

Annual Report

2022/2023

1 April 2022 - 31 March 2023



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Introduction to the Supplier Development Programme

The Supplier Development Programme (SDP) is a partnership between Scottish Government, Local Authorities, public bodies, and private sector primary contractors, who work together to make their business opportunities accessible to the wider supply chain.

In Scotland, there is an annual public sector spend of £14.5 bn, and throughout the rest of the UK, there is an annual public spend of £330 bn. With such big spend comes big contract opportunities!

As a business support initiative, SDP uses training and networking to help Scottish SMEs and supported businesses find and win public sector contracts. This training includes free webinars and in-person events, held across Scotland throughout the year.

By assisting SMEs to become 'tender ready' for public procurement, SDP improves their efficiency, sustainability and market potential, making them more likely to win public contracts. As it helps more businesses win a share of Scotland's public sector contracts, SDP is supporting Community Wealth Building.

SDP's Key Objectives

- Raise awareness of opportunities arising from public sector spend
- Provide training and support on all aspects public sector tendering
- Improve the tender readiness of local suppliers through early intervention
- Support SDP member organisations to meet the Sustainable Procurement Duty
- Promote links and integrate with other government business support services

SDP Chair Note

Councillor Peter Henderson



Councillor Peter Henderson (South Ayrshire Council) who was Chair for SDP from 2020 – 2023, resigned in June 2023, to take retirement.

In his time as SDP Chair, Peter saw four National Meet the Buyer exhibitions, as

well as three Meet the Buyer Norths and multiple regional events.

Over this period, Peter also supported SDP during the pandemic lockdown, as it flexed to use webinars to continue to support its members with training and networking.

It was also during his term that SDP invested in a robust online platform, to deliver its first fully virtual event in September, with Meet the Buyer North 2020. This paved the way for SDP to adopt online Talking Tenders, Aligned Tender Training, Meet the Buyer and Meet the Contractor events – which helped the programme reach more suppliers.

Gillian Cameron, SDP Programme Manager said: "The SDP team would like to thank Peter for being an absolute stalwart in promoting and connecting SDP. In his own authority he challenged how Procurement and Economic Development work together, a model that is now used across various local authorities and is a foundation for the procurement pillar of Community Wealth Building."



From July 2023 Fiona Conti (Interim Strategic Procurement Manager, Commercial and Procurement Shared Service) has taken on the responsibility of SDP Chair.

Fiona brings decades of

experience to SDP, from her work in supply chain roles across the private and public sector. Most recently, at CPSS, Fiona assists the Highland, Aberdeen City, Aberdeenshire Councils in transforming their procurement to deliver efficiencies and improve sustainability.

Fiona is currently involved in a number of Climate Change initiatives across the Shared Service area, and is leading on two specific themes - Mobility and Best in Class Future City Vehicles and Infrastructure, working closely with other government agencies and departments to ensure success. Fiona is also leading on the current Pathfinder project across the North to look at Alternative Delivery Models for the provision of EV charging infrastructure.

In her role as SDP chair, Fiona has already supported multiple events, including Meet the Buyer North 2023, in which she joined a panel discussion with Nikki Archer and Gillian Cameron. Fiona Conti, SDP Chair said: "I look forward to chairing SDP for a further year and hope you will all continue to support the Programme, through coordination of training and events at a regional level and by inputting further ideas for the future of the SDP."

Introduction from the Programme Manager

Gillian Cameron, Programme Manager



In last year's annual report, I talked about how procurement required to be agile and how the Supplier Development Programme (SDP) flexed to support that.

Between 2022 and 2023 we saw the full force return to in person events, as well as an uptake of our model for aligned tender training. SMEs, social enterprises, and supported business proved hungry for support, and wanted early insight into contract opportunities that would help them to grow and become successful.

The juggernaut that is Community Wealth Building continues to provide an open highway for SDP to facilitate local engagement, not just with the public sector, but also with the private sector (our corporate members) to distil public sector spend down through the supply chain.

From the hundreds of events delivered, we produced detailed outcome reports, demonstrating the impact of our interventions, making SDP a rich source of data.

In a year which was not uniformly easy (is it ever) we have made important strides towards adapting our processes so that they meet the ongoing opportunities and challenges. It is a huge testament to the SDP team, new and old, that we have been able to launch even bigger events while continuing our core role to help Scottish SMEs, third sector and supported businesses to find, win and keep contracts, by bidding better.

I am hugely grateful for the SDP team's dedication and commitment, and I would like to also offer my thanks to our board and partners for their invaluable support.

I am confident that SDP is ready to tackle the next set of challenges, which we will undoubtedly face with great determination to do the very best for our members, and Scottish SMES, third sector and social enterprises.

