



Inverclyde Meet the Buyer 2026

- 25 August 2026 – Beacon Arts Centre, Greenock
- www.sdpscotland.co.uk

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Supplier Development Programme

Inverclyde Meet the Buyer 2026

400

Suppliers pre-registered for the event

221

Attended on the day

100

Unique Scottish SME businesses attended



20 exhibitors on the day

Including Inverclyde Council, Balfour Beatty, Business Gateway Inverclyde, CMAL, NHS Greater Glasgow and Clyde, Riverclyde Homes, Scotland Excel, SPT, SDP and more...

76%

of respondents rated the event as 'excellent' or 'good'

84%

of respondents rated the exhibitors as 'excellent' or 'good'

63%

felt **more capable of bidding** for contracts after attending the event



Attendees on the day said:

"It was particularly useful to be able to engage with the individual representatives of the organisations that were present."

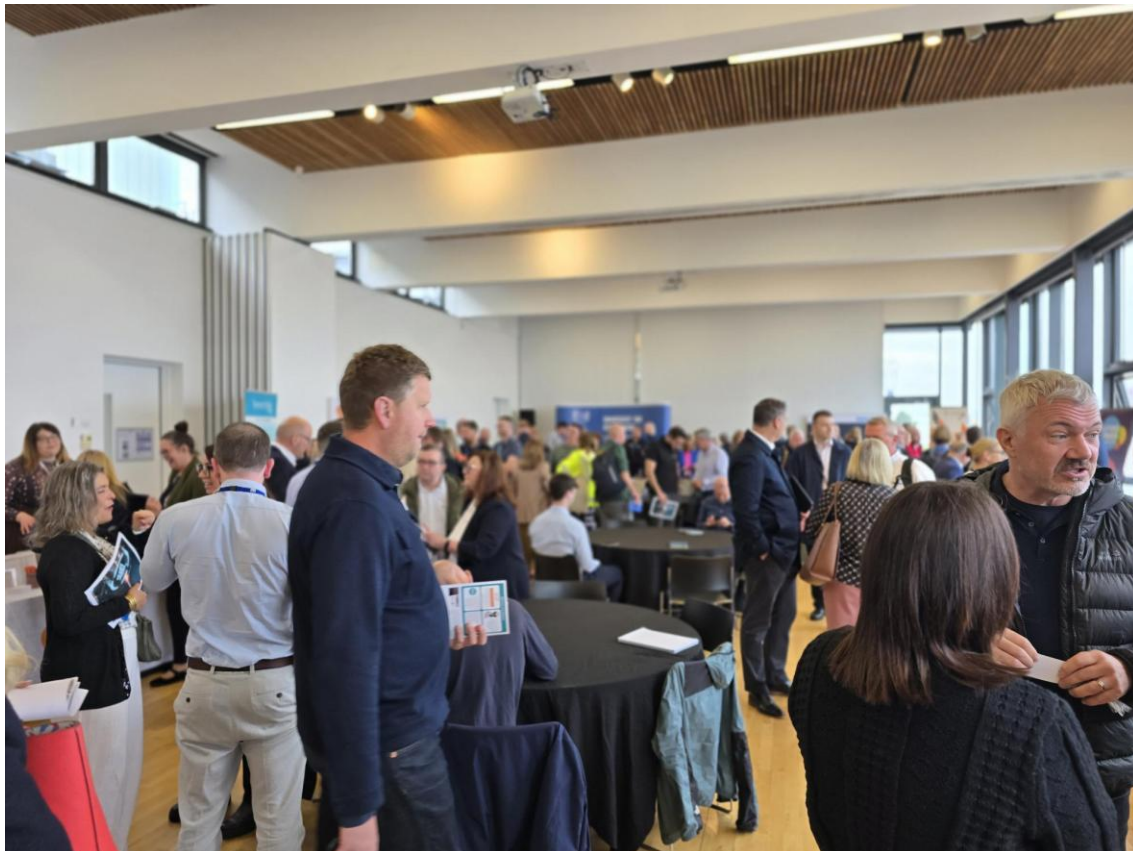
Overview

The Supplier Development Programme has published a report on Inverclyde Meet the Buyer, run in partnership with Inverclyde Council. The event was held on 25 August 2026, at the Beacon Arts Centre, Greenock.

This free event gave suppliers within the Inverclyde area access to buyers and decision makers from across the public and private sector, helping suppliers raise their profile as a business, and prepare for upcoming contract opportunities.

Supplier Registration and Attendance

In total, 400 suppliers had pre-registered interest on the SDP website for Inverclyde Meet the Buyer. There were 221 actual attendees on the day. 130 of those attendees represented 100 Scottish SME unique businesses. 19 (19%) of those SMEs in attendance were based in the Inverclyde area.



Buyer Exhibitions

The 20 exhibitors at the event included headline partners Inverclyde Council and a host of their procurement teams including the Health and Social Care Partnership as well as the Supplier Development Programme (SDP). Other exhibitors on the day included; Balfour Beatty, Business Gateway Inverclyde, Caledonian Maritime Assets (CMAL), Flexibility Works, Living Wage Scotland, NHS Greater Glasgow and Clyde,

Riverclyde Homes, Scotland Excel, Strathclyde Partnership for Transport (SPT), and West College Scotland.



Survey Feedback

An online survey was distributed to all that attended Inverclyde Meet the Buyer. The survey was conducted from the end of August to late September with 19 responses being collected.

The survey highlighted:

- *76% of respondents rated the event as 'excellent' or 'good'
- 84% of respondents rated the exhibitors as 'excellent' or 'good'
- 63% of respondents said that they felt more capable of bidding for contracts after this event
- 74% said that they were more likely to bid for contracts after attending this event

*Satisfaction score has been amalgamated from two feedback sources with these combining to a total of 45 responses.

Some comments from suppliers included:

- *"It was particularly useful to be able to engage with the individual representatives of the organisations that were present."*
- *"I enjoyed being able to meet staff from Inverclyde Council."*

- *"I liked that there were a variety of exhibitors."*
- *"The gentleman from the Scotland Excel team, was very knowledgeable and gave me a great insight into how our business can progress and grow using the tendering platform."*
- *"I liked being able to interact with those attending."*
- *"Although this event was smaller than previous ones, there were exhibitors that were relevant to me and gave me a great insight into how our business can progress and grow using the tendering platform."*
- *"I found this event useful as I was able to meet face-to-face with the two companies I had wanted to contact."*

Post Event

Delegate feedback was reviewed and individual questions addressed. SDP will consider all comments when planning its future events.

Promotion through the Supplier Development Programme

Social Media

Prior to the event, from June to August 2026, SDP published 15 posts, across Facebook, LinkedIn, and Twitter (X), promoting Inverclyde Meet the Buyer. Collectively, the posts earned 1,866 impressions (the number of times users saw a post) and 148 engagements (the number of times users interacted with posts). In total, there were 71 clicks on the links embedded in these posts.

Engagements 34	Engagements 25	Engagements 25	Engagements 22	Engagements 16
Reactions 7	Reactions 8	Reactions 13	Reactions 8	Reactions 7
Comments 2	Comments 1	Comments 0	Comments 0	Comments 0
Shares 0	Shares 2	Shares 2	Shares 1	Shares 3
Saves N/A	Saves N/A	Saves N/A	Saves N/A	Saves N/A
Post Clicks (All) 25	Post Clicks (All) 14	Post Clicks (All) 10	Post Clicks (All) 13	Post Clicks (All) 6
Other Post Clicks N/A	Other Post Clicks N/A	Other Post Clicks N/A	Other Post Clicks N/A	Other Post Clicks N/A
Other Engagements N/A	Other Engagements N/A	Other Engagements N/A	Other Engagements N/A	Other Engagements N/A
Video View Time —	Video View Time —	Video View Time —	Video View Time —	Video View Time —

Newsletters/Mailings

Inverclyde Meet the Buyer was promoted in SDP's

- June 2026 newsletter, which received 494 click-throughs.
- July 2026 newsletter, which received 95 click-throughs.

- August 2026 newsletter, which received 571 click-throughs.

SDP also utilised a targeted approach to email marketing, sending out a solus email about the event to all suppliers based in the Inverclyde region.

- 23 July 2026 Solus Email received 17 click-throughs.

More information on the Supplier Development Programme can be found at www.sdpscotland.co.uk and on social media via [Twitter \(X\)](#), [Facebook](#), [LinkedIn](#), and [YouTube](#).