

Annual Report 2021 / 2022



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Introduction to the Supplier Development Programme

The Supplier Development Programme (SDP) is a business support initiative that uses training and information to improve the competitiveness of local businesses. SDP is a partnership of all 32 local authorities, Scottish Government and other public bodies that work together to bring micro, small, medium, and supported businesses based in Scotland support in all aspects of tendering. By assisting businesses to become tender ready for public procurement, SDP improves all-round efficiency, sustainability, and market potential.

By helping businesses become more able to tender for contracts, SDP improves their prospects when competing in Scotland, where there is an annual public sector spend of £13.3 billion, and throughout the rest of the UK, where there is an annual public spend of around £330 billion. SDP delivers this support through numerous free training and across Scotland throughout the year, face-to-face and virtually through webinars and e-Learning to:

- 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; and
- promote links to and integrate with other government business support services.

Welcome from the Chair

Councillor Peter Henderson



It is more important than ever, as businesses try to recover from the COVID-19 pandemic, that Scotland as a whole supports local SMEs, third sector organisations and social enterprises. Embedded within this support is

the Supplier Development Programme, which continues to push forward essential links between buying organisations and local businesses right across Scotland. It isn't any easier, and is oftentimes harder, to organise virtual events as compared to in-person events. However, by innovating and utilising technology and data, SDP staff continue to work very hard as an extension to all 32 local authorities and our other partners' teams to ensure SMEs, third sector organisations and social enterprises are ready and able to bid for public sector contracts.

We are truly Scotland's national Supplier Development Programme.

During a global pandemic, Scotland's Meet the Buyer events were essential. The feedback speaks for itself: 79% of Scottish SMEs and social enterprises said that the Meet the Buyer 2021: Live Virtual Event demonstrated that public sector procurement is open and transparent, despite challenges in the wake of the COVID-19 pandemic. Meanwhile, 93% of survey respondents said the same about the Meet the Buyer North event.

Demand prompted the national Programme to grow. This financial year, I am proud to welcome new membership organisations that include Zero Waste

Scotland, hub East Central Scotland, Social Security Scotland, South of Scotland Enterprise, Levensat and Robertson FM.

As supplier engagement is positioned as the first port of call for economic development initiatives, new projects and Community Wealth Building opportunities, it is a key aim of the Programme to continue to offer early-stage support and engagement with Growth Deals around Scotland. We delivered a virtual Forth Valley Meet the Buyer event, which showcased early awareness of the Stirling and Clackmannanshire City Region Deal, worth £214m to boost the economy across Stirlingshire and Clackmannanshire, and the Falkirk Growth Deal with project funding worth £90m to invigorate the economy around Falkirk. At Meet the Buyer 2021, both the Edinburgh and South East Scotland City Region Deal and Capital City Partnership and the Glasgow City Region City Deal featured on the Inclusive Growth Stage. SDP designed and launched a guide for suppliers regarding the Ayrshire Growth Deal and became a key partner on the Argyll and Bute Regional Growth Deal Full Programme Board.

This year, we focussed on Talking Tenders and Supplier Aligned Training to keep buyers connected with suppliers and vice versa, demonstrating that SDP is integral to the Power of Procurement and provides an unshakable conduit to deliver the Sustainable Procurement Duty on behalf of Scotland's public sector.

As we continue to recover from the COVID-19 pandemic, we are starting to see the appetite from suppliers and our members for the return of face-to-face events.

Whatever is ahead, through our partnership model, SDP will rise to the challenge.

Introduction from the Programme Manager

Gillian Cameron, Programme Manager



Procurement has always required to be agile in an ever-changing environment and the Supplier Development Programme equally flexes to be responsive. Indeed this year, we have become increasingly

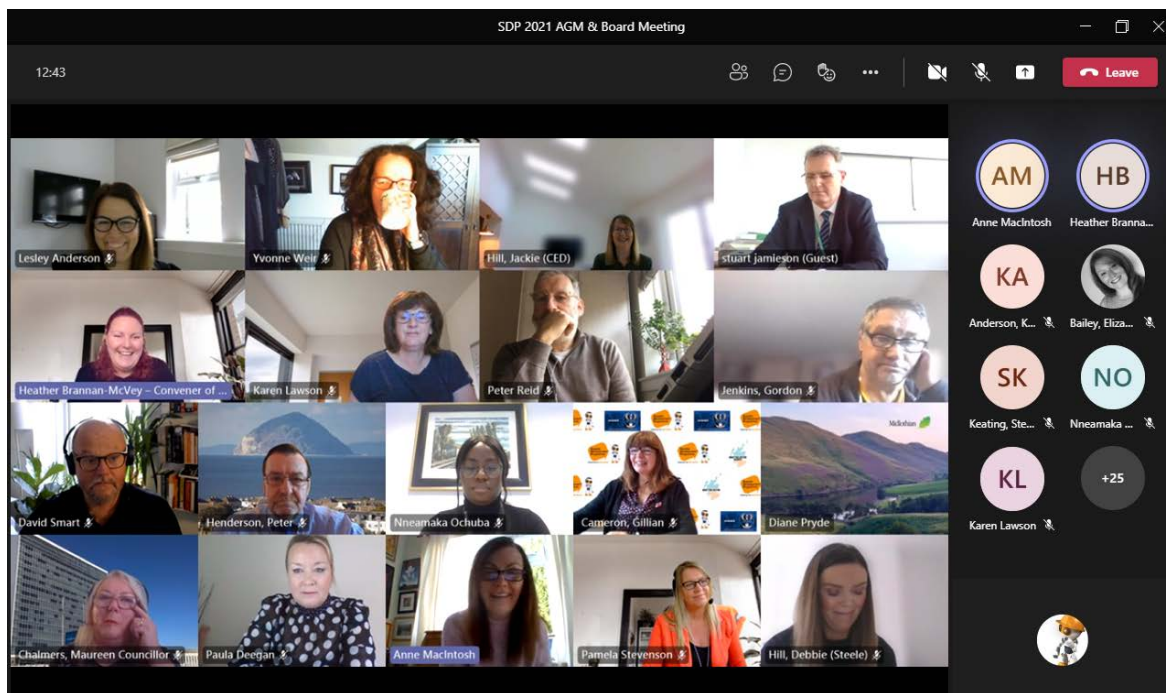
reactionary to support our members who face acute staffing challenges.

In recent years, Brexit, the pandemic and now the war in Ukraine, have caused not just ripples but tsunamis across the supply base and if that was not enough to contend with, a key focus on sustainability and climate change means it is not just individual suppliers that are changing but entire industries. Our work with the Scottish Government as part of the Climate and Procurement Forum, ensured that SDP worked collaboratively to input to the development of tools, guidance, and a practical approach to position public procurement to be at the core of a green recovery and to support climate and circular economy ambitions.

Just keeping afloat has been a challenge for many micro and small businesses, but public sector contracts can provide a lifeline and SDP imparts the skills and knowledge they need to be competitive and find their "edge" in this fast moving marketplace. The SDP continues to work with our members: public bodies and corporate businesses alike, to facilitate awareness, openness and transparency. We firmly believe that engaged and informed suppliers will have the best start to progress their business.

Our annual report highlights the work that SDP delivers to support our members with their local Community Wealth Building (CWB) initiatives, as well as the progressive procurement of goods and services. We were delighted to be invited to work with NHS Greater Glasgow and Clyde and NHS Lanarkshire, to assist diversification of their supply chains to include wider participation of all SMEs and particularly those that may be owned or led by women, minority, disabled and LGBTQ+ individuals. This project provides an excellent example of how SDP is uniquely positioned to be a key conduit to support "anchor institutions" to achieve greater economic, social, and environmental benefits.

With grant funding from the Scottish Government, we have been able to augment the core SDP team, albeit on a temporary basis. However, as we return to face-to-face events, the pressure on our staff resources continues to grow and I will continue to work with the SDP Board to seek expanded funding to ensure we have a robust service not only to continue to deliver our high-quality tender training to the Scottish business base but also to support our public sector members facing the deep challenges of the future.