The Supplier Development Programme is led by its Board. At the time of publishing this report the Board composed of the following representatives

- | | |
|---|-----------------------------|
| • Fiona Conti: Chair | Shared Procurement Service |
| • Councillor Anthony Buchanan: Vice Chair | East Renfrewshire Council |
| • Councillor Heather Brannan McVey | North Lanarkshire Council |
| • Councillor David Inglis | Dumfries & Galloway Council |
| • Rachael Thomas | Dundee City Council |
| • Councillor Stephen Canning | East Ayrshire Council |
| • Paula Deegan | City of Edinburgh Council |
| • Pamela Stevenson | Fife Council |
| • Jackie Hill | Glasgow City Council |
| • Stuart Jamieson | Inverclyde Council |
| • Councillor Chris Cullen | South Ayrshire Council |
| • Councillor Mark McGeever | South Lanarkshire Council |

Ex-officio

- | | |
|-------------------|--------------|
| • Gillian Cameron | SDP Scotland |
|-------------------|--------------|

Secretary to the Board

- | | |
|--------------------|--------------|
| • Elizabeth Bailey | SDP Scotland |
|--------------------|--------------|

During 2022/20223, the following changes were made to the Board

Appointments

- | | |
|-------------------------------|-----------------------------|
| • Councillor Stephen Thompson | Dumfries & Galloway Council |
| • Councillor David Inglis | Dumfries & Galloway Council |
| • Councillor Chris Cullen | South Ayrshire Council |

Resignations

- | | |
|-------------------------------|-----------------------------|
| • Councillor Stephen Thompson | Dumfries & Galloway Council |
| • Councillor Peter Henderson | South Ayrshire Council |
| • Peter Reid | Falkirk Council |

Supporting our Members

The Supplier Development Programme (SDP) was established in 2008, and is a partnership of Local Authorities, Scottish Government and other public bodies that work together to bring free tendering support to Scottish-based SMEs.

Supplier Membership

SDP Supplier Membership is free and open to Scottish based SMEs and Third Sector organisations, which include charities, social enterprises, supported businesses and voluntary groups. It helps businesses that have little or no experience of tendering and often no bid team. Such businesses can miss out on public sector contracts, as they lack resources to dedicate to formal procurement processes.

SDP aims to help these businesses become 'tender ready' for contracts, through training and networking events.

Core Membership

SDP Core Membership is available to Scottish local authorities, for a small annual fee.

Through its Core Membership model, SDP helps councils engage potential suppliers, raising early awareness of contract opportunities, and providing bespoke aligned tender training to encourage local businesses, and social enterprises, to participate in the tender or quotation process.

This helps the councils diversify their supply chain and meet their legal obligations under the Sustainable Procurement Duty, Procurement Reform (Scotland) Act 2014.

Affiliate Membership

SDP Affiliate Membership is available to public organisations, that connect the public and private sectors. These memberships are available for a small annual fee.

Through its Affiliate Membership programme, SDP helps public bodies including anchor institutions, such as the NHS and Higher Education sector, increase awareness of their goods, services and works pipelines and opportunities. SDP also works with its Affiliate Members to spread the news about their procurement policy updates and helps them meet their Community Wealth Building aspirations. Just as it supports its Corporate Members, SDP supports its Affiliate Members with training, events, marketing and reporting.

Corporate Membership

SDP's Corporate Membership is open to larger prime contractors who wish to open their supply chain, and demonstrate how they are seeking to work with local suppliers and social enterprises. Membership is on annual fee basis.

Through its Corporate Membership model, SDP helps prime contractors meet and hire local supply chain partners, helping them reach their sustainability and Community Wealth Building goals. SDP does this through Meet the Buyer events, Meet the Contractor events, Talking Tenders training, Aligned Tender training, marketing and reporting support.

