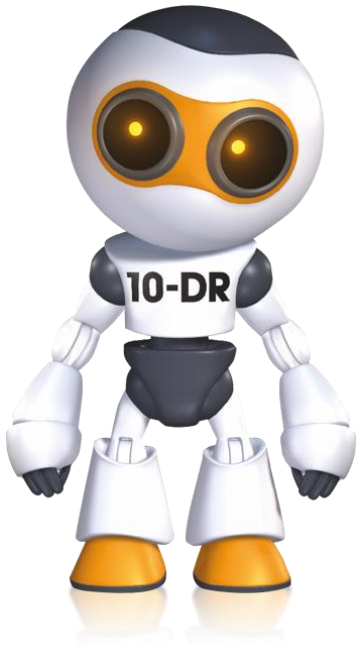




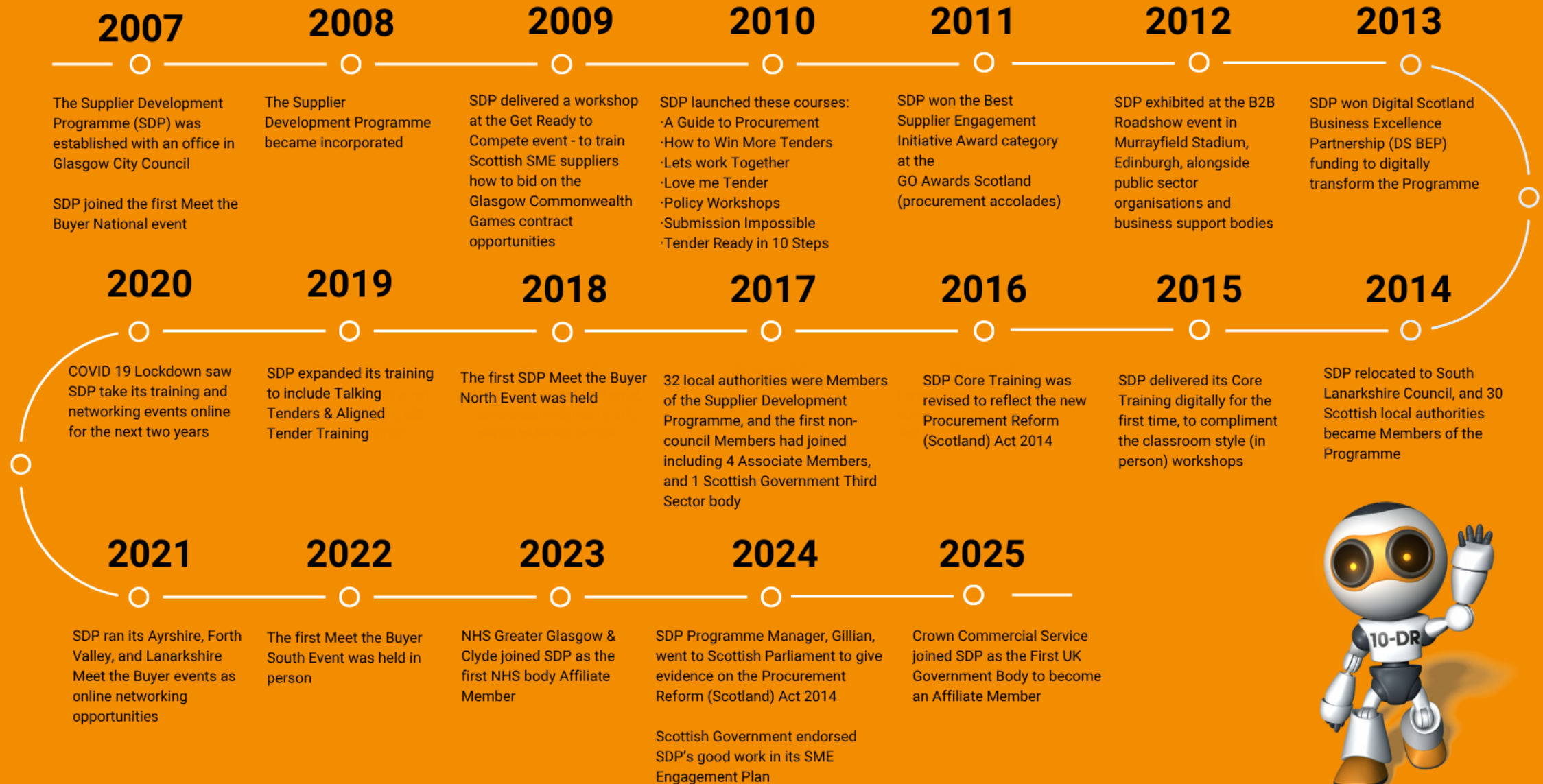
South Korean Delegation Meeting
30/07/25

SDP Community Wealth Building

- The Supplier Development Programme (SDP) was established in 2007.
- It is a partnership of local authorities, Scottish Government, public bodies and private sector organisations.
- A **business support** initiative, SDP helps **Scottish SMEs find and bid for public and private sector contracts**, through its **free networking events, training and resources**.
- It **promotes contract opportunities** to suppliers, especially those local to the area of the project, to generate **wealth within these economies**.
- It also helps **buyers find and connect local suppliers to** meet their **Community Wealth Building (CWB)** goals.
- Finally, SDP promotes buyers' **Community Benefits procurement portals** among suppliers and Third Sector partners, helping boost local charitable projects.



SDP TIMELINE OF EVENTS



SDP CWB Background

SDP Works with Suppliers

- SDP has a **free membership plan for Scottish supplier SMEs**.
- As of March 2025, the Programme had more than **23,552 supplier SMEs registered with it**, in Scotland.
- The Programme helps **suppliers connect with its buyer members** (through **networking events and training webinars**) and encourages them to find and bid for these buyers' opportunities.

Training

- SDP gets suppliers ready to bid, through its **Core Training** (procurement guidance) and its **Bespoke Training** (workshops that prepare them to bid for specific contract or framework opportunities).
- By getting local suppliers tender ready, SDP helps them win work within their own region, boosting **Community Wealth Building**.
- In the **last financial year** SDP ran **106 training events**.

Events

- SDP also runs free to attend (in person) networking events called Meet the Buyers:
- National Meet the Buyer
- Meet the Buyer North
- Meet the Buyer South
- Regional Meet the Buyers
- In the **last financial year** SDP ran **9 Meet the Buyer Events**.

SDP CWB Background

SDP Works with Buyers

- SDP has paid **Core, Affiliate and Corporate Memberships** plans for **buyers**.
- The Programme has **31 Core Members, 21 Affiliate Members, 5 Corporate Members**.
- Core Members are local authorities; Affiliate Members are Government agencies and anchor organisations (such as NHS bodies), and Corporate Members are private sector organisations.
- SDP works with each of these members to run **webinars and live events** that **promote the buyers' contract opportunities** and help local suppliers get ready to bid for them.
- This also enables buyers to diversify their supply chains, by connecting them to local suppliers who can deliver contracts to benefit these local economies. By doing this, **SDP helps buyers meet** their Sustainable Procurement Duty goals.
- SDP also works with buyers to increase awareness of their **Community Benefits/ wish list portals** (among suppliers and third sector partners).
- SDP has worked with members such as **NHS Greater Glasgow and Clyde** and **South Lanarkshire Council** to highlight their Community Benefits website portals (which encourage bidders to commit work or money to local third sector projects, as part of their bid).
- By encouraging these portals to be used, SDP encourages Community Benefit actions (such as employing local apprentices) to be delivered as part of contracts, again **boosting local economies**.

Core Members



Aberdeen City Council



Aberdeenshire Council



Angus Council



Argyll and Bute Council



Clackmannanshire Council



Comhairle nan Eilean Siar



Dumfries and Galloway Council



Dundee City Council



East Ayrshire Council



East Dunbartonshire Council



East Lothian Council



East Renfrewshire Council



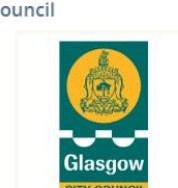
Edinburgh City Council



Falkirk Council



Fife Council



Glasgow City Council



Highland Council



Inverclyde Council



Midlothian Council



North Ayrshire Council



North Lanarkshire Council



Orkney Islands Council



Perth & Kinross Council



Renfrewshire Council



Scottish Borders Council



Shetland Islands Council



South Ayrshire Council



South Lanarkshire Council



Stirling Council



West Dunbartonshire Council



West Lothian Council

Affiliate Members



Crown Commercial
Service



Forestry and Land
Scotland



Glasgow Life



Historic Environment
Scotland



hub East Central
Scotland



NatureScot



NHS Golden Jubilee



NHS Greater Glasgow
and Clyde (NHSGGC)



Northern Lighthouse
Board



PfH Scotland



Police Scotland



Registers of Scotland



Scottish Enterprise



Scottish Environment
Protection Agency
(SEPA)



Scottish Fire and
Rescue Service



The Scottish Parliament
Pàrlamaid na h-Alba

Scottish Parliament



Scottish Procurement
Alliance



Social Security
Scotland



South of Scotland
Enterprise



Strathclyde
Partnership for
Transport



Zero Waste Scotland

Corporate Members

The logo for Balfour Beatty, featuring the company name in a bold, blue, sans-serif font.

Balfour Beatty

The logo for Balfour Beatty, featuring the company name in a bold, blue, sans-serif font.

Balfour Beatty Power

The logo for RJ McLeod, featuring the letters 'RJ' in a yellow box followed by 'McLEOD' in a black box.

RJ McLeod

The logo for Robertson, featuring a stylized blue 'R' icon above the word 'ROBERTSON' in a blue, sans-serif font, with a thick blue horizontal bar below.

Robertson Facilities
Management Ltd

The logo for Veolia, featuring a red circular icon with a stylized 'V' followed by the word 'VEOLIA' in a red, sans-serif font.

Veolia

SDP CWB Case Study

Scottish Borders Council Partners With SDP to Support Local SMEs

78% of SDP Training Attendees Gained a Place on the Scottish Borders Council Repairs and Maintenance Framework



In partnership with the Supplier Development Programme (SDP), Scottish Borders Council helped local SMEs understand how to bid for its Repairs and Maintenance Framework, by hosting a free Aligned Tender Training webinar in April 2023.

In total, 41 suppliers from 36 unique businesses attended this free online event, to learn how to bid for a place on the Repairs and Maintenance Framework. This included 38 attendees from **34 unique Scottish SME businesses**.

Following the Training

- SDP and Scottish Borders Council won **Highly Commended for Collaborative Procurement GO Awards Scotland 2024/25** for the work.
- **78% of attendees gained a place** on the Scottish Borders Council Repairs and Maintenance Framework.
- **84% of post-event survey respondents said they felt confident** that their bid (to join the framework) would be stronger after attending the SDP webinar.
- **95% of respondents felt more positive** about potentially working with Scottish Borders Council.

Suppliers who attended the training said:

"I definitely feel more confident about undertaking the tendering process now that I have completed the course. I found the whole webinar useful, as I have never had to do this before."

**Ryan and Jane accept the
Highly Commended GO
Award for Scottish Borders
Council**

Left: Ryan Douglas,
Procurement Business Partner
Scottish Borders Council.

Right: Jane Cox
Scottish Borders Councillor for
Hawick and Hermitage.



SDP CWB Case Study

NHS GCC & SDP Lead the Way in Increasing NHS Supplier Diversity

81% of suppliers who responded to the project survey said they were more likely to bid for public contracts after the training



From January to September 2022, NHS Greater Glasgow and Clyde (NHS GGC) worked with the Supplier Development Programme, and six Health and Social Care Partnerships (including Glasgow Centre for Population Health, and Glasgow City Region Project Management Office) on a project to diversify the NHSGGC supply chain.

- The project aimed to promote **wider participation in the NHS GGC supply chain from SMEs**.
- As well as this, it encouraged **businesses** led by, for and with **people with protected characteristics (who might face discrimination** due to things such as the age, disability and race of their employees) to work with NHS GGC.
- Finally, the project outlined measures to **help small businesses understand opportunities** that are tendered by the NHS.
- SDP hosted **six supplier engagement and tender training webinars** with NHS GCC, its project partners, and potential suppliers.
- Businesses, including social enterprises of all sizes, particularly those that are owned or led by women, minority, disabled and LGBTQ+ individuals, were invited to participate.

Training Results

- SDP and NHS GGC won the **2023 Developing Supplier Diversity Award at GO Awards Scotland**.
- **136 people, from 127 Scottish businesses** attended the training.
- **64% of the Scottish SMEs that attended identified as being 50% or more owned or led by individuals with protected characteristics**.
- **81% of suppliers** who responded to the project survey said they **were more likely to bid for public contracts after the training**.

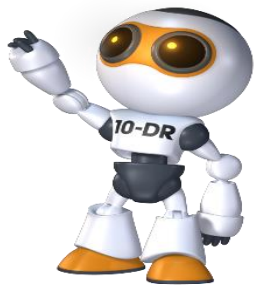


SDP and NHS Greater Glasgow and Clyde Team accept the GO Award

Holding certificate: Chris Sanderson, Head of Procurement NHS Greater Glasgow & Clyde and NHS Golden Jubilee.

Holding trophy: Gillian Cameron, SDP Programme Manager.

Q&A



1. Background of Establishing SDP

- March **2006**, the Scottish Government published the **Review of Public Procurement in Scotland (the McClelland Report)**.
- It found **public sector structures, people and technology were not in place to improve procurement**.
- The report identified the opportunity to achieve ‘significant, recurring financial savings’ across the public sector through increased use of **collaborative contracts and training**.
- Following the report, **Scottish Government provided budget to programmes and projects designed to improve public sector efficiency and effectiveness**.
- In **2007 SDP was formed**, funded by 3 Local Authority Members, to provide **tender training** to Scottish SMEs, to **increase the number of SMEs bidding for contracts** and so **increase the effectiveness of public sector procurement**.
- SDP did this through **networking events and training courses** – see Question 3.
- **Scottish Government had a manifesto stating there should be a bespoke business unit** to support Scottish SMEs on how to tender and **invested in 2014/15 money to help fund and expand the Programme**.
- Now SDP receives **grant funding from the Scottish Government**, alongside **membership fees** from its Core, Affiliate and Corporate Members, which enables it to continue to provide **free training to Scottish SMEs**, and **free entry to in-person networking events**.

2. How SDP Operates



Gillian Cameron
Programme
Manager

- Leads SDP team
- Leads projects
- Leads on strategic business development
- Stakeholder management
- Reporting
- Events



Fran Goldie
Digital
Development

- Leads SDP digital trainers
- Manages online training programme
- Hosts webinars
- Stakeholder management
- Leads on digital delivery
- CIPS Qualified



Elizabeth Bailey
Programme
Development

- Leads on Programme finances
- Stakeholder management
- Website management
- Webinars
- Reporting
- Events



Lynzie McLean
Marketing &
Events

- Leads on events
- Leads on marketing
- Leads on social media
- Website management
- Reporting
- Stakeholder management



Julie Shennan
Marketing &
Events

- Leads on events
- Leads on marketing
- Leads on reporting
- Website management
- Social media
- Stakeholder management



Amy Peters
Customer
Development

- Leads on customer retention
- Leads on customer acquisition
- Stakeholder management
- Reporting
- Events

3. How SDP Helps SMEs Win Contracts

Core Training

- 11 sessions that give suppliers tips on doing business with the public sector, from understanding procurement procedures, to finding contracts, planning and writing bids and growing their businesses.

Bespoke Training

- How to Work With – Suppliers hear directly from buyers about their procurement processes and areas of future opportunities.
- Talking Tenders – Suppliers hear directly from buyers about a specific contract opportunity, where to find it, and how to avoid mistakes other suppliers have made in the past when tendering for similar opportunities.
- Aligned Tender Training - Post-Contract Notice Publication events that follow from Talking Tenders. Suppliers are tutored through the bidding process, by SDP trainers, who explain where to find documents and offer tips on approaching the tender.

Events

- Meet the Buyer - Meet the Buyers are networking events, where multiple buyers can engage with suppliers, to discuss new projects, contracts, and framework opportunities.
- Meet the Contractor - Meet the Contractors are focused networking events, where lead contractors can engage with the local supply base, to discuss specific projects and opportunities.

Meet the Buyer National 2025

4 June

Murrayfield Stadium, Edinburgh

- 1,377 delegates attended.
- 603 Scottish SMEs attended.
- 24 businesses classed as social enterprise, charity, or supported businesses attended.
- 90% of survey respondents said, following the event, they were planning to actively pursue opportunities with one or more of the organisations they met.



4. SDP Model of Business Support

Core Training

- ✓ Free to access to Scottish SME suppliers
- ✗ Not accessible to non-Scottish SMEs
- ✗ Not accessible to large Scottish businesses (250+ employees)
- ✗ Not accessible to buyers
- Online live webinar format
- Led by SDP Tutors
- Hands-on support
- Q&A at end
- ✓ Group based
- ✗ Not 1-2-1

Bespoke Training

- ✓ Free to access all suppliers
- ✗ Not accessible to buyers
- Online live webinar format
- Led by SDP Tutors
- And buyer procurement teams
- Connects buyers and suppliers
- Hands-on support
- Q&A at end
- ✓ Group based
- ✗ Not 1-2-1

Events

- ✓ Free to access all suppliers
- ✓ Free access to buyers
- In person format
- Encourages networking
- Connects buyers and suppliers
- Can include keynote speeches
- Keynotes from politicians
- Keynotes from buyers
- Q&A at end
- ✓ Group based
- ✗ Not 1-2-1

5. SDP Supplier Case Study

Outside the Box Community Development Group Grows with SDP Help

Following SDP Tender Training and Events Outside the Box has won £117,000 public sector work

Outside the Box provides training, evaluations and development support to community groups to help them start using new services and activities or adapt to changing circumstances. It also helps public service providers engage with their service users.

“SDP training gave us an excellent starting point and further sessions helped us look at the different elements in more detail and develop a more strategic approach to bidding for contracts. It helped us discover how to find relevant opportunities, how to break down a tender bid, and how to approach costings and policies.”

Ruth Noble, Community Development Adviser, Outside the Box

SDP Training Attended

- | | |
|-------------------|---|
| 1. 15 April 2020 | Planning Your Bid - Core Training |
| 2. 7 May 2020 | Improving Your Bid Score - Core Training |
| 3. 9 June 2020 | Improving Your Bid Score - Core Training |
| 4. 5 October 2023 | How to Write Outstanding Tenders - Core Training |
| 5. 27 March 2025 | West Dunbartonshire Meet the ‘Real’ Buyer - Event |
| 6. 22 April 2025 | Glasgow Meet the ‘Real’ Buyer - Event |

Outside the Box Contracts Won

- | | |
|----|---|
| 1. | 2022 East Lothian Council Dementia Strategy Consultation: £25,000 |
| 2. | 2023 East Lothian Adult Learning: £25,000 |
| 3. | 2023 East Renfrewshire Council Equalities Contract: £13,000 |
| 4. | 2024 Wild Strathfillan Nature Restoration Initiative: £8,000 |
| 5. | 2024 NatureScot National Park Consultation £30,000 |
| 6. | 2025 Falkirk Employment and Training Unit: £16,000 |



outside the box

- Working across Scotland
- Helping people develop small activities - community groups, peer support, micro enterprises
- Taking forward issues that affect people in many areas - includes a lot of work in rural areas
- www.otbds.org



Outside the Box working on its East Renfrewshire Council Equalities Contract.

**Presenting: Louise Willson
Chief Executive, Outside the Box
Core Team.**

6. Performance Evaluation

Key Performance Indicators (KPIs)

KPIs for Scottish Government

- Number of SMEs registered with SDP.
- Number of SDP trained SMEs that went on to win contracts.
- Number of SDP training sessions delivered.
- Number of SDP events delivered.
- Attendee numbers at training sessions.
- Attendee numbers at events.
- Satisfaction score from attendees.
- Positive qualitative feedback from attendees.
- Increased awareness of suppliers to the Programme.

KPIs for SDP Buyer Members

- Number of SDP training sessions delivered about buyer's opportunities.
- Number of SDP events delivered that included the buyer.
- Attendee numbers at training.
- Attendee numbers at events.
- Satisfaction score from attendees.
- Positive qualitative feedback from attendees.
- SDP supplier members by Council area.
- Number of SDP emails featuring the buyer.
- Number of SDP news stories featuring the buyer.
- Engagement with emails and news stories.

KPIs for Supplier Members

- Satisfaction score from event attendees.
- Positive qualitative feedback from event attendees.
- Increased awareness of suppliers to the Programme.

7. Scotland's Main Buyers

Scottish Government (Scot Gov)

- Manages **Category A contracts** (intended to be used by all publicly funded or owned organisations in Scotland).
- SDP is partially funded by Scottish Government.
- SDP **meets Quarterly** with Scot Gov.
- SDP **reports KPIs to Scot Gov.**
- Scottish Government **exhibits at all SDP events.**
- SDP submits **feedback to Scot Gov** on Procurement Bills.

Centres of Expertise (CoEs)

- Manage **Category B contracts** (sector-specific procurement agreements, managed by that sectors' CoE).
- CoEs include: APUC, NHS NSS, Scot Gov, Scotland Excel.
- CoEs **exhibit at SDP Meet the Buyer National events.**
- SDP and **Scotland Excel have a MOU** on collaborative business support.

Local Authorities (Councils)

- Manage **Category C contracts** (used by a single Council).
- Manage **Category C1 contracts** (collaboratively used by multiple Councils).
- SDP is partially funded by Local Authorities (Core Members).
- SDP **reports KPIs to Core Members.**
- See Local Authority Work Slide.

Scottish Government

Manages Category A contracts

Centres of Expertise (CoEs)

Manage Category B contracts

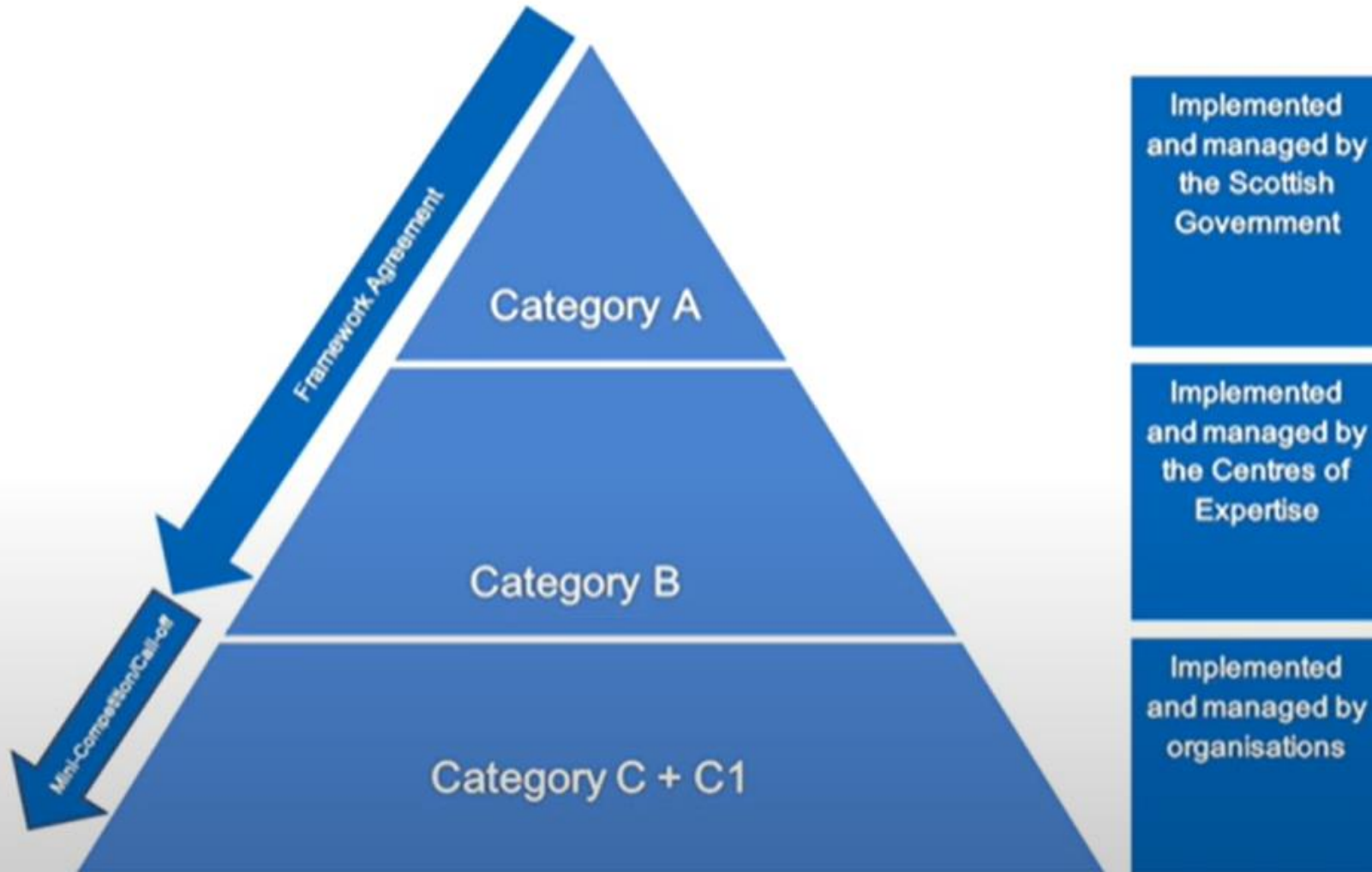
Local Authorities (Councils)

Manage Category C & C1 contracts

Key

Framework: A shortlist of pre-approved suppliers who can be awarded business by a local authority, with agreed terms and conditions and legal protections.

Mini Competition: Suppliers from frameworks can be invited to compete for work on a specific contract or call-off, by entering a mini competition.



8. Local Authority Work

- **Local Authorities** (also called Councils) are **SDP Core Members**.
- SDP works with **31 Councils**.
- Within each Council there is an **SDP Representative**.
- SDP Representatives (Reps) usually work within the Council's **Procurement Team** or its **Community Wealth Building Team** (and sometimes its **Economic Development Team**).
- Reps engage with SDP using the tools listed below...

SDP Members Meetings

- Members Meetings discuss procurement and **Community Wealth Building** updates from Core Members' areas.
- In these meetings they can also talk about the webinars and events that they plan on doing with SDP.
- It's also a chance for Core Members to share best practice and information with each other.

SDP Annual General Meetings

- Core Members also come to these meetings to discuss the SDP Annual Report and other big SDP updates.

SDP Website Dashboard

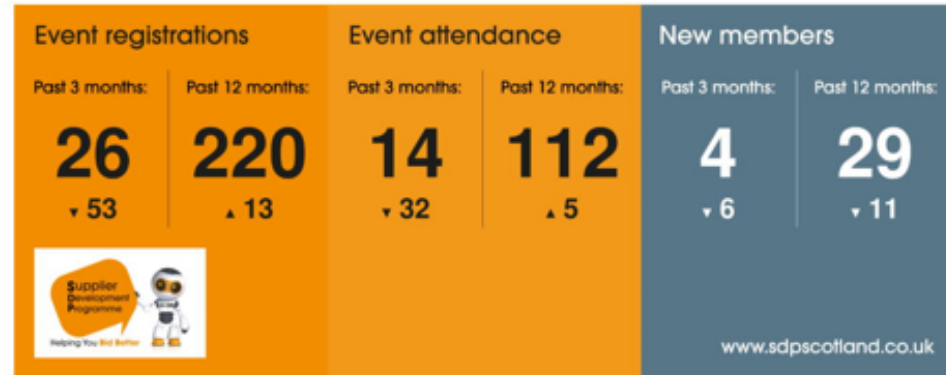
- Core Members have their own SDP website login and Dashboard – showing **engagement between SDP** and their regions' **suppliers**.

SDP Reports

- Core Members can access SDP Reports.
- With stats and feedback on their events with SDP.
- With stats and feedback on their webinars with SDP.
- With stats on how suppliers in their area engage with SDP.
- As well as ad hoc requests on things like local suppliers, in their area by sector.

My account

Welcome, Mrs Shennan.



Event registrations details any business from within your local authority who registered for any SDP event; attendance narrows this down to those who attended.

Exhibit at Meet the Buyer 2025

Search supplier register	Manage events	Update my details
Manage users	Update organisation profile	Downloadable documents
Update news	Reports	Submit a success story
Change my password	Log out	



My account

Logged in as julie.shennan@gmail.com.

VIEW ACCOUNT

LOG OUT

Events calendar

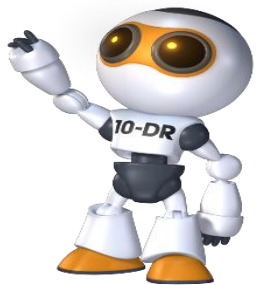
March 2025						
Su	M	Tu	W	Th	F	Sa
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30	31					

VIEW MORE EVENTS

SDP Website Dashboard

- Glasgow City Council (Core Member) dashboard screenshot.
- Taken on 22 July 2025.
- Shows **engagement between SDP supplier members in the Glasgow area and SDP.**

Q&A





Best Procurement Leadership



Best Procurement Delivery

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