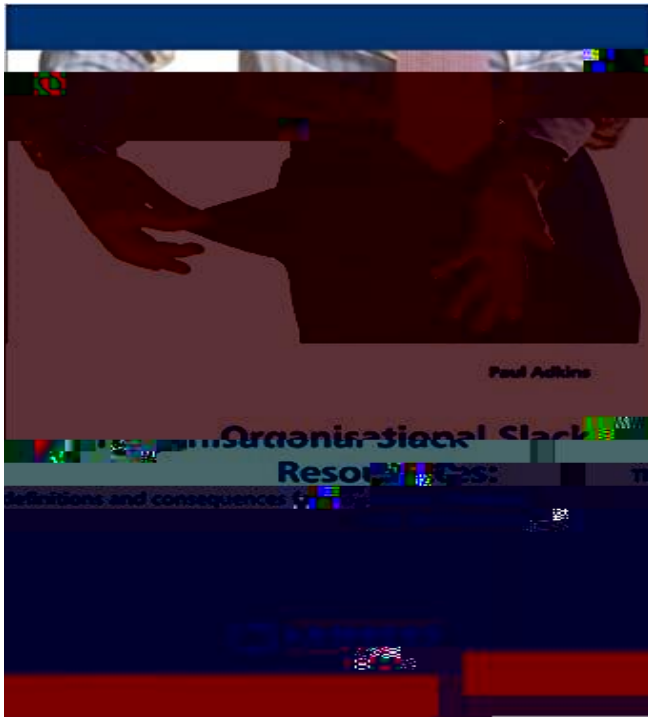
faceless topology

Companies cannot easily assign probabilities to unknown events.



The ability to withstand adversities and bounce back.

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Assets such as
safety stocks,
IT backup, equipment,
and
such as
alliances, partnerships,
reputations and skills.

indicates that firms exposed to high levels of debt in relation to equity have limited flexibility to adapt

BHS (Department) 11,000 jobs lost. ...

Ability to adjust to the competitive field

Ability to reconfigure and mobilize resources to address customer needs.



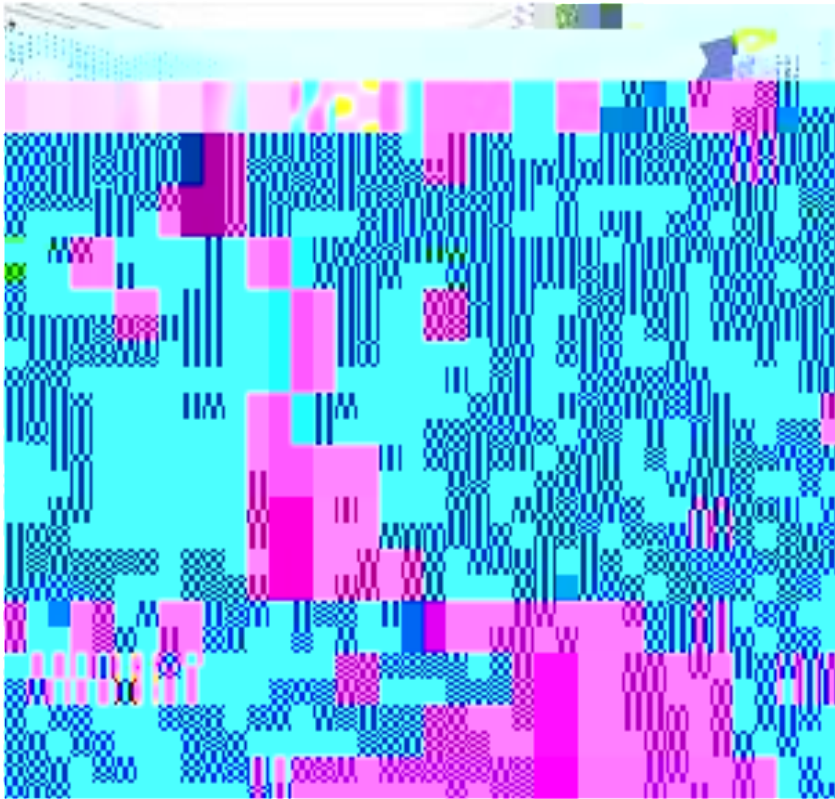
During the Covid-19 pandemic, distillers such as:

- Pernod Ricard
- BrewDog,
- Verdant Spirits
- Leith Gin

were able to use their cash liquidity to transform their production capacity in order to supply hand sanitisers.

The good news:

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The demand for goods and services will not stop

Existing and latent customer needs will simply evolve

It's up to companies to catch up with the evolving customer needs.

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Thank you