Core Membership



Affiliate Members



HISTORIC
ENVIRONMENT
SCOTLAND

ÀRAINNEACHD
EACHDRAIDHEIL
ALBA



National
Records of
Scotland



Corporate Members



Balfour Beatty



JACOBS

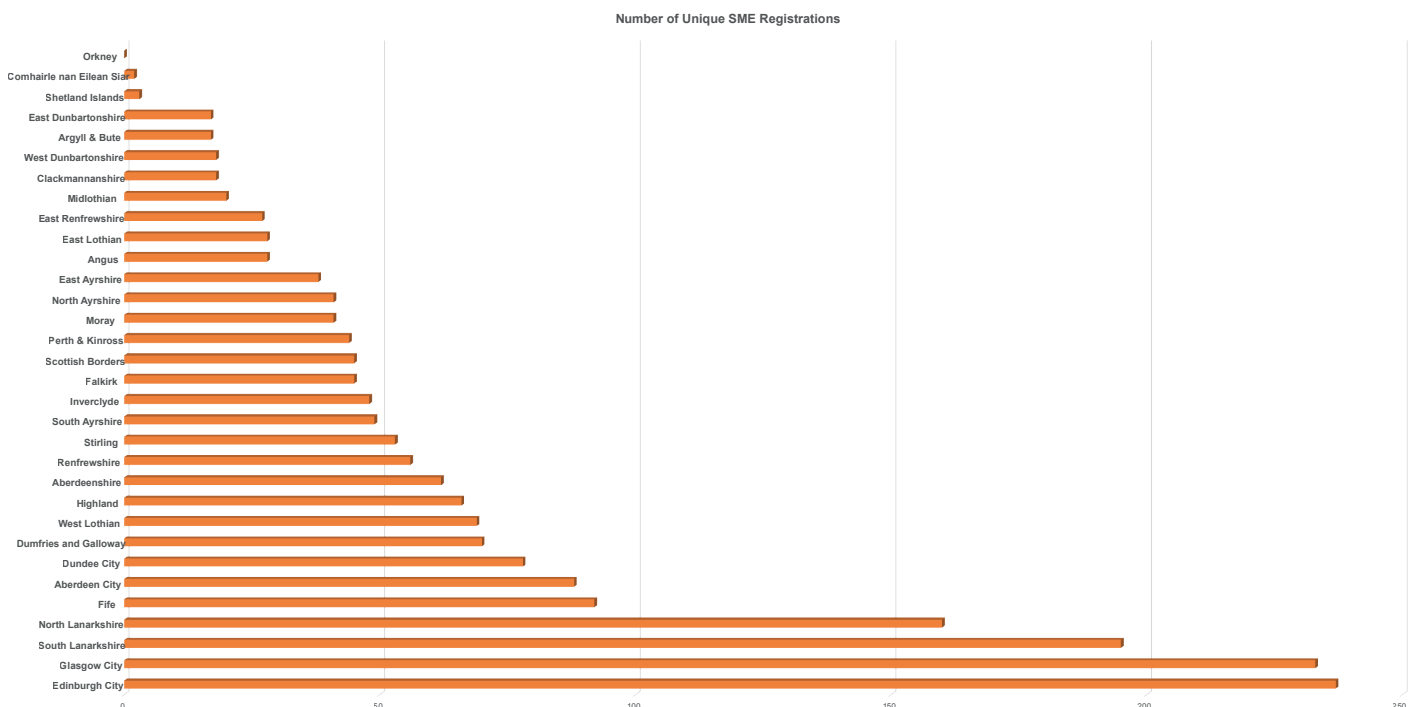


Strategic Objectives: Scottish SME Unique Businesses Registrations

SDP's work aligns with the National Performance Framework and contributes towards Scottish Procurement's drive to use collective spending power to deliver sustainable economic growth.

| Website registrations of Scottish SME unique businesses 1 April 2022 - 31 March 2023 | Total to date last year | Cumulative total |
|---|-------------------------|------------------|
| 1,988 | 19,595 | 21,583 |

SDP had **the target of increasing the Scottish SME Unique Businesses registered with it by 6%**. From 1 April 2022 – 31 March 2023, 1,988 Scottish SME unique businesses registered with SDP Scotland, bringing the overall **cumulative total** to 21,583. This is a 10.1% increase in the cumulative total from last year, **meaning SDP surpassed its target by 4.1%**.



* There were no registrations in this period for the Orkney Islands.

Strategic Objectives: Year-On-Year Increase in Supplier Registrations

From 1 April 2022 – 31 March 2023, 1,988 Scottish SME unique businesses registered with SDP Scotland. Looking back at the same period last year 1 April 2021 – 31 March 2022, 1,623 Scottish SME unique businesses registered with SDP Scotland. This shows that SDP hit a year-on-year improvement in the increase in registrations of 365 or 22.4%.

Local Authorities with the most Registrations

Following a similar trend of last year, registrations from SME unique businesses in Scotland's central belt made up the largest percentage of SDP's new members. Suppliers from Edinburgh (11.9%) and Glasgow City (11.7%) contributed to this trend.

This was closely followed by individual Scottish SME unique businesses from South Lanarkshire (9.8%) North Lanarkshire (8%) Fife (4.6%) Aberdeen City (4.4%) and Dundee City (3.9%).

The increase in new members around these areas correlates with SDP events that were held in these regions, over this financial year, including: The City of Edinburgh Council Meet the Real Buyer, Lanarkshire Meet the Real Buyer, Fife Council Meet the Buyer, and Meet the Buyer Tayside (Dundee).

SDP's appointment of Fiona Conti as Chair has led to a proactive approach to help boost SDP registrations in Aberdeen City, Aberdeenshire and The Highland Councils, as Fiona is Strategic Procurement Manager (Interim) at Commercial and Procurement Shared Service, which works across all three of these councils.

Biggest Year-On-Year Increase in Registrations by Area

The following local authority areas saw the biggest increase in new supplier registrations (from last financial year to this financial year) Inverclyde (300%) Moray (192%) Dumfries and Galloway (112%) Dundee City (110%) and North Lanarkshire (92%). This trend reflects the training and events that SDP held over this period, which focused on opportunities in these areas.

Strategic Objectives: Supplier Registrations

| Local Authority | Total registrations 2022/2023 | Total cumulative registrations 2021/2022 | Total cumulative companies registered to 31 March 2023 | Annual cumulative percentage increase |
|---------------------------|----------------------------------|--|---|--|
| Aberdeen City | 88 | 553 | 641 | 16% |
| Aberdeenshire | 62 | 450 | 512 | 14% |
| Angus | 28 | 360 | 388 | 8% |
| Argyll & Bute | 17 | 284 | 301 | 6% |
| Clackmannanshire | 18 | 209 | 227 | 9% |
| Comhairle nan Eilean Siar | 2 | 44 | 46 | 5% |
| Dumfries and Galloway | 70 | 482 | 552 | 15% |
| Dundee City | 78 | 543 | 621 | 14% |
| East Ayrshire | 38 | 469 | 507 | 8% |
| East Dunbartonshire | 17 | 303 | 320 | 6% |
| East Lothian | 28 | 271 | 299 | 10% |
| East Renfrewshire | 27 | 302 | 329 | 9% |
| Edinburgh City | 237 | 2016 | 2253 | 12% |
| Falkirk | 45 | 457 | 502 | 10% |
| Fife | 92 | 1007 | 1099 | 9% |
| Glasgow City | 233 | 3520 | 3753 | 7% |
| Highland | 66 | 587 | 653 | 11% |
| Inverclyde | 48 | 176 | 224 | 27% |
| Midlothian | 20 | 386 | 406 | 5% |
| Moray | 41 | 143 | 184 | 29% |
| North Ayrshire | 41 | 433 | 474 | 9% |
| North Lanarkshire | 160 | 1413 | 1573 | 11% |
| Orkney | 0 | 61 | 61 | 0% |
| Perth & Kinross | 44 | 539 | 583 | 8% |
| Renfrewshire | 56 | 798 | 854 | 7% |
| Scottish Borders | 45 | 431 | 476 | 10% |
| Shetland Islands | 3 | 46 | 49 | 7% |
| South Ayrshire | 49 | 443 | 492 | 11% |
| South Lanarkshire | 195 | 1542 | 1737 | 13% |
| Stirling | 53 | 402 | 455 | 13% |
| West Dunbartonshire | 18 | 235 | 253 | 8% |
| West Lothian | 69 | 690 | 759 | 10% |
| Total | 1988 | 19595 | 21583 | |

SDP Tender Training for Scotland and SDP eLearning Courses

SDP offers 11 core training courses to Scottish micro, small and medium sized businesses, third sector and supported businesses.

SDP Training

- 1.1 Working with the Public Sector – All you need to know
- 1.2 Using Public Contracts Scotland (PCS) – How to find and bid for opportunities
- 1.3 Getting your Business Tender Ready – The Checklist
- 1.4 Planning your Bid – Timing and Resources

- 2.1 Passing the Selection Stage – The Single Procurement Document (SPD)
- 2.2 How to write outstanding tenders – The Invitation to Tender (ITT) Stage
- 2.3 Understanding and Bidding – Frameworks and Dynamic Purchasing Systems (DPS)
- 2.4 Improving your Bid Score – Increase Your Tender Win Rate
- 2.5 Responding to Tender Policy Requirements – Power of Procurement

- 3.1 Understanding your role in Contract Management – Critical Success Factors
- 3.1 Expanding your Business Globally – Tendering in New Markets
- SDP Masterclass

Practical Workshop Webinars

- Quick Quotes Made Easy
- Helping you Bid Better: Examine the SPD Question by Question

Other Bespoke Webinars

- Talking Tenders
- Aligned Training
- Cyber Security Procurement Support Tool: Training for Suppliers

Added Value: Buyer Training

- Understanding the Questions in the Single Procurement Document (SPD) - Buyer Training for SDP Membership Organisations
- Annual procurement reports and the Procurement Reform (Scotland) Act 2014
- Diversifying the NHS Greater Glasgow and Clyde and NHS Lanarkshire Supply Chain: Partner Engagement Event
- Diversifying the NHS Supply Chain: Staff/ Buyer Side Webinar

SDP eLearning Courses

- 1.1 Working with the Public Sector - All You Need to Know
- 1.2 Using Public Contracts Scotland (PCS) – How to find and bid for opportunities
- 1.3 Planning your Bid – Timing and Resources

- 2.1 Passing the Selection Stage – The Single Procurement Document (SPD)
- 2.2 How to write outstanding tenders – The Invitation to Tender (ITT) Stage
- 2.3 Understanding and Bidding – Frameworks and Dynamic Purchasing Systems (DPS)
- 2.4 Improving your Bid Score – Increase Your Tender Win Rate
- 2.5 Responding to Tender Policy Requirements – Power of Procurement

- 3.1 Understanding your role in Contract Management – Critical Success Factors
- 3.2 Expanding your Business Globally – Tendering in New Markets
- SDP Masterclass

Training Attendance and Feedback

From 1 April 2022 to 31 March 2023, 5,336 people from 3,544 unique Scottish SME businesses attended events with SDP.

Core Training

SDP hosts core training throughout the year to registered SMEs, supported businesses, and charities that are based in Scotland. Companies are encouraged to 'self-select' the training appropriate to them from Level 1, Level 2, or Level 3.

In this financial year, SDP provided 35 core training webinars to 775 attendees from Scottish businesses. 1,662 people registered to attend these webinars.

Of those that responded to core training surveys, 90% said they were more likely to bid for future public contracts as a direct result of the training they received.

Bespoke Training

SDP has worked with local authorities and other public bodies to align 'bespoke' training to actual contract opportunities, improving the tendering capability of SMEs when they need it most.

In this financial year, SDP organised a total of 68 bespoke training sessions, in partnership with local authorities, as well as other public and private sector organisations.

These sessions included Practical Workshops (on procurement policies) Bespoke Training (focused on public sector opportunities) Talking Tenders events (which walked SMEs through requirements of specific contracts) and Supplier Engagement events (led by prime contractors working on public sector projects).