SDP AGM in November 2021

The Supplier Development Programme is led by its Board, composed of the following representatives in the 2021/2022 financial year:

- Councillor Heather Brannan McVey: Chair North Lanarkshire Council
- Councillor Peter Henderson: Vice Chair South Ayrshire Council
- Councillor Andrew Wood Dumfries & Galloway Council
- Karen Lawson Dundee City Council ¹
- Rachael Thomas Dundee City Council ²
- Gordon Jenkins East Ayrshire Council
- Councillor Anthony Buchanan East Renfrewshire Council
- Paula Deegan Edinburgh City Council
- Peter Reid Falkirk Council
- Pamela Stevenson Fife Council
- Jackie Hill Glasgow City Council
- Fiona Conti Highland Council ³
- Stuart Jamieson Inverclyde Council
- Diane Beattie Moray Council ⁴
- Councillor Collette Stevenson South Lanarkshire Council ⁵
- Councillor Maureen Chalmers South Lanarkshire Council ⁶

Ex-officio

- Gillian Cameron SDP Scotland

Secretary to the Board

Elizabeth Bailey SDP Scotland

¹ Resigned November 2021

² Appointed November 2021

³ Appointed August 2021

⁴ Resigned August 2021

⁵ Resigned June 2021

⁶ Appointed August 2021

Supporting our Members

In 2021/2022, SDP was made up of a small team of five, with a graduate data analyst and an additional development officer joining the team for part of the financial year. The Team provides a fully managed service including:

- member and wider stakeholder engagement;
- procurement and management of the delivery of training via a framework of trainers with consistent, high-quality course materials;
- supplier engagement/training events booking and co-ordination service;
- management and delivery of Meet the Buyer and 'Meet the Real Buyer' supplier engagements events;
- creation and delivery of a range of webinars and policy workshops and e-learning; and
- SDP representation at key procurement/business group meetings, exhibitions, and events.

In addition, the team manages the Programme's finances, national marketing and social media, website content management and delivery of training nationally. SDP provides a full secretariat service to the SDP Board and various management groups, coordinating the diaries for all the various SDP group meetings, as well as the administration for the full Programme of events. This includes providing monthly, quarterly, and annual reports as per the requirements of the SDP performance framework. The SDP team also provides desk-based assistance, as well as event support in person, to regional officers and membership organisations.

Affiliate Members



Corporate Member

Housing Association Member



Full Members



COVID-19 Response: 100% Virtual Supplier Engagement

After the global outbreak of COVID-19, SDP provided a steady and innovative path forward for supplier engagement and in meeting the Sustainable Procurement Duty, supported by infrastructure from South Lanarkshire Council, which hosts the Programme on behalf of all 32 Scottish local authorities.

To inform the future planning and direction of the SDP Board, SDP conducted a survey of representatives and stakeholders on the future delivery of SDP's two national events: Meet the Buyer and Meet the Buyer North. In total, 52% of SDP members fed back that a virtual event format was the most sustainable for both suppliers and exhibitors to participate in during 2021, but looked forward to a potential return to face-to-face events in 2022 dependent upon official advice. Through SDP's post-event supplier surveys, the demand was split amongst Scotland's SMEs: 39% preferred a return to in-person Meet the Buyer events, 32% wished for them to continue in a virtual format, and 29% preferred a hybrid format to contain both in-person and virtual elements.

In light of the uncertainty of government restrictions, and to concentrate the shared resource effectively to support recovery and the economic restart, the SDP Board took the decision that 100% of SDP training and events during this financial year would take place online or virtually, adapting to meet the needs of a stretched public sector and suppliers in a much-changed landscape.

SDP: Meeting Strategic Objectives

Through strategic grant funding and an agreed set of grant objectives from the Scottish Government, SDP's work aligns with the National Performance Framework and contributes towards Scottish Procurement's drive to use its collective spending power to deliver sustainable and inclusive economic growth.

Website registrations of Scottish SME unique businesses	Cumulative Total 19,595	Yearly Total 1,623	SDP supports Scottish SMEs and third sector businesses to increase their knowledge and skills, to improve their ability to win public sector contracts.
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From 1 April 2021 to 31 March 2022, 1,623 Scottish SMEs registered with SDP Scotland, bringing the overall total to 19,595 SME suppliers. The baseline for this financial year was 1,078 new registrations, to increase SMEs accessing support from SDP by 6% by end of March 2022. The actual number is an increase of 9% year on year.

Despite challenges from the on-going COVID-19 pandemic, SDP worked with both existing and new member organisations to promote registration on the SDP website through a multi-channel virtual approach, including attendance at various online business exhibitions, speaking at key events through Microsoft Teams and Zoom, and by utilising social media and via SDP regional representatives, though promotion on Public Contracts Scotland's website was paused by the Scottish Government as part of its COVID response.

Strategic Objectives: Supplier Registrations

	Total registrations, 2021/2022	Total Cumulative Companies Registered to 31 March 2022
Aberdeen City	75	553
Aberdeenshire	79	450
Angus	22	360
Argyll & Bute	39	284
City of Edinburgh	198	2016
Clackmannanshire	17	209
Comhairle Nan Eilean Siar	10	44
Dumfries & Galloway	33	482
Dundee	37	543
East Ayrshire	27	469
East Dunbartonshire	20	303
East Lothian	29	271
East Renfrewshire	15	302
Falkirk	42	457
Fife	84	1007
Glasgow	223	3520
Highland	70	587
Inverclyde	12	176
Midlothian	18	386
Moray	14	143
North Ayrshire	31	433
North Lanarkshire	83	1413
Orkney	7	61
Perth & Kinross	40	539
Renfrewshire	61	798
Scottish Borders	45	431
Shetland	24	46
South Ayrshire	38	443
South Lanarkshire	125	1542
Stirling	42	402
West Dunbartonshire	18	235
West Lothian	45	690
Total	1,623	19,595

Local authorities such as Glasgow City (14%), Edinburgh (12%), South Lanarkshire (8%) accounted for the largest proportion of total registrations for the financial year 2021/2022. Notably, the largest percentage increases for new registrations were in the Highlands and Islands. In particular, Shetland Islands Council saw a marked increase of 109% year-on-year which was directly related to a bespoke tender training event partnered by Shetland Islands Council and SDP. Comhairle nan Eilean Siar's registrations increased year-on-year by nearly 30%; Orkney Islands Council increased by 13%; Argyll and Bute Council increased by 16%; Highland Council increased by 14%; Aberdeenshire Council by 21% and Aberdeen City Council increased by 16%. These notable increases supported a correlation between holding a dedicated Meet the Buyer North event as well as frequent bespoke and aligned supplier engagement events held by Highlands and Islands Enterprise (HIE) and the Shared Procurement Service (the joint procurement service between Aberdeen City, Aberdeenshire and Highland Councils) during the last year.

SDP Tender Training for Scotland

SDP offers 12 core training courses to Scottish micro, small and medium sized businesses, third sector and supported businesses. Due to the ongoing COVID-19 pandemic all training continued to be delivered via webinar in the 2021/2022 financial year.

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 Planning your Bid – Timing and Resources

1.4 Getting your Business Tender Ready – The Checklist

1.5 Pricing your Tender – A Sustainable Approach

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

SDP hosted a buyer training webinar at the request of the Scottish Government aimed at those within public bodies who were going to be involved in preparing an annual procurement report. Buyers who attended the webinar heard about the analysis of individual annual procurement reports for 2019/2020, and the emerging highlights, opportunities and challenges.

SDP eLearning Courses

In addition to the hundreds of training opportunities and engagement events organised by SDP, the Programme continued the roll-out of its eLearning modules. Suppliers can access the modules 'on demand' training so they can learn at their own pace.

