

# Helping SMEs Connect With Supply Chains Coast To Coast

Quebec the 6<sup>th</sup> Province to Participate

## Supply Chain 1-2-3

LearnSphere's innovative Supply Chain 1-2-3 program provides intensive learning to small and medium-sized enterprises (SMEs) across Canada on how to access – and ultimately participate in – ocean technology and defence sector supply chains. LearnSphere purposely aligned this program to support the SME community around Irving's Halifax Shipyard, Seaspan's Vancouver Shipyards and now the Davie Shipyard in Lévis, Quebec. The only one of its kind in Canada, Supply Chain 1-2-3 creates better synergy and business opportunities through improved access to supply chains regionally and across Canada. The program has a foothold in six provinces, and it continues to grow.

## Creating Opportunity

For nearly 25 years, LearnSphere has been helping SMEs succeed in business by providing learning and development solutions in response to tangible needs. Supply Chain 1-2-3 was developed in response to the Government of Canada's goal of creating better opportunities for SMEs to provide their goods and services to the selected shipyards and shipbuilding suppliers, directly supporting the National Shipbuilding Strategy.

Specifically, Supply Chain 1-2-3 was developed to help SMEs improve access to a wide range of sector-specific supply chain opportunities in Canada and abroad. The learning content is easily customized to supply chains in other sectors as well, including oil and gas, mining, food and beverage, and others. In fact, LearnSphere has already adapted Supply Chain 1-2-3 for the food and beverage sector, the oil and gas sector, and as a unique offering specific to Indigenous SMEs.



## Clients See Immediate Returns

“ Even as a mature supplier in our industry, **Supply Chain 1-2-3** was an insightful course from which we implemented some key actions. We took away tools to develop industry performance-comparable financials, which we used to validate some of our costing and expense assumptions. We learned important information that helped us better assess our value proposition. Through industry participants, we developed a better assessment of the current and future landscape in our industry. Overall, **Supply Chain 1-2-3** was more than worth the investment.”

Kevin Kelly, COO  
Genoa Design International Ltd.  
genoadesign.com



Supply Chain 1-2-3 helps SMEs improve access to sector-specific supply-chain opportunities in Canada and abroad.



## Real Benefits

**For SMEs** – Supply Chain 1-2-3 offers eight modules of hands-on learning with subject-matter experts in the areas of:

- Strategic positioning – Learn how to find the best fit when opportunities make good business sense
- Setting up for success – Certification, process and regulations
- Business Development essentials – Learn to identify, connect and engage with buyers
- RFP response – Successfully shape and respond to RFPs
- Managing supply chains – Logistics, financing and exports
- Project management – Tools and techniques to deliver on time and on budget
- Experiential learning – Put the new skills into practice through a “meet the buyers” event

**For Government & Primes** – There are many compelling business reasons for major primes to want to invest in the Canadian SME community. For primes to be successful, suppliers need to continuously improve management and operating practices, innovate and work together to create better value. A strategic investment in Supply Chain 1-2-3 not only helps build better subcontracting capacity, it also creates long-term economic value for all stakeholders involved in bringing products and services to market. This program represents a strategic investment in the Canadian SME community, from coast to coast, to help it thrive domestically and abroad.



## About LearnSphere

We are a federally incorporated, non-profit organization devoted to offering learning and development solutions to help businesses and organizations prosper. Our job is to work with those who want to scale, innovate, grow and export. Our formula involves continuously updating and introducing new content to spur business growth. For the 2,000+ SMEs that we serve annually, it is clear that investing in human capital drives business performance. We provide scalable learning and development programs to SMEs in Canada in both official languages, and have worked in more than 20 countries since our inception.

Our model is highly collaborative. For the ocean technology and defence sector program, our partners include: the Atlantic Workforce Partnership, the Association of British Columbia Marine Industries, the Association of Davie Shipbuilding Suppliers and Employment and Social Development Canada. Supply Chain 1-2-3 is funded by the Government of Canada’s Enabling Accessibility Fund.

For more information about Supply Chain 1-2-3 or other LearnSphere programs, contact Annette Comeau, CEO at [annette.comeau@learnsphere.ca](mailto:annette.comeau@learnsphere.ca).