Of those that responded to bespoke training surveys, 84% said they were more likely to bid for future public contracts as a direct result of the training they received.

Increase in Attendees

2022/2023 was a year that saw a marked increase in the amount of total training sessions being delivered compared to previous years, this was due to the lifting of COVID restrictions, as well as the aspiration to grow the Programme.

The number of total events delivered from 1 April 2022 to 31 March 2023 was 125, which was a 48% increase on the number of events delivered this time last year.

This increase in training led to increased engagement, with overall individual attendee numbers (to all events) up by 287% year-on-year.

Likewise, the number of unique businesses attending all SDP events was up by 181% year-on-year.

External Events

As well as delivering its own training and events, in the last financial year SDP attended and supported 19 partner and external events, through promotion on the SDP events calendar, with bookings and data collection handled directly by the organisers.

SDP Supplier Training Numbers

SDP builds the capability of Scottish SMEs and Third Sector Organisations, to ensure they are 'tender ready' to win new contracts. SDP can evidence that it has improved SME and third sector suppliers' capability to bid, through its training attendance and feedback reporting, as well as in case studies.

| 1 April 2022 - 31 March 2023 | Total Training Sessions | Bookings | Actual Attendees | Unique Businesses |
|------------------------------|-------------------------|----------|------------------|-------------------|
| ALL SDP TRAINING | | | | |
| SDP core training | 35 | 1662 | 775 | 729 |
| SDP bespoke training | 68 | 3057 | 1905 | 1213 |
| SDP Meet the Buyer events | 11 | 4765 | 2308 | 1276 |

| 1 April 2022 - 31 March 2023 | Modules | Accessed by | Unique Businesses |
|-------------------------------|---------|-------------|-------------------|
| SDP ELEARNING TRAINING | | | |
| SDP eLearning training | 11 | 348 | 348 |

Finally, SDP supported partner and external events through promotion on the SDP events calendar, with bookings and data collection handled directly by the organisers.

Social Enterprises and SDP

Analysing SDP Core Training attendance for 2022/23, 23 attendees from 23 organisations classed as a social enterprise/ Scottish charity or supported business joined them.

Examining SDP Bespoke Training attendance for 2022/23, 114 attendees from 92 businesses classed as a social enterprise/ Scottish charity or supported business joined them.

Some of the highest engagement from charities and supported businesses were in SDP's Talking Tenders training sessions, including two with The City of Edinburgh Council on the Sport and Physical Activities Framework, as well as one with Aberdeen City Council on its Employability Dynamic Purchasing System.

Training Event Feedback

April 2022
Talking Tenders with
Forestry and Land

"I really enjoyed the range of speakers. This helped to make the session very engaging."

April 2022
Talking Tenders with
Strathclyde Partnership for
Transport (SPT):

"The advice on bidding, such as how to bid, what to expect and how to make sure you comply with all specifications was extremely helpful."

June 2022
Talking Tenders with Tayside
Procurement Consortium:

"With limited experience in tendering through portals, the whole presentation was very useful to me."

June 2022
1.3 Getting Your Business
Tender Ready - The Checklist:

"The event was very interesting and well-organized. Very well executed and professionally directed. I thoroughly enjoyed it and would like to participate in future SDP events."

June 2022
Talking Tenders with NHS
Greater Glasgow
and Clyde:

"Overall, I enjoyed the whole event. Having an opportunity to hear from the NHS directly was very beneficial."

September 2022
Quick Quotes Made Easy:

"As someone new to procurement, I found the clear explanation of the entire quick quote process, from start to finish, very useful."

September 2022
2.2 How to Write Outstanding
Tenders - The Invitation to Tender
(ITT) Stage:

"I found it to be very insightful and well thought out. It was useful to see what you should focus on, how important wording within a tender is, and that you should treat each tender differently, as each potential buyer can be looking for something different each time."

October 2022
Quick Quotes Made Easy:

"Fran's enthusiasm was great, and sharing from both Buyer and Supplier perspective, together with the "why" was very helpful."

November 2022
Talking Tenders with South
Lanarkshire Council:

"I found it useful to gain insight into South Lanarkshire Council's procurement processes."

November 2022
Talking Tenders with
Inverclyde Council:

"It was helpful to meet the team and identify key points of contact within Inverclyde Council. I found the session very interactive and friendly."

January 2023
Talking Tenders with The City
of Edinburgh Council:

"I enjoyed meeting with the procurement teams, being able to ask questions and getting direct response, getting your name out there. All round a very good event worthy of the time."

February 2023
3.2 Expanding Your Business
Globally - Tendering in New
Markets:

"The 10-step Market Development process was very useful and neatly explained."

Case studies: Supporting Scotland's Suppliers



Company bio:

Old Plean Roofing is a family-run roofing company based in Stirling, with 16 members of staff and has more than 35 years of experience in the roofing and building industry.

Old Plean Roofing originally registered with SDP in 2018 and has attended multiple events since, including tender training, and Meet the Buyer events, with the intention to better understand the public sector bidding process. The small business also attended Stirling Council's Community Wealth Building Supplier Event in July 2022, to renew its approach to public sector tendering.

From August 2019, Old Plean Roofing participated in SDP tender training webinar events on topics such as how to examine and understand the Single Procurement Document (SPD), how to get the highest possible score

when bidding, and understanding the e-tendering system. Free training from SDP equipped the small business with skills and confidence to approach public sector tendering for the first time.

Mark Thornton, Managing Director of Old Plean Roofing, said: "The training we received from SDP has really helped us to understand how to pull together a comprehensive, winning bid."

The company has continued to engage with SDP's events and activities over the years to improve its approach to tendering, attending a Quick Quotes Made Easy workshop, Fife Meet the Buyer 2021 and a refresher webinar on using the Public Contracts Scotland website. Old Plean Roofing attributes SDP's tender training as to why it was more likely to bid for more public sector contracts and put this into practice by winning multiple tenders.

To date, the small business says it has won three tenders collectively valued at more than £200,000, including a Maintenance Framework with Dalmuir Housing Association running from 2022-2026, a contract for Roof Works from August to October 2022 and another Roof Works from September to November 2022 for the RSPB Loch Leven Visitor Centre. As part of the delivery of these contracts, the business has delivered multiple Community Benefits, including creating new apprenticeships and participation in Stirling job fairs to encourage local people into employment.

The company plans to build upon the foundation it has with the public sector by engaging early with Stirling Council's Community Wealth Building Strategy. Fiona Thornton, Director of Old Plean Roofing, commented: "Live events like the Stirling Community Wealth Building Supplier Event are key to growing our business, enabling us to provide a service to local people, by local people."

Case studies: Supporting Scotland's Suppliers



From January to September 2022, NHS Greater Glasgow and Clyde (NHSGGC) 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.

Company bio:

NHS Greater Glasgow and Clyde (NHSGGC) is the largest health board in Scotland and spends £811 million per annum, with third party providers.

NHSGGC was keen to increase diversity in its supply chain because a Talent Inclusion and Diversity Evaluation study scored it 21% in the procurement domain, against a UK average of 23%. The Health Board covers the most diverse population in Scotland, so NHSGGC knew there were opportunities to improve upon this score.

NHSGGC worked with SDP to outline the goals of its diversity in procurement project. The project aimed to promote wider participation in the NHSGGC supply chain from SMEs. As well as this, it encouraged businesses led by, for and with people with protected characteristics (as defined by the Equalities Act Scotland & Fairer Scotland Duty) to work with NHSGGC. Finally, the project outlined measures to help small businesses understand opportunities that are tendered by the NHS.

To achieve the project goals, SDP hosted six supplier engagement and tender training webinars with NHSGGC, 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.

Over the course of these webinars, there were 136 attendees, from 127 Scottish businesses. Overall, 64% of the Scottish SMEs that attended identified as being 50% or more owned or led by individuals with protected characteristics. 81% of those suppliers who responded to the post-training survey said they were more likely to bid for future public contracts as a result of participating.

Following the training, an NHSGGC partner engagement event was also held, and a free promotional toolkit was given to them. This toolkit was offered so that NHSGGC partners could share news about the SDP and NHSGGC project, as well as sharing updates on future SDP training webinars. By sharing these resources with their wider network, the partners helped spread the news about the contract opportunities at NHSGGC to a wider supply chain.

Since the project launched, the work on it has seen SDP and NHSGGC shortlisted as finalists in three categories at the 2023 GO Awards Scotland, these include Best Procurement Delivery Award, Collaborative Procurement Initiative Award, and Developing Supplier Diversity Award. The award winners will be announced on 31 October 2023.

2022-2023 Meet the Buyer events

28 April 2022

Meet the Contractor
Dunfermline Learning
Campus and Westfield
Energy Centre Projects

- Dunfermline
- 223 registered
- 130 attended

15 June 2022

Meet the Buyer

- Online
- 1248 registered
- 510 attended

22 June 2022

Dumfries and Galloway
Council
Meet the Buyer Roadshow

- Dumfries
- 114 registered
- 69 attended

1 July 2022

Dumfries and Galloway
Council
Meet the Buyer Roadshow

- Stranraer
- 18 registered
- 6 attended

4 October 2022

Meet the Buyer South

- Selkirk
- 578 registered
- 239 attended

25 October 2022

The City of Edinburgh
Council
Meet the 'Real' Buyer

- Edinburgh
- 291 registered
- 131 attended

10 November 2022

Fife Council
Meet the Buyer

- Dunfermline
- 282 registered
- 126 attended

8 February 2023

Inverclyde Council
Meet the Buyer

- Greenock
- 262 registered
- 147 attended

22 February 2023

Lanarkshire
Meet the 'Real' Buyer

- Hamilton
- 632 registered
- 337 attended

21 March 2023

Meet the Buyer Tayside

- Dundee
- 445 registered
- 268 attended

Meet the Buyer events

Supplier Development Programme

Meet the Buyer 2022



1,248

Total Registered Suppliers

728

Attendees Virtually

44

Virtual Exhibition Stands

32

Public Sector Buyers

457

Live Exhibition Meetings



"Being my first time attending any event of this nature I was unsure what to expect. Spent the whole day on the event. I found it extremely informative, and I was completely immersed in the event."



