



**MEET THE BUYER**

# Meet the Buyer 2023

## Wednesday 17 May

### Event Information

Edinburgh International  
Conference Centre, (EICC)

**#MEETTHEBUYER2023**



# The Event

We are looking forward to welcoming you to Meet the Buyer 2023.

We kindly ask you to **read the following information carefully** to help you get the most out of the event.

Date:  
**Wednesday  
17 May**

Location:  
**Edinburgh  
International  
Conference  
Centre, (EICC)**

Event Time:  
**10:00 - 16:00**

## Event

On arrival at the EICC, please ensure you attend registration which is located outside the Lennox Suite entrance, circled on the following page in orange. Registration will open at 10:00 where you will receive your name badge which will ensure your access to all sessions.

Please note, with over 2,000 people to register for the day there may be times where there are long wait times at registration. We would ask you to bear with us as we check people in as quickly as possible.

## Cancellation

Per the terms and conditions you agreed to on the SDP website, if you are unable to attend an event for any reason then please cancel via the link sent to you in the Event Confirmation email, login to the SDP website to manage your booking, or email [info@sdpscotland.co.uk](mailto:info@sdpscotland.co.uk) at least 48 hours before the event. Please note that failing to attend an event without cancelling your place 48 hours in advance may result in SDP charging you an administration fee.

# The Event

## Event Accessibility

Please ensure you noted any accessibility requirements on your registration form. If you have not, please contact [mtb@speak.co.uk](mailto:mtb@speak.co.uk) as soon as possible.

The EICC is accessible by wheelchair, so please use the entrance and lift indicated on the map and take this to Level -2. All lifts have grab bars for mobility aid and spoken messages indicating the floors, opening and closing doors.

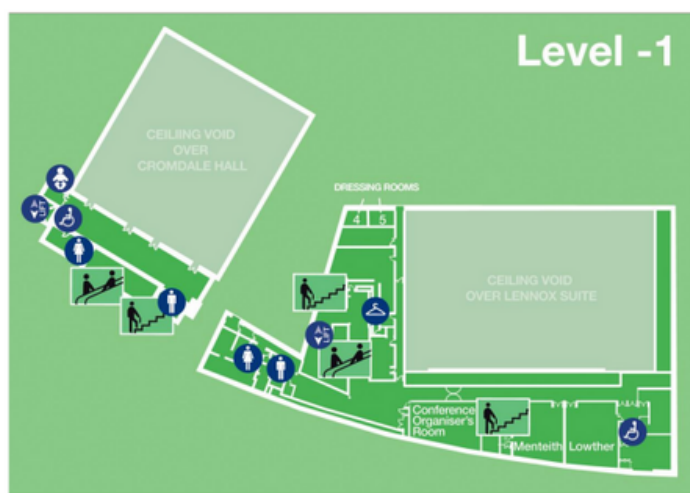
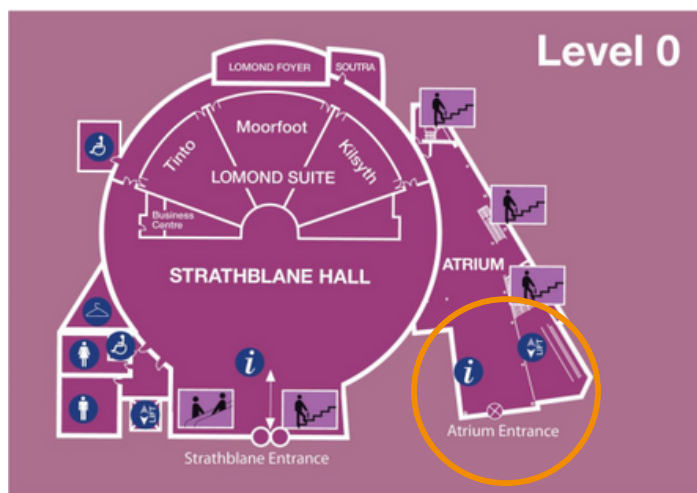
Assistance dogs are welcome.

Dedicated accessible parking spaces are available in [all parking locations](#). Please ensure you have a blue badge, and you can request a badge [online](#).

For more EICC accessibility information visit:

<https://www.eicc.co.uk/visiting/disability-access/>.

## EICC Map



Power of Procurement Stage & Exhibition

UK Department for Transport Zone Stage



### Top tip

The afternoon is less busy than in the morning!

# The Event

## Catering

There will be cash catering available at designated areas for delegates to purchase lunch and refreshments on the day.