During the financial year of 2021/2022, in total, 108 users from 108 businesses accessed SDP's eLearning courses. So far, Scottish SMEs from 25 out of Scotland's 32 local authorities accessed SDP learning modules:

1.1 Working with the Public Sector - All You Need to Know

1.2 Using Public Contracts Scotland - How to Find and Bid For Opportunities

1.3 Getting Your Business Tender Ready - The Checklist

Quick Quotes Made Easy

Strategic Objective: Building Capability of Suppliers

Training Attendance and Feedback

Due to the prolonged impact from the global COVID-19 pandemic, SDP continued to adapt and implement the online approach long in place through webinars and built upon good practice from the live virtual event format to deliver Meet the Buyer North the previous year. From 1 April 2021 to 31 March 2022, 3,033 people from 2,766 unique Scottish SME businesses attended 100% online events with SDP.

Core Training

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

In this financial year, SDP provided 51 core training webinars to 813 attendees from 758 unique Scottish businesses.

In total, 1,643 bookings were taken through the SDP website in advance of these webinars.

Of those that responded to surveys, 90% of Scottish SMEs 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 members to align training to actual contract opportunities, thus improving the tendering capability of the SMEs that need it most. SDP organised a total of 45 bespoke events in partnership with local authorities and other public and private sector organisations between 1 April 2021 and 31 March 2022, all of which were virtual webinar-based events.

Included within these events were 33 bespoke, supplier aligned training events aimed at engaging Scottish SME and supported businesses by providing them with training on how to access, understand and bid for the aligned contract opportunity being showcased at these events.

2021/2022 was a year that saw a marked increase in the amount of bespoke, aligned training sessions being delivered compared to previous years. The number of events scheduled and delivered was over double the amount organised during the previous year 2019/2020 (16 events).

With such an increase in the number of events being delivered, engagement from Scottish SME and supported businesses with these events was also up from previous years. From the 16 events delivered during 2020/2021, a total of 436 attendees from 384 Scottish SME/supported businesses attended bespoke, aligned training events. This year, that figure had risen by 30% - to 564 attendees from 500 unique Scottish SME and supported businesses.

Of those who provided feedback, 84% of Scottish SMEs said they were more likely to bid for future contract opportunities after attending the bespoke, aligned training event.

SDP Supplier Training Numbers

SDP builds the capability of Scottish SMEs and third sector to ensure they are 'tender ready' and best positioned to win new contracts. SDP can evidence improved SME and third sector suppliers' capability to bid for public sector contracts through reporting of attendance and feedback gathered throughout the year, as well as case studies..

1 April 2021 - 31 March 2022	Total	Bookings	Actual Attendees	Unique Businesses	Feedback Response Rate
ALL SDP SUPPLIER TRAINING	84	2,914	1,377	1,258	
SDP face-to-face core training events *	0	0	0	0	-
SDP core webinar training events	51	1,643	813	758	91%
SDP webinar practical and policy workshops	0	0	0	0	-
SDP face-to-face bespoke training events *	0	0	0	0	-
SDP webinar bespoke training events	33	1,271	564	500	Reported in case studies

Finally, SDP supported 38 partner and external events through promotion on the SDP events calendar, without a booking service. Attendance for the national and regional Meet the Buyer events can be found on page 19 and page 22..

*The outbreak of Coronavirus (COVID-19) impacted upon delivery of face-to-face events throughout the entire financial year, 1 April 2021 to 31 March 2022.

Social Enterprises and SDP

In terms of total event attendance for 2021/2022, social enterprises, Scottish charities and supported businesses engaged with all types of SDP's events and activities in the last financial year.

From core SDP tender training that aims to equip businesses with the core skills to become more competitive and successful when submitting a tender, during this period unique Scottish social enterprises accounted for over a third (37%) of SDP's total event attendance. For SDP's bespoke training events, unique Scottish social enterprises accounted for a third 33% of total attendance numbers.

Some of the highest sole engagement from charities and supported businesses were at these aligned tender training events, including both City of Edinburgh Council events for Temporary Accommodation and Services and the EHSCP, and the Scottish Government's Open Supplier Meeting for its Climate Justice Communities Opportunity.

The remaining attendance from Scottish social enterprises was accounted for across the Meet the Buyer events in the last financial year, which saw by far the highest engagement than ever before with total attendance in the last year that equalled that of the previous four years combined.

Training Event Feedback

April 2021
2.4 Improving Your Bid Score

"There was lots of information given in a very understandable way."

April 2021
3.2 The Supplier's Role in Contract Management

"I found all of the courses interesting and useful."

July 2021
2.3 Understanding and Bidding

"The presentations were excellent and very informative."

August 2021
3.1 Understanding Your Role in Contract Management

"Trainers' knowledge and experience was evident, as they brought in examples to ensure the content was relevant."

September 2021
1.2 Using Public Contracts Scotland (PCS)

"It was very helpful to get system walkthroughs."

September 2021
2.2 How to Write Outstanding Tenders

"It was great to get expert advice on a process which can be quite hard to figure out on your own."

October 2021
1.1 Working with the Public Sector

"I enjoyed the question and answer session at the end. It cleared up any issues I had."

December 2021
2.1 Passing the Selection Stage

"I'm new to tendering, so I enjoyed this course and found it all very useful."

December 2021
1.3 Getting Your Business Tender Ready

"The key points were straight to the point and easy to understand."

April 2021
2.5 Responding to Tender Policy Requirements

"The event encourages you to be more proactive and comes with useful suggestions and links on how to do so."

July 2021
1.2 Using Public Contracts Scotland (PCS)

"I always find the Q&A section really useful."

December 2021
1.3 Getting Your Business Tender Ready

"The key points were straight to the point and easy to understand."

July 2021
1.2 Using Public Contracts Scotland (PCS)

"I always find the Q&A section really useful."

February 2022
2.4 Improving Your Bid Score

"The examples given were useful and easy to understand."

February 2022
2.5 Responding to Tender Policy Requirements

"Practical examples on how to improve responses, what buyers are looking for and how to evidence this in responses."

June 2021
3.2 Expanding Your Business Globally

"The presentation was interesting and offered a number of views. It was presented at the right level."

August 2021
1.4 Planning Your Bid

"The training is logical and easy to follow, giving a good beginner guide to tendering."

January 2022
2.2 How to Write Outstanding Tenders

"The presenter had experience from both sides of the fence."

May 2021
2.3 Using Public Contracts Scotland

"It was really beneficial to see the explanation of the PCS website and each section."

March 2022
2.3 Understanding

"All of the webinar was interesting and having access to the slides afterwards really helped refresh what was discussed."

May 2021
2.3 Using Public Contracts Scotland

"It was great to have someone go through it all and explain each section."

Breakdown of attendees at all SDP Supplier Training by Local Authority

Business Location	Webinar	eLearning	Aberdeen City	Aberdeenshire	Angus	Argyll & Bute	Clackmannanshire	Comhairle Nan Eilean Siar	Dumfries & Galloway	Dundee City	East Ayrshire	East Dunbartonshire	East Lothian	East Renfrewshire	Edinburgh	Falkirk	Fife	Glasgow City	Highland	Inverclyde	Midlothian	Moray	North Ayrshire	North Lanarkshire	Orkney Islands	Perth & Kinross	Renfrewshire	Scottish Borders	Shetland Islands	South Ayrshire	South Lanarkshire	Stirling	West Dunbartonshire	West Lothian	Training Location					
Aberdeen City	37	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0					
Aberdeenshire	45	5	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0				
Angus	12	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0				
Argyll & Bute	30	2	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0			
Clackmannanshire	11	3	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0			
Comhairle Nan Eilean Siar	3	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0			
Dumfries & Galloway	17	5	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0			
Dundee City	20	4	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0			
East Ayrshire	41	4	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
East Dunbartonshire	5	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
East Lothian	29	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
East Renfrewshire	13	2	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Edinburgh	227	9	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Falkirk	31	3	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Fife	46	8	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Glasgow City	297	27	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Highland	51	2	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Inverclyde	12	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Midlothian	7	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Moray	4	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
North Ayrshire	16	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
North Lanarkshire	101	8	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Orkney Islands	4	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Perth & Kinross	27	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Renfrewshire	47	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Scottish Borders	66	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Shetland Islands	2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
South Ayrshire	12	2	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
South Lanarkshire	94	8	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Stirling	26	3	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
West Dunbartonshire	26	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
West Lothian	29	3	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Locations unavailable			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	

*The outbreak of Coronavirus (COVID-19) impacted upon delivery of face-to-face events throughout the entire financial year, 1 April 2021 to 31 March 2022.