83%

of businesses were more likely to bid for public sector contracts after attending Meet the Buyer 2022

87%

rated the overall event experience
Excellent or Good

96%

rated usability of the virtual portal
Excellent or Good

89%

said the event demonstrated
Open & Transparent Procurement

www.sdpScotland.co.uk/events-mtb/

Supplier Development Programme

Meet the Buyer North 2022



672

Total Registered Suppliers

345

Attendees on the day

238

Attendees from Scottish SME businesses

192

Unique Scottish SME business

25

Public and Private Sector exhibitors



"Super event, met some of our clients and some new potential ones, busier than expected, and believe I will gain a couple of good opportunities following this event."



87%

of businesses were more likely to bid for public sector contracts after attending Meet the Buyer North 2022

81%

rated the messaging and theme of being a North of Scotland event as **Excellent or Good**

89%

rated the representation of public sector buyers and decision makers as **Excellent or Good**

81%

said the event demonstrated **Open & Transparent Procurement**

<https://www.sdpScotland.co.uk/events-mtbN-2022/>

Supplier Development Programme

Meet the Buyer South 2022



578

Total Registered Suppliers

239

Attendees on the day

130

Attendees from Scottish SME businesses

105

Unique Scottish SME business

19

Public and Private Sector exhibitors



"For my first SDP event, I was impressed, everyone seemed very passionate about the event."



84%

of businesses were more likely to bid for public sector contracts after attending Meet the Buyer South 2022

76%

rated the overall event experience
Excellent or Good

78%

rated the representation of public sector buyers and decision makers as **Excellent or Good**

92%

said the event demonstrated **Open & Transparent Procurement**

<https://www.sdpScotland.co.uk/events-mtbs/>

Regional Meet the Buyer events

Regional Meet the Buyer and Contractor Events

Dumfries and Galloway Council Meet the Buyer Roadshow



132

Total Registered Suppliers

75

Attendees on the day

100%

of attendees said **this event has encouraged them to bid** for more contracts

100%

of attendees rated the **representation of buyers** as 'Good' or 'Excellent'

Fife Council Meet the Buyer 2022



282

Total Registered Suppliers

126

Attendees on the day

93%

of attendees felt **Fife Council Meet the Buyer demonstrated that public sector procurement is open and transparent**

82%

of attendees said **this event has encouraged them to bid** for more contracts

Meet the Contractor: Dunfermline Learning Campus and Westfield Energy Centre Projects



226

Total Registered Suppliers

132

Attendees on the day

94%

of attendees said **this event has made them more confident about bidding** for future supply chain opportunities

93%

said the event demonstrated **Open & Transparent Procurement**

The City of Edinburgh Council Meet the "Real" Buyer



291

Total Registered Suppliers

131

Attendees on the day

71%

of attendees said **this event has made them more confident about bidding** for future supply chain opportunities

86%

of respondents thought **area-specific events support business and public sector procurement in the local area they are based in**

Inverclyde Council Meet the Buyer



262

Total Registered Suppliers

147

Attendees on the day

90%

of attendees said **this event has encouraged them to bid** for more contracts

Lanarkshire Meet the 'Real' Buyer



632

Total Registered Suppliers

337

Attendees on the day

94%

of attendees said **this event has encouraged them to bid** for more contracts

Meet the Buyer Tayside



445

Total Registered Suppliers

268

Attendees on the day

71%

of attendees said **this event has encouraged them to bid** for more contracts

Social Media Analysis

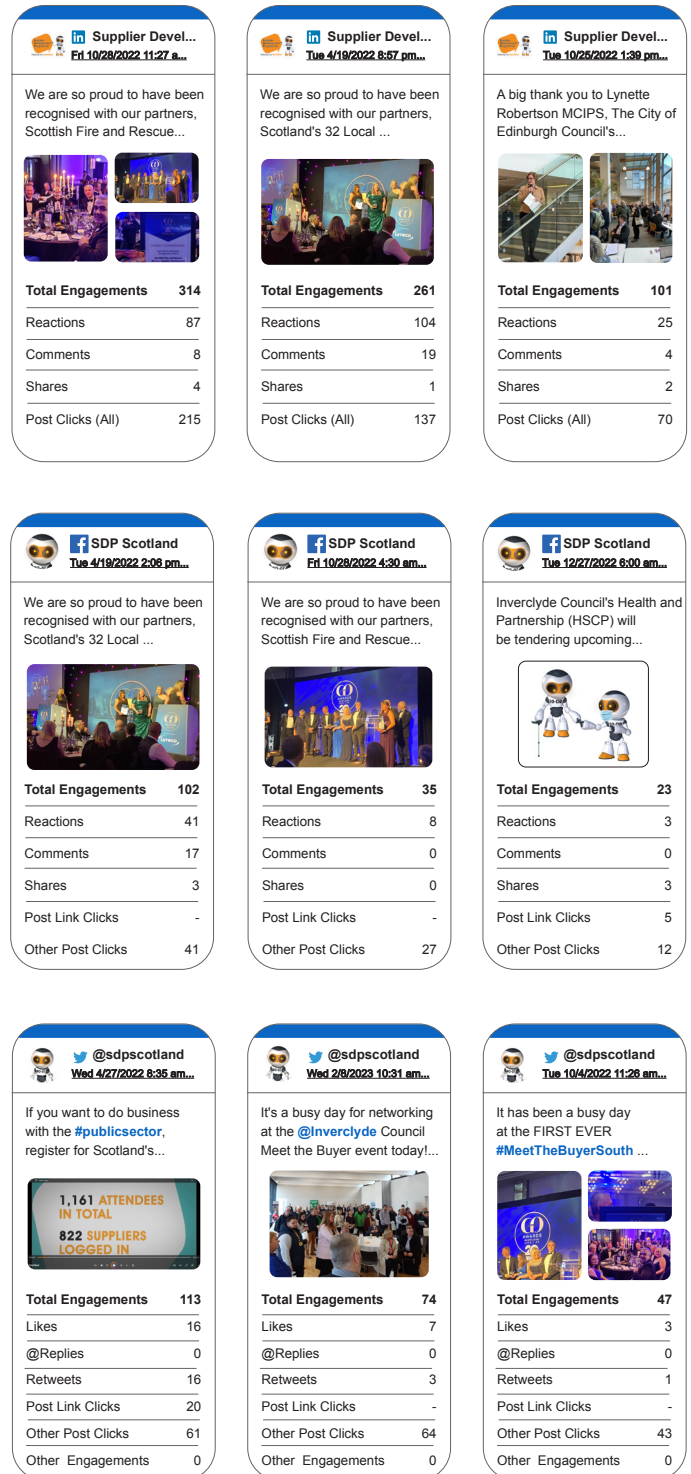
SDP uses social media to share information on upcoming training opportunities, events, market information, media releases, news, contract opportunities and other items of note relating to procurement, Public Contracts Scotland, and SDP member organisations.

During 2022/2023, SDP encouraged suppliers and partners to utilise hashtags, including:

#HelpingYouBidBetter
#PowerOfSDP
#SupplierOpp
#10DR
#MeetTheBuyer2022
#MeetTheBuyerNorth2022

Additionally, to maximise efforts in the public sector to be open and transparent in communications around public sector procurement, SDP utilises a joined-up approach to support the Scottish Government Procurement Communications Strategy with the use of the following hashtags:

#PowerOfProcurement
#GoodForBusiness
#OpenAndConnected
#GoodForCommunities
#GoodForEnvironment



| Platform | 2021/2022 | 2022/2023 | % change in followers |
|----------|-----------|-----------|-----------------------|
| Facebook | 775 | 865 | Increased by 11.6% |
| LinkedIn | 1533 | 2753 | Increased by 79.6% |
| Twitter | 3357 | 3472 | Increased by 3.4% |
| YouTube | 95 | 181 | Increased by 90.5% |

Throughout the last financial year, SDP has been helping its members understand and adopt Community Wealth Building (CWB) values within their businesses practices.

CWB and Procurement

Community Wealth Building is a policy often incorporated into public tenders, which asks suppliers to show how they can bring economic, social and environmental benefits to the local community, when they deliver a contract.

The aim of Community Wealth Building is to build robust local supply chains and increase employment, so that the whole community prospers.

Community Wealth Building has five main principals

- Plural ownership of the economy
- Making financial power work for local places
- Fair employment and just labour markets
- Progressive procurement of goods and services
- Socially productive use of land and property

SDP CWB Support in the Last Year

From 1 April 2022 to 31 March 2023 SDP has supported training, events and partnerships that encourage Community Wealth Building. Here are some of the events that specifically focused on it.

- 6 April 2022: Diversifying the NHS Supply Chain: Staff/Buyer Side Webinar
- 13 Apr 2022: 2.5 Responding to Tender Policy Requirements (including CWB policy guidance)
- 14 April 2022: Talking Tenders with Forestry and Land Scotland Supplier Aligned Training
- 28 April 2022: Meet the Contractor: Dunfermline Learning Campus and Westfield Energy Centre
- 7 June 2022: Food for Moray (a partner event encouraging CWB)
- 15 June 2022: Meet the Buyer 2022 (including Scottish Environment Protection Agency, Zero Waste Scotland, and Historic Environment Scotland as exhibitors)
- 29 June 2022: Social Enterprise Scotland - Public sector opportunities with SDP
- 12 July 2022: Stirling Council Community Wealth Building: Supplier Event
- 7 September 2022: Meet The Buyer North (including Scottish Environment Protection Agency, Historic Environment Scotland, and Social Security Scotland as exhibitors)
- 29 September 2022: Net Zero Tool Supplier Engagement Event
- 4 October 2022: Meet The Buyer South (including Edinburgh and South East Scotland City Region Deal and Living Wage Scotland as exhibitors, as well as catering from Food Punks social enterprise)
- 25 October 2022: City of Edinburgh Council Meet the Real Buyer (including CWB policy guidance)
- 11 November 2022: Tender Training Event - Aberdeen City, Aberdeenshire and Highland Councils Employability Services
- 28 November 2022: Annual Procurement reports and the Procurement Reform (Scotland) Act 2014 (including CWB policy guidance)

Contact us



Left to right: Elizabeth Bailey, Fiona Conti (SDP Chair), Lynzie McLean, Mark Houston, Julie Shennan, Gillian Cameron, Fran Goldie

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