## Sessions

There will be presentations taking place throughout the day on two stages: the **Power of Procurement Stage** in the Lennox Suite and the **UK Department for Transport Stage** in the the UK Department for Transport Zone within the Lammermuir Suite. Please see the [agenda](#) to plan your day.

## UK Department for Transport Zone



Make sure you visit the dedicated UK Department for Transport Zone where there will be presentations and you can also meet and network with the speakers.

## Main Exhibition

From 10:00 to 16:00, you will be able to meet with exhibitors, view the stands and collect any materials that they have displayed.

Plan you trip and prepare for the day by visiting:

[www.sdpscotland.co.uk/events-mtb-prepare/](http://www.sdpscotland.co.uk/events-mtb-prepare/)

## Wi-Fi

There is free Wi-Fi provided at the venue. The free Wi-Fi is intended for casual use to allow all event attendees to stay connected, check emails and access the web.



### Top tip

Do your homework!  
Look at the listed  
Buyers on the [national event page](#).

# The Event

## Filming & Photography

Filming of the main stage in the Lennox Suite will be taking place throughout the day. There will also be a camera crew filming within the exhibition hall. During the event there will be a photographer taking photographs in both suites and at the designated photo opportunity area.

## Social Media

We would encourage you to engage with our socials throughout the event. Please share your thoughts and experiences throughout the day using **#MeetTheBuyer2023**.

## Accommodation

There are a variety of hotels near the venue, to suit every budget.

You can download a map of Edinburgh Accommodation & Parking, which shows the location of the EICC and the surrounding area:

[www.sdpscotland.co.uk/downloads/EICC-hotels-and-parking-ck.pdf](http://www.sdpscotland.co.uk/downloads/EICC-hotels-and-parking-ck.pdf)

*Please note: these are only suggestions as a guide, however you may want to check alternative providers. SDP and Speakeasy are not liable for any of your costs, particularly relating to accommodation or transportation.*



### Top tip

Prepare an informal verbal introduction of your business and what you can provide or supply to the public sector.



### Top tip

Prepare your contact information in advance!  
See an example online: **SME A4 summary**

# Getting to the Event

The EICC is located at 150 Morrison Street, Edinburgh, EH3 8EE | [View Location Map](#)  
There are two entrances into the EICC. Please use the Lennox Suite Entrance.



Edinburgh has two railway stations:

Waverley Station, which is 1.3 miles from EICC, is the city's main railway station and has direct routes to many cities across the country.

Haymarket Station, which is just 0.4 miles from EICC. Please ensure that you check with your rail network provider to find out if your train will stop at Haymarket or Waverley.

For more information on the rail network within the UK, please visit [East Coast](#), [National Rail](#) or [Trainline](#); a one-stop shop for train and coach travel.

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Edinburgh Trams run between the Airport and York Place every 8-10 minutes Monday to Saturday. The closest tram stop to the EICC is at Haymarket Station. Please visit Edinburgh [Trams website](#) for more details.

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Edinburgh's main bus terminal is located at St Andrews Square. Bus connections stretch right across the UK. For details of these routes please visit: [www.nationalexpress.com](http://www.nationalexpress.com) or [www.citylink.co.uk](http://www.citylink.co.uk).

For information on local bus services throughout Edinburgh visit [www.lothianbuses.com](http://www.lothianbuses.com)

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The EICC is located in the heart of the city and within 10km (6 miles) of Edinburgh International Airport.

For more information on which airlines and destinations connect to Edinburgh visit [www.edinburghairport.com](http://www.edinburghairport.com).

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There is **no parking at the EICC**, however, there are many car parks within walking distance to the EICC.

Please access the following links for further details:

[National Car Parks](#) (NCP) in central Edinburgh

[Seiple Street Car Park](#) located 300 meters from the EICC

Spaces near EICC available via [yourparkingspace.co.uk](http://yourparkingspace.co.uk)

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#### Top tip

Use public transport, park and ride or book a space at NCP to avoid issues on the day.



There are bike racks next to the main entrance to chain up bikes. For nearby routes, take a look at [Edinburgh's cycle paths](#), many of which run close to the EICC.

# Programme of events

## Power of Procurement Stage, Lennox Suite

Time	Agenda
10:30-10:40	<b>Welcome from the Supplier Development Programme</b> Peter Henderson, SDP Chair, Councillor
10:40-11:00	<b>Ministerial Address</b> Tom Arthur MSP, Minister for Community Wealth and Public Finance, Scottish Government
11:00-11:10	<b>Signing of a Memorandum of Understanding: Supplier Development Programme &amp; Scotland Excel</b> Councillor Peter Henderson, SDP Chair and Stephen Brannagan, Director of Customer & Business Services, Scotland Excel
11:10-11:40	<b>Scotland Excel: Public Procurement, a New Beginning</b> Stephen Brannagan, Scotland Excel, Director of Customer & Business Services
11:40-12:00	<b>An Introduction to the NHS Circular Economy Programme</b> Wendy Rayner, Head of NHS Circular Economy Programme: Directorate for Health Finance, Corporate Governance & Value
12:00-12:30	<b>How to Do Business with NHS Greater Glasgow &amp; Clyde</b> Chris Sanderson MCIPS, Head of Procurement, NHS Greater Glasgow & Clyde
12:30-12:40	<b>Scottish Hydrogen Supply Chain Opportunities</b> Jamie Robinson, Hydrogen Specialist, Scottish Enterprise Low Carbon Transition Team
12:40-13:00	<b>Social Security Scotland: Building for speed and longevity with OutSystems High-Performance Low-Code</b> Roy Goonewardena, Solution Architect Director UKI, OutSystems
13:00-13:20	<b>Open Data: Scottish Government &amp; Elcom</b> Julie Connelly, Senior eCommerce Specialist, Procurement Management Information Branch, Scottish Government
13:20-13:40	<b>Moving Beyond Procurement Data with Elcom</b> Grant Smith, Chief Operating Officer, Elcom
13:40-13:50	<b>BASE UK: Supported Employment in Scotland's Businesses</b> Alistair Kerr, Director and Chair of BASE Scotland Network
13:50-14:10	<b>The City of Edinburgh Council: Shared Outcomes and Joint Working</b> Lynette Robertson, Interim Head of Commercial and Procurement Services, The City of Edinburgh Council
14:10-15:00	<b>Supplier Development Programme: Top Tips for Tendering</b>
15:00-15:10	<b>Scottish Procurement Alliance: Upcoming Public Sector Framework Opportunities</b> Heather O'Donnell, Technical Support Manager, Scottish Procurement Alliance
15:10-15:20	<b>Cyber and Fraud Centre Scotland: Cyber Exercise in a Box for Every Business</b> Jude McCorry, CEO, Cyber Fraud Centre - Scotland
15:20-15:30	<b>Close</b> Gillian Cameron, SDP Programme Manager

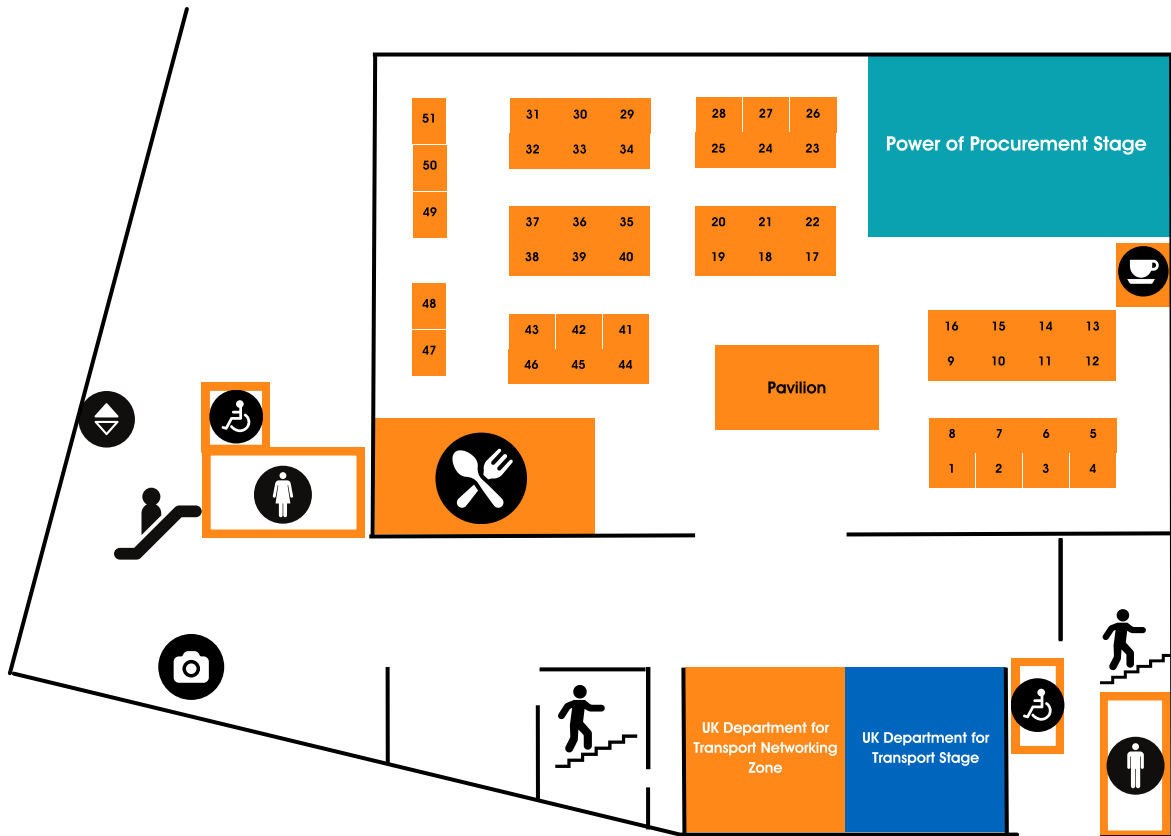
# Programme of events

## UK Department for Transport Zone Stage, Lammermuir Suite

Time	Agenda
11:00-11:15	<b>Welcome from the UK Department for Transport</b> Mark Phillips, Head of Commercial Lifecycle Assurance, Assurance and Supply Chain Management, Group Commercial Directorate, UK Department for Transport
11:15-11:30	<b>Keynote from Commercial Function Leadership Group SME Sponsor</b> Paul Rodgers, Commercial Director, UK Department for Transport
11:30-11:45	<b>Keynote from SME Crown Representative</b> Martin Traynor OBE, Cabinet Office SME Crown Representative
11:45-12:00	<b>UK Department for Transport: Commercial Policy Update</b> Ian Edwards, Head of Commercial Strategy, Strategy, Policy and Capability, Group Commercial Directorate, UK Department for Transport
12:00-12:15	<b>Perceived Barriers for SMEs: Open Discussion</b>
12:15-12:30	<b>How to Win Work in the Supply Chain</b> Clara Matty, AECOM, UK Department for Transport's Strategic Suppliers
12:30-12:45	<b>Who's who: An Introduction to UK Organisations and Buyers</b> HS2 Ltd, National Rail, National Highways, UK Department for Transport, Foreign, Commonwealth & Development Office, Supply Chain Sustainability School (SCSS), Railway Industry Association, Strategic Suppliers
12:45-15:30	<b>Open Networking Session</b>



# Exhibition Map



## Exhibitors

- 1 - OutSystems Limited
- 2 - Social Security Scotland
- 3 - Procurex Scotland
- 4 - Northern Lighthouse Board
- 5 - Business Gateway
- 6 - Capital City Partnership
- 7 - The City of Edinburgh Council
- 8 - McAleer & Rushe
- 9 - Balfour Beatty
- 10 - hub East Central Scotland Limited
- 11 - Procurement for Housing Scotland
- 12 - Ogilvie
- 13 - East Lothian Council
- 14 - Midlothian Council
- 15 - West Lothian Council
- 16 - Scottish Enterprise
- 17 - Scottish Procurement Alliance (SPA)
- 18 - NHS Greater Glasgow & Clyde
- 19 - NHS Ayrshire & Arran
- 20 - Police Scotland
- 21 - Scottish Fire and Rescue Service (Procurement)
- 22 - Robertson Facilities Management
- 23 - Stirling Council
- 24 - Falkirk Council
- 25 - Scottish Courts and Tribunal Service
- 26 - Clackmannanshire Council

- 27 - Aberdeen City, Aberdeenshire Council and The Highland Council
- 28 - Advanced Procurement for Universities and Colleges
- 29 - Historic Environment Scotland
- 30 - Crown Commercial Service
- 31 - NatureScot Peatland ACTION
- 32 - The NetZeroToolkit by Edinburgh Science
- 33 - Living Wage Scotland
- 34 - Registers of Scotland
- 35 - Fife Council
- 36 - Dundee City Council
- 37 - Dumfries and Galloway Council
- 38 - South Ayrshire Council
- 39 - Glasgow City Health and Social Care Partnership
- 40 - Glasgow City Council
- 41 - Transport Scotland
- 42 - ScotRail
- 43 - RJ McLeod (Contractors) Limited
- 44 - Strathclyde Partnership for Transport
- 45 - South Lanarkshire Council
- 46 - North Lanarkshire Council
- 47 - Renfrewshire Council
- 48 - East Renfrewshire Council
- 49 - Inverclyde Council
- 50 - The British Association for Supported Employment
- 51 - Cyber Fraud Centre - Scotland

## Pavilion

Elcom  
Scotland Excel  
Supplier Development Programme  
The Scottish Government

## UK Department for Transport Zone

Amey  
UK Department for Transport  
Foreign, Commonwealth & Development Office

# Thank you to our headline partners





# Meet the Buyer 2023

## Edinburgh International Conference Centre, EICC

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