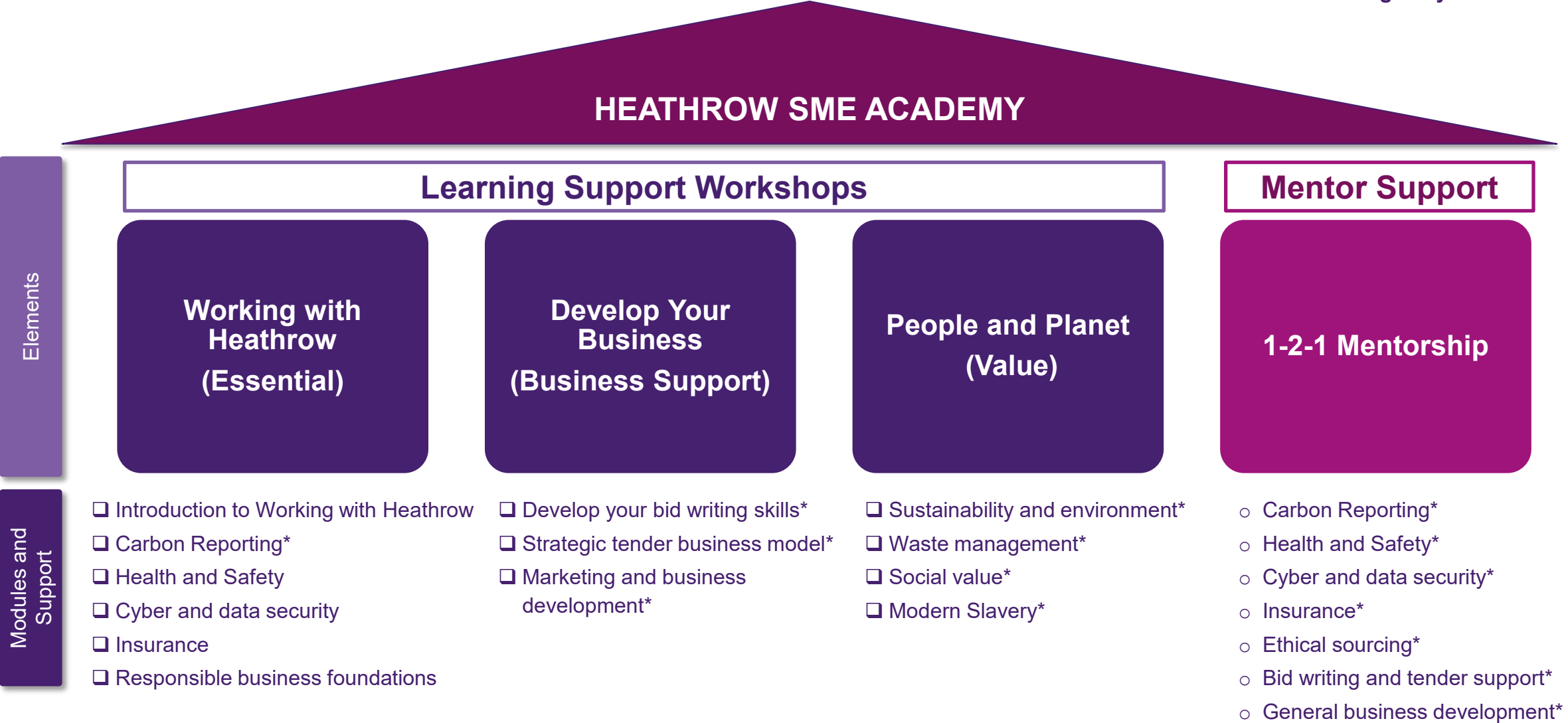


HEATHROW SME ACADEMY OVERVIEW & ELIGIBILITY CRITERIA



HEATHROW SME ACADEMY STRUCTURE

Please review in conjunction with the **eligibility criteria**



* Modules or support to be provided by external parties. Please note some of this content is subject to change.

LEARNING SUPPORT WORKSHOPS & ELIGIBILITY CRITERIA

Workshop name: Working with Heathrow (Essential)

Purpose	Content	Target audience (eligibility criteria)
- Heathrow is committed to ensuring that both the airport and its supply chain grow and develop to create an extraordinary airport fit for the future. At the start of 2025 we launched the Qualifying Value Criteria (QVC), a set of essential standards that reflect our core requirements to operate safely, sustainably, and successfully at the airport. - Working with Heathrow workshops are the essential learning modules we developed to support SMEs advance their capabilities in meeting these minimum procurement requirements. By doing that, we also aim to support SMEs unlock their potential in working with large buying organisations like us.	- Introduction to Working with Heathrow - Carbon Reporting* - Health and Safety - Cyber and data security - Insurance - Responsible business foundations <i>* Modules or support to be provided by external parties.</i>	SMEs who have recently onboarded with us or prospective SMEs in relevant business areas who are interested in working with us.

LEARNING SUPPORT WORKSHOPS & ELIGIBILITY CRITERIA

Workshop name: Develop your Business

Purpose	Content	Target audience (eligibility criteria)
Develop your Business section includes a series of workshops provided by our partners that are aimed at supporting SMEs in their general business development.	- Develop your bid writing skills* - Strategic tender business model* - Marketing and business development* <i>* Modules or support to be provided by external parties. Please note some of this content is subject to change.</i>	Any Small and Medium-sized Enterprise (SME)

LEARNING SUPPORT WORKSHOPS & ELIGIBILITY CRITERIA

Workshop name: People and Planet

Purpose	Content	Target audience (eligibility criteria)
- The People and Planet module series aims to introduce some of our Heathrow values, help SMEs understand what these values mean in practice and how they guide our ways of working. - By aligning with Heathrow values, suppliers will be better equipped to collaborate effectively, uphold shared standards, and contribute to delivering outstanding and sustainable outcomes for passengers, colleagues, and our communities.	- Sustainability and environment* - Waste management* - Social value* - Modern Slavery* <i>* Modules or support to be provided by external parties. Please note some of this content is subject to change.</i>	Any Small and Medium-sized Enterprise (SME)

MENTORSHIP SUPPORT ELIGIBILITY CRITERIA

Purpose	Target audience
The Heathrow SME Academy also offers 1-2-1 mentor support provided by experts in our supply chain. This aims at providing SMEs customised, in-depth support in helping them meeting our procurement requirements.	Only SMEs who completed our “Working with Heathrow” essential modules are eligible to apply for the mentor support.

Heathrow