Breakdown of Unique Businesses at all SDP Supplier Training by Local Authority

	Webinar	eLearning	Aberdeen City	Aberdeenshire	Angus	Argyll & Bute	Clackmannanshire	Comhairle Nan Eilean Siar	Dumfries & Galloway	Dundee City	East Ayrshire	East Dunbartonshire	East Lothian	East Renfrewshire	Edinburgh	Falkirk	Fife	Glasgow City	Highland	Inverclyde	Midlothian	Moray	North Ayrshire	North Lanarkshire	Orkney Islands	Perth & Kinross	Renfrewshire	Scottish Borders	Shetland Islands	South Ayrshire	South Lanarkshire	Stirling	West Dunbartonshire	West Lothian	Training Location			
Aberdeen City	37	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0				
Aberdeenshire	43	5	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0			
Angus	12	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0			
Argyll & Bute	25	2	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0			
Clackmannanshire	11	3	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0			
Comhairle Nan Eilean Siar	3	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0			
Dumfries & Galloway	17	5	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0			
Dundee City	19	4	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0			
East Ayrshire	33	4	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0			
East Dunbartonshire	5	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0			
East Lothian	24	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0			
East Renfrewshire	13	3	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
Edinburgh	210	9	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
Falkirk	29	3	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
Fife	44	8	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
Glasgow City	261	27	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
Highland	48	2	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
Inverclyde	11	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
Midlothian	6	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
Moray	4	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
North Ayrshire	16	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
North Lanarkshire	95	8	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
Orkney Islands	4	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
Perth & Kinross	27	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
Renfrewshire	46	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
Scottish Borders	55	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Shetland Islands	2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
South Ayrshire	10	2	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
South Lanarkshire	83	8	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
Stirling	24	3	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
West Dunbartonshire	16	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
West Lothian	25	3	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Location unavailable			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	

*The outbreak of Coronavirus (COVID-19) impacted upon delivery of face-to-face events throughout the entire financial year, 1 April 2021 to 31 March.



At 16 March 2022, a total of 5,486 registered users of SDP were registered on the Public Contracts Scotland (PCS) website¹. Between 1 April 2021 and 16 March 2022, out of 1,843 Supplier Development Programme registered users that were identified as being registered on PCS and that were invited to a Quick Quote, 682 chose to bid and 642 won giving a win rate of 94%. In addition, 642 SDP registered users that were identified as being registered on PCS won a total of 1,512 Quick Quote awards and 1,102 SDP registered users identified on PCS won a total of 3,010 contract awards².

¹ Data gathered from Public Contracts Scotland (PCS)

² Direct requests for quotations from suppliers registered on PCS for lower value, non-regulated procurements and may include call-offs from frameworks. The identification of a supplier being registered with SDP and the PCS system is based on supplier name (for Contract Awards) and email address (for Quick Quotes).

Success Stories: Remarkable wins top marks through SDP

After first registering with SDP in 2018, Remarkable was successful in bidding for a contract from Perth and Kinross Council.

Remarkable supplied a leadership development approach known as Intent Based Leadership (IBL) which supported the creation of a dynamic leadership movement and enabled the council to offer leadership development at scale, for all those in a leadership role, over time. Remarkable says the guidance the company received from SDP was instrumental in submitting a robust and effective bid.



Remarkable was relatively new to the tendering process and required some structure and guidance around what was required, which was found in SDP's offering. Remarkable staff participated in several free tender training opportunities, from beginner level on Using Public Contracts Scotland to intermediate level in examining the SPD question by question.

Alan Gebbie, IIP Specialist, said: "After deciding to actively submit tenders to win business we realised that there was not sufficient in-house expertise to submit a credible tender, and it all seemed rather daunting. A lot of work goes into submitting a tender and we did not want to trip ourselves up by being eliminated on a technicality or by not providing the level and breadth of detail required. With the support of SDP's training courses, we began to understand what was required and gained an understanding especially around the SPD which helped us to build our knowledge and level of confidence."

Remarkable is an accredited Living Wage Scotland employer, and believes it makes good business sense in working with the public sector. Alan commented: "Remarkable introduced the Living Wage as we believe it is the right thing to do for our people. We want everyone not to just earn the minimum, but to earn at least the real Living Wage, which makes it possible for families to earn enough to live on." He continued: "It also makes good business sense to us! This investment in our people is based on our values, one of which is We Care, and our belief is that if we look after our team, with competitive pay and great working conditions, our people want to work for us and provide a great experience to our clients. When tendering, we are proud to include that we are a Real Living Wage employer!"

Formerly known as Investors in People Scotland, and based in Edinburgh, Remarkable specialises in business advisory, consultancy, leadership and organisational development.

Success Stories: Concept Northern gains direction with SDP

Concept Northern first engaged with SDP in 2016 at a supplier event related to the then-new Glasgow City Region City Deal. Staff undertook SDP webinar training in environmental policy, health and safety policy, equality and quality management through ISO9001 policy, and participated in several Meet the Buyer events over the years. Concept Northern is an accredited Living Wage Scotland employer, and won its first public sector contract with the University of the Highlands and Islands in 2021 to provide Text Help software, 'Read Write Gold'.



Despite this hard-earned success, Concept Northern still found the general tendering process in Scotland's public sector difficult, unclear and exhaustive. Jamie Graham, Concept Northern's Business Engagement and Relationship Manager is Neurodiverse, and he decided to re-engage with the free tender training offered by SDP to improve his tendering skills.

Accessing SDP's training at beginner and intermediate levels from August 2021 has allowed Jamie to fully dissect and process what is needed for public sector tendering and to better understand the PCS portals. He said: "It really helped me understand the portals and what to look out for. By starting at the beginning and learning how to find tenders on the Public Contracts Scotland website, SDP has given me a clearer strategy for answering tenders and Invitation to Tenders (ITTs)."

Jamie continued: "I am Autistic, and I wanted to understand PCS better as well as how the public sector buys through procurement. SDP has given me a clear structure in the bidding process and helped me understand how to go about things better. I'm pleased for my colleague who submitted Concept Northern's first successful bid and I'm looking to do the same now, and I feel better prepared because of SDP."

Concept Northern is a small business that provides assistive technology and training to help individuals achieve their work and study goals. The company encourages people to take control of their future by supplying equipment and support to make a profound difference to their daily lives. With offices in Glasgow City and South Lanarkshire, Concept Northern employs 19 people.

SDP: Supporting Scotland's Suppliers

Success Stories: Dundee Science Centre proves education really does pay off!

Dundee Science Centre had no previous experience of public sector tendering when its staff first engaged with SDP. SDP's free tender training provided Dundee Science Centre with an improved ability and skillset to bid for public sector contracts.

Dundee Science Centre was awarded onto Dundee City Council's 'Flexible Framework Agreement for Education and Social Support Services (Children and Families)' after attending SDP's aligned tender training webinar event with Dundee City Council at the end of 2020.



Lorraine Lemon, Head of Business and Operations, said: "Participating in the tender training from SDP was essential in supporting both the company's set up and tender application process. It also allowed us to reach a wider market than we were previously able to reach. The training provided detailed information about the upcoming tender that allowed us to complete our business profile on Public Contracts Scotland, as well as the tender documents we had to submit. We found the training session easy-to-follow, with lots of practical advice on how to deal with different aspects of the tendering process."

She continued: "During Lockdown, we changed how we engage with audiences and correspondingly we wanted to support our staff. Our original goal was to implement the Scottish Living Wage, so we are very proud to say that we have achieved this while protecting all jobs throughout the pandemic with no redundancies. We passionately believe in providing an excellent, inclusive working environment for our team and we felt incredibly proud to become a Living Wage Employer, demonstrating our commitment despite a difficult financial year. Becoming an accredited Living Wage employer allows us to diversify our business model and bid for contracts that previously we would have been excluded from previously."

The Science Centre's educational work contributes to community benefits, which is supported by everyone who visits. For example, whenever someone use its coffee shop, makes a Gift Aid donation, hires the venue for an event, or uses any of its other services, all income goes directly to support its work to widen access to learning in science and STEM-related subjects.

Dundee Science Centre became a Living Wage Scotland accredited employer early in 2021. To become accredited, organisations choose to pay the real Living Wage on a voluntary basis, to recognise the value of its workers, and ensure that a hard day's work receives a fair day's pay. This contributes to the Scottish Government's Fair Work First policy for Scotland.

Dundee Science Centre is a charity and lifelong learning resource for the community. It helps families learn together, and supports the formal school curriculum, with the purpose to bring people together and enjoy science.

Meet the Buyer 2021



On 8 June 2022, Meet the Buyer took place as a fully virtual event for the first time. It was scheduled in this alternative format to support efforts towards economic recovery from the COVID-19 crisis, and as it always does, to give suppliers unprecedented access to buyers and decision makers from across the public and private sector, to raise their profile as a business and learn about upcoming contract opportunities.

With much-needed support from headline partners, the Scottish Government and Scotland Excel, SDP contracted an event management company to build a bespoke online platform and provided in-depth support and training to exhibitors prior to the event.

SDP took 2,051 supplier bookings via the SDP website for the Meet the Buyer 2021: Live Virtual Event. There were 1,161 actual attendees on the day, including both exhibitors and individual suppliers. In total, 822 individuals logged into the online portal from 650 Scottish SME unique businesses. There were 36 virtual stands, which included both public sector buyers and some supply chain contractors.

Through the 1-2-1 exhibitor meetings to the portal, there was 29,574 minutes of video interaction.

After the event, 91% of Scottish SMEs said they were more likely to bid for public contracts after participating in Meet the Buyer 2021.



Ivan McKee MSP, Minister for Business, Trade, Tourism & Enterprise delivered an opening address, and a keynote was also delivered by then SDP Chair, Councillor Heather Brannan-McVey. Suppliers could choose to visit the virtual Exhibition Hall or participate in interactive workshops on the Inclusive Growth Stage, the Sustainability and Innovation Stage and the Community Wealth Building (Supply Chain) Stage. Helping You Bid

Better: Live Q&A Panel with SDP was delivered as a plenary across all three stages during the event.

Inclusive Growth Stage

Presentations from The City of Edinburgh Council included:

- Meet the “Real” Buyer
- The Edinburgh and South East Scotland City Region Deal and Capital City Partnership
- How to Do Business with The City of Edinburgh Council

Presentations from the Glasgow City Region City Deal included:

- An address from Susan Aitken, Leader of Glasgow City Council
- Launch of Glasgow City Region City Deal Contract Pipeline
- Clyde Waterfront and Renfrew Riverside Project by Renfrewshire Council
- Former Exxon Mobil Fuel Depot at Milton Development by West Dunbartonshire Council
- Ravenscraig Access Infrastructure Development by North Lanarkshire Council

Sustainability and Innovation Stage

Presentations included:

- Scotland Excel: "It's your world – take control"
- How to do Business with Fife and Tayside
- BASE Scotland: "Scotland's Supported Businesses at the Heart of Scotland's Social & Economic Recovery"
- PfH Scotland's EESSH2 Framework

Community Wealth Building (Supply Chain) Stage

Presentations included:

- Joining the Robertson FM Supply Chain
- Kype Muir Wind Farm by Banks Group and RJ McLeod
- Soil Association & Scotland Excel: "Local and Sustainable Sourcing in Scotland's School Meals - How can suppliers get involved?"
- STV Green Fund #FoodHeroScot Campaign: Showcasing Innovation and Creativity of Scotland's Food and Drink Sector

Meet the Buyer Supplier Feedback

"I loved the virtual event, and would encourage future events to move towards this."

"Can't beat a handshake, but until we're back these events are delivering the same high standard of information meaning we can get on with things."

"Overall my experience was good. Polling worked, and the ability to ask questions during the presentations and to have video calls with the buyers was excellent."

"Innovative day with good presentations and speakers as well as exhibitor access."

"This was a great event, it gives us confidence that the buyers are interested in learning about our innovative products and services as they would be unlikely to tender for them as they are niche."

"Overall a very positive experience and provided some good insight and tips for a relatively new entrant."

Meet the Buyer Exhibitor Feedback

"Meet the Buyer 2021 was one of the best virtual events I have attended."

"I found the event very interesting and informative and prompted thoughts on how best to engage with SDP in the future to ensure contracting (and subcontracting) opportunities are accessible to all local companies regardless of size or past experience of delivering public sector contracts."

"I think the virtual event was good, all the relevant information was accessible on our stand for anyone to download. It made the actual conversations with potential suppliers clearer and more productive."

"It was a really good way to talk to suppliers."

"It was a much better experience dealing with them one-to-one and face-to-face (virtually) rather than crowds of people flocking round you and you can't give people your undivided attention."

"This is an excellent way of engaging with suppliers, especially given the way we are working at the moment as we are unable to have face-to-face meetings in the office."



SDP membership:

- Aberdeen City Council
- Aberdeenshire Council
- Argyll and Bute Council
- Clackmannanshire Council
- Dumfries and Galloway Council
- Dundee City Council
- East Dunbartonshire Council
- East Lothian Council
- East Renfrewshire Council
- Edinburgh Council
- Falkirk Council
- Fife Council
- Glasgow City Council
- Highland Council
- Historic Environment Scotland
- Inverclyde Council
- Midlothian Council
- Moray Council
- North Ayrshire Council
- North Lanarkshire Council
- Perth & Kinross Council
- PfH Scotland
- Registers of Scotland
- Renfrewshire Council
- RJ McLeod
- Robertson Facilities Management Ltd
- Scottish Borders Council
- Scottish Enterprise
- Scottish Fire and Rescue Service
- Scottish Parliament
- Scottish Procurement Alliance
- Social Security Scotland
- South Ayrshire Council
- South Lanarkshire Council
- Stirling Council
- Supplier Development Programme
- West Dunbartonshire Council
- West Lothian Council

Scottish Government - eCommerce Service

- Scottish Government - Third Sector Unit
- Scottish Government Public Contracts Scotland
- Scottish Government Procurement Services Division
- Scottish Government Information and Support for Suppliers
- Scottish Government & Central Government Collaborative Procurement Utilities - ICT, Construction, Supported Business, Corporate & Professional Services, Innovation

Premium Exhibitors include:

- Glasgow City Region City Deal
- Hub South West Scotland/hub North Scotland
- Living Wage Scotland
- Northern Lighthouse Board
- Police Scotland
- Scottish Courts and Tribunals Service
- Transport Scotland
- Zero Waste Scotland

Other Exhibitors include:

- Advanced Procurement for Universities and Colleges (APUC)
- Crown Commercial Services
- Morrison Construction
- Productivity Club
- Multiplex Construction Europe Limited
- Procurex
- Open University Scotland

- Members
- Non members

Meet the Buyer North 2021



Meet the Buyer North took place as a fully virtual event on 7 September 2021, supported by headline partners at the Scottish Government and SDP.

Prior to the event, 1,020 suppliers pre-registered on the SDP website. There were 441 actual attendees on the day, which included 247 individuals from 224 unique Scottish SME businesses and 108 buyers/exhibiting staff. Through the 1-2-1 exhibitor meetings on the portal, collectively there were 428 live meetings and 275 exhibition live chats plus Scottish Government connections, untracked, as well as 913 brochure downloads and 83 networking connections.

Meet the Buyer North 2021 was opened with a session on SDP in the Highlands and Islands delivered by the outgoing SDP Board Director for the Highlands and Islands, Diane Beattie of Moray Council and the incoming SDP Board Director for the Highlands and Islands, Fiona Conti of the Aberdeenshire, Shire and Highland Council Shared Procurement Service.



SDP in the news, September 2021

Ivan Mckee MSP, Minister for Business, Trade, Tourism & Enterprise, delivered an official welcome. Suppliers could visit the virtual exhibition hall or participate in interactive presentations on two overall themes: the Power of Procurement and Let's Do Net Zero. SDP also delivered a Top Tips for Tendering session chaired by the Programme Manager, Gillian Cameron, and a live Q&A panel with SDP's expert trainers.

Power of Procurement Stage

Presentations included:

- Scottish Procurement Alliance
- Social Security Scotland
- Procurement Opportunities in the Highlands and Islands – from Growth Deals to the Final Frontier by Highlands and Islands Enterprise
- Elevator and Business Gateway
- Scottish Futures Trust Construction Pipeline Forecast Tool

Let's Do Net Zero Stage

Presentations included:

- Circular Economy, Fair Work First and Net Zero with the Aberdeenshire, City, and Highland Council Shared Procurement Service and Edinburgh Science
- Growing Community Wealth: The Role of Suppliers by Neil McInroy, Scottish Government Community Wealth Building Advisor
- Sustainable Food Places and Granite City Good Food: the Sustainable Food Places Partnership in Aberdeen with CFINE
- How to Do Business with Zero Waste Scotland
- Change of Climate: Five Steps to Net Zero by SCDI

Meet the Buyer North 2021

SDP membership:

- Aberdeen City Council
- Aberdeenshire Council
- Argyll and Bute Council
- Comhairle nan Eilean Siar
- Dundee City Council
- Fife Council
- Highland Council
- Highlands and Islands Enterprise
- Historic Environment Scotland
- Moray Council
- RJ McLeod
- Scotland Excel
- Scottish Environment Protection Agency
- Scottish Fire and Rescue Service
- Scottish Procurement Alliance
- SEPA
- Social Security Scotland
- Supplier Development Programme
- Transport Scotland



Scottish
Government
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Scottish Government - eCommerce Service

- Scottish Government – Procurement Services
- Scottish Government Procurement Support for Suppliers
- Scottish Government Cyber Security Procurement Support Tool

Other Exhibitors include:

- Advanced Procurement for Universities and Colleges (APUC)
- Business Gateway Aberdeen City and Shire
- Business Gateway Tayside
- Dounreay Site Restoration Ltd
- Living Wage Scotland
- Zero Waste Scotland

- Members
- Non members

Meet the Buyer North Supplier Feedback

"The virtual Meet the Buyer North event was great for us. It was easy to make quick contact and, in a few words, establish if our offering was of interest and share contract details. Very time efficient way of networking."

"Great opportunity to remain connected to the public sector in these difficult times."

"I thought it was an excellent event, very well thought out, engaging and lots of good information for all companies, large or small."

"The Meet the Buyer North event was my first experience with SDP and procurement processes with buyers. Thank you so much for making it so worthwhile."

"The overall experience was very positive and we can see where we are going wrong and also what we are doing right."

"I truly learned a lot from the presentations on procurement and speaking to local authority representatives."

Meet the Buyer North Exhibitor Feedback

"The video call function was good."

"We would not have been able to attend this event had it been held 'in person'. We really appreciate the opportunities presented by virtual Meet the Buyer events."

"I think the event was very well supported, and the platform was user friendly."

"Great event."

"Virtual events should be default if we are serious about Net Zero."

"The virtual events, although a good tool to get suppliers and buyers talking, are not the same as having the meetings face-to-face and I would welcome a return to face-to-face meetings as long as it is safe to do so."

Net Zero and Scotland's Suppliers

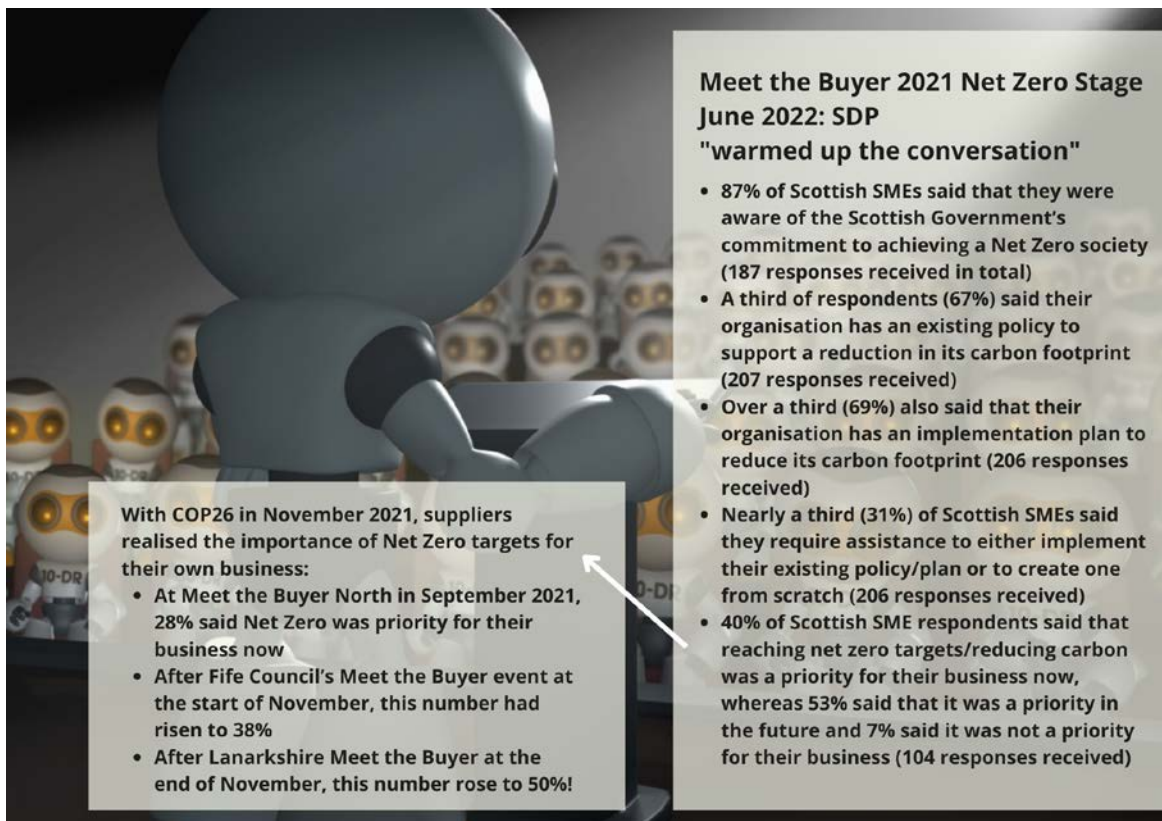
An increased focus on achieving Net Zero is at the heart of Scotland's public sector, and SDP is ready to support Scottish SMEs, social enterprises and third sector organisation in getting "tender ready" to meet the challenges ahead.

In addition to incorporating Net Zero information, resources and materials into national tender training materials, SDP incorporated Net Zero data collection into all supplier surveys during the 2021/2022 financial year.

After Meet the Buyer 2021:

- 87% of Scottish SME respondents said that they were aware of the Scottish Government's commitment to achieving a Net Zero society;
- 67% of Scottish SME respondents had an existing policy to support a carbon footprint reduction;
- 69% had an implementation plan for a carbon footprint reduction;
- However, nearly a third (31%) of Scottish SMEs required assistance to either implement their existing policy/plan or to create one from scratch.

Feedback after Meet the Buyer in June 2021 on whether reaching Net Zero was a priority for business showed that 40% believed it was a priority now. However, after Meet the Buyer North in September 2021, 28% said that it was priority for their business now, after Fife Council's Meet the Buyer event at the start of November, this number had risen to 38% and feedback received following the Lanarkshire event highlighted that 50% of Scottish SME respondents said that this was a priority for their business now. With such an emphasis on COP26 at the beginning of November 2021, the data points to a noticeable shift that there was an increasing number of suppliers realising the importance of Net Zero targets for their own business.



Meet the Buyer 2021 Net Zero Stage June 2022: SDP "warmed up the conversation"

- 87% of Scottish SMEs said that they were aware of the Scottish Government's commitment to achieving a Net Zero society (187 responses received in total)
- A third of respondents (67%) said their organisation has an existing policy to support a reduction in its carbon footprint (207 responses received)
- Over a third (69%) also said that their organisation has an implementation plan to reduce its carbon footprint (206 responses received)
- Nearly a third (31%) of Scottish SMEs said they require assistance to either implement their existing policy/plan or to create one from scratch (206 responses received)
- 40% of Scottish SME respondents said that reaching net zero targets/reducing carbon was a priority for their business now, whereas 53% said that it was a priority in the future and 7% said it was not a priority for their business (104 responses received)

With COP26 in November 2021, suppliers realised the importance of Net Zero targets for their own business:

- At Meet the Buyer North in September 2021, 28% said Net Zero was priority for their business now
- After Fife Council's Meet the Buyer event at the start of November, this number had risen to 38%
- After Lanarkshire Meet the Buyer at the end of November, this number rose to 50%!

Partner and External Events

Though every organisation and every individual was impacted upon by the COVID-19 pandemic, SDP actively supported membership organisations in online meetings, virtual conferences and more. SDP also developed a virtual event offer for local authority members to utilise by organising virtual Meet the Buyer events, with continued online support available through supplier engagement sessions, Talking Tenders webinars and more. SDP also promoted some external and partner events that were of interest to Scottish based SMEs and supported businesses.

April - June 2021

- South Lanarkshire Council: Training and Employability Framework
- 1.2 Using PCS & PCS- T Early Learning & Childcare Funded Entitlement - Scottish Borders Council
- Talking Tenders with Argyll and Bute Council - Capital Building Works
- Berwick Bank Wind Farm & Marr Bank Wind Farm - Supply Chain Webinar
- Aberdeenshire, Aberdeen City and Highland Council
- 1.2 Using PCS and PCS-Tender - Scottish Borders Council: Subcontracting Services Framework Agreement
- Falkirk Council Procurement Clinic
- 1.2 Using PCS & PCS-T - Early Learning & Childcare Funded Entitlement - Scottish Borders Council
- Ayrshire Virtual Meet the Buyer Event
- 1.2 Using PCS and PCS-Tender - Scottish Borders Council: Subcontracting Services Framework Agreement
- Smart Hub Lanarkshire Launch
- Talking Tenders with the MOD - MOD Defence Sourcing Portal
- Talking Tenders with Aberdeen City, Aberdeenshire and Highland Councils
- Scottish Fire and Rescue Service - Hard FM supply Chain Engagement Planning
- The City of Edinburgh Council - Temporary Accommodation
- 1.2 Using PCS- Highland and Islands Enterprise: Property Consultancy Framework
- Talking Tenders with Perth and Kinross Council - Housing Term Maintenance
- CivTech 6 Challenge
- Forth Valley Meet the Buyer

July - September 2021

- Talking Tenders with Scotland Excel
- South Lanarkshire Council: Training and Employability Framework
- Talking Tenders with PfH Scotland - EESSH2 Framework
- Talking Tenders with Renfrewshire Council
- Falkirk Council Procurement Clinics
- Cyber Resilience - helping you meet the requirements of public sector tendering
- Hub East Central Meet the Contractor
- Talking Tenders with SPA (Scottish Procurement Alliance)
- Talking Tenders with Scottish Government - Becoming Technical Solutions Business Partners
- Edible Edinburgh Business Breakfast
- 1.2 Using Public Contracts Scotland - Highlands and Islands Enterprise: Website Development and Maintenance Tender
- Cyber Scotland Week

Partner and External Events

October - December 2021

- Ministry of Defence: BS202000 Standardisation Management Systems Webinar
- Supplier Engagement Event - Hard FM - Aberdeenshire Council
- 1.2 PCS & PCS-t to bid for the Argyll and Bute Council - Capital Building Works DPS
- Scottish Business Week
- Falkirk Council Procurement Clinics
- Talking Tenders with Highlands and Islands Enterprise (HIE)
Fife Meet the Buyer Event 2021: Dunfermline Learning Campus and Levenmouth
- Railway Link Supply Chain Opportunities
- Talking Tenders with Shetland Island Council
Living Wage Week
- Talking Tenders with Fife Council
- SOSE Engagement Tour
Talking Tenders with Angus Council
- Aberdeen Responsible Business Event
- Lanarkshire Meet the "Real" Buyer
- Meet the Contractor - Morrison Construction
- Rail Cluster Builder - HS2 Opportunities for Scottish Businesses
- Talking Tender with Scotland Excel
- Talking Tenders with East Renfrewshire Council
- Cyber Resilience - helping you meet the requirements of public sector tendering
Talking Tenders with Forestry and Land Scotland (FLS)

January - March 2022

- Talking Tenders with Robertson FM
- Talking Tenders with Forestry and Land Scotland (FLS)
- Talking Tenders with Highlands and Islands
- SOSE Engagement Tour
- Fife & Tayside Procurement Surgery
- Open Supplier Meeting for the Civil Engineering Framework (Scotland)
- 'Heat in Building Scotland - New National Scheme' Supplier Event
- Talking Tenders with Highlands and Islands Enterprise
- South Lanarkshire Council: New Quick Quote Process
- Tayside Business Support Showcase
- Revitalising the Forth Valley Region
- Team Resolute Meet the Buyer
- Talking Tenders with Scotland Excel
- Talking Tenders with SDP and Strathclyde Partnership for Transport - Training PSA
- Cyber Scotland Week
- Talk Tenders with The City of Edinburgh Council
- Cyber Resilience - helping you meet the requirements of public sector tendering
- Talking Tenders with West Dunbartonshire Council
- Talking Tenders with East Lothian Council
- Clacks Business Week
- Talking Tenders with Clackmannanshire Council
- Open Supplier Meeting for the Scottish Government Climate Justice Communities Opportunity
- Talking Tenders with Highlands and Islands Enterprise and South of Scotland Enterprise

Regional Meet the Buyer Events - Ayrshire Meet the Buyer

East Ayrshire Council, North Ayrshire Council and South Ayrshire Council approached SDP to help the three councils organise and run an online pan-Ayrshire 'Meet the Buyer' event on Wednesday, 28 April 2021, with 'Community Wealth Building' as an overall theme. The event was aimed at giving Ayrshire businesses the opportunity to meet the procurement teams from the three Ayrshire councils, alongside other public and private sector buying organisations. Through an online portal suppliers had the opportunity to virtually visit exhibition stands, download information, flyers and leaflets, and more while they waited in a queue to speak directly on a one-to-one basis with buyers via in-built video conferencing.

SDP collated some statistics from the virtual event, including:

- Prior to the event, there were 659 supplier bookings on the SDP website.
- On the day of the Ayrshire Meet the Buyer event, in total, there were 391 participants, made up of 317 supplier attendees and 74 exhibitors/speakers/public sector colleagues.
- Of these, 199 attendees were from 179 unique Scottish SMEs/supported businesses.
- Included within this number, there were 22 unique businesses based in East Ayrshire, 29 unique businesses in North Ayrshire, 23 unique businesses in South Ayrshire.

As this was a virtual event, SDP could gather additional statistics from the portal, including there being 5,993 visits to the virtual exhibition area, and 2,433 visits to exhibitions, as well as 6,179 exhibition live meetings. Including all attendees there were 1,338 exhibition live chats and 17,611 individual visits to exhibitions. Suppliers downloaded 4,669 brochures, and there were 749 networking connections made in the Meeting Hub.

After the event, SDP conducted an online survey which received 70 responses:

- 91% of suppliers said they were more likely to bid for public sector contracts as a direct result of participating in the event.
- 96% agreed that the virtual Ayrshire Meet the Buyer event, delivered in partnership with SDP, demonstrated that public sector procurement is open and transparent, despite challenges in the wake of the COVID-19 pandemic.

Some supplier feedback comments included:

"This was a very well run event, the online facilities were superb - the best I've seen by a long way. Well done to the team, this is such a refreshing approach and should be the blueprint for other local authorities to adopt."

"Didn't know what to expect but I was pleasantly surprised. Well organised and very excited with the view to develop our community."

"The event was really useful and a great opportunity for buyers to tell us how they want to engage on projects and opportunities. I hope to see more focused events like this in the future."

"I feel more confident that small businesses like mine will be given equal footing to larger organisations."



Regional Meet the Buyer Events - Forth Valley Meet the Buyer

Falkirk Council, Stirling Council and Clackmannanshire Council, in partnership with SDP, hosted a fully virtual Forth Valley 'Meet the Buyer' event on Wednesday, 30 June 2021.

Suppliers who joined the event were amongst the first to know what potential opportunities are coming up in relation to the Stirling and Clackmannanshire City Region Deal, worth £214, of funding to boost the economy across Stirlingshire and Clackmannanshire, and the Falkirk Growth Deal with projects funding worth £90m to help boost the economy around Falkirk.



SDP collated some statistics from the virtual event, including:

- Prior to the event, there were 273 suppliers registered on the SDP website.
- On the day of the Forth Valley Meet the Buyer virtual event, in total, there were 204 participants made up of 159 supplier attendees and 45 exhibitors/speakers/public sector colleagues.
- Of these, 159 attendees were from 153 unique Scottish SMEs/supported businesses.
- Included within this number, there were 10 unique businesses based in Falkirk, 19 unique businesses based in Stirling and 5 unique businesses based in Clackmannanshire.

After the event, SDP conducted an online survey:

- 95% of suppliers said they were more likely to bid for public sector contracts as a direct result of participating in the event.
- 94% agreed that the virtual Forth Valley Meet the Buyer event, delivered in partnership with tSDP, demonstrated that public sector procurement is open and transparent, despite challenges in the wake of the COVID-19 pandemic.

Some supplier feedback comments included:

"An enjoyable experience overall."

"I gathered a good number of contacts."

"I was very worried about attending the event due to very limited IT skills. Once I got on and the event started, a lot of the instructions fell into place and I found it very relaxing and much easier to navigate around than I thought it would be."



Falkirk Council



Clackmannanshire Council



Regional Meet the Buyer Events - Fife Council Meet the Buyer

Fife Council Meet the Buyer 2021: Dunfermline Learning Campus and Levenmouth Railway Link Supply Chain Opportunities

Fife Council approached SDP to host a virtual 'Meet the Buyer' event as part of Fife Business Week. Fife Council Economic Development, in partnership with hub East Central Scotland, Fife College, BAM Construction, Balfour Beatty, Network Rail and the SDP, came together to help local businesses find out what contract opportunities were available as part of the Dunfermline Learning Campus (£200m project) and the Levenmouth Railway Link project delivery (£70m project).

SDP collated some statistics from the virtual event, including:

- Prior to the event, there were 477 supplier attendee bookings on the SDP website.
- On the day of the event, in total, there were 252 participants.
- Of these, 158 attendees were from 144 unique Scottish SMEs/supported businesses.
- Included within this number there were 45 unique businesses based in Fife.

After the event, SDP conducted an online survey:

- 89% of suppliers said they were more likely to bid for public sector contracts as a direct result of participating in the event.
- 85% agreed that the virtual Fife Council Meet the Buyer event, delivered in partnership with SDP, demonstrated that public sector procurement is open and transparent, despite challenges in the wake of the COVID-19 pandemic.
- 94% of respondents rated the quality of information provided by the event's key partners as either 'excellent' or 'good'.
- 71% of Scottish SMEs felt confident engaging with the key partners from the event - such as Fife College, Balfour Beatty, BAM, and Network Rail.

Some supplier feedback comments included:

"It was fantastic, and I am so pleased I signed up to it, I thought it was nice to get comfort from the likes of Balfour Beatty assuring smaller SMEs to still get involved."

"It's good to have localised smaller scale events so that third sector, smaller scale social enterprises can have confidence in their local area."

"I'd resigned myself to total disengagement with the public contracts process after mystifying procedures, massive time spent on failed bids etc. These networking events really help to make real connections and I'm more engaged to try again at public contracts. Thank you!"



Regional Meet the Buyer Events - Lanarkshire Meet the 'Real' Buyer

Lanarkshire Meet the “Real” Buyer event was jointly hosted by both North and South Lanarkshire Council in partnership with SDP as a live virtual event. The online event allowed businesses to meet the procurement teams from public and private sector organisations and the “real” buyers in those teams who commission the contracts and identify the need for procurement goods, works and services.



Q&A session from the 'Using Public Contracts Scotland (PCS) and 'Helping you Bid Better with the Supplier Development Programme.

SDP collated some statistics from the virtual event, including:

- Prior to the event, in total, there were 787 attendee bookings on the SDP website.
- On the day of the Lanarkshire Meet the “Real” Buyer event, there were 108 participants.
- Of these, 63 were from unique SMEs/supported businesses based in Scotland.
- Including 14 attendees were from 13 businesses based in North Lanarkshire and 15 attendees were from 14 businesses based in South Lanarkshire.
- In total, 43% of SME/supported businesses who attended this pan-Lanarkshire event were businesses based in the Lanarkshire area.

After the event SDP conducted an online survey:

- 95% of suppliers said they were more likely to bid for public sector contracts as a direct result of participating in the event.
- 94% agreed that the virtual Lanarkshire Meet the “Real” Buyer event, delivered in partnership with SDP, demonstrated that public sector procurement is open and transparent, despite challenges in the wake of the COVID-19 pandemic.
- 92% of respondents rated the overall event experience as either 'excellent' or 'good'.

Some supplier feedback included:

“Very engaging - keep up the good work.”
(Small-sized SME from South Lanarkshire)

“I am new to tendering and bidding and I gained excellent knowledge from this event.” (Micro-sized SME from Glasgow City)



SDP Working in Partnership with Scottish Government

The Scottish Government in partnership with SDP delivered two Open Supplier Meetings within the financial year 2021/2022. Both events had representatives from the Scottish Procurement Team in attendance and were interested in hearing the initial thoughts and views from contractors (Tier 1, Tier 2, Tier 3, and SMEs, etc.) who would be interested in providing works and services for these projects.



Civil Engineering Framework (Scotland)

The first Open Supplier Meeting (OSM) was held on 27 January 2022 to hear from those contractors and businesses interested in bidding or being part of the supply chain for the future National Civil Engineering Framework.

Prior to the event, 123 attendees registered, and, on the day, 76 individuals attended from 53 unique businesses. Of these, almost three quarters - 39 unique businesses - were Scottish SMEs. Most SME businesses were based in the Highlands (14%) and Glasgow City (11%), with 8% of businesses coming from South Lanarkshire, North Lanarkshire, Aberdeenshire, and Fife Councils respectively. In total, SMEs based in 15 local authorities were in attendance.

SDP also conducted a bespoke online survey after the event concluded which focused on various factors of public sector tendering including supplier experience and confidence, barriers to bidding and supply chain transparency.

Out of the 21 responses received for the survey, 8 were Scottish SMEs based in various local authorities including Aberdeen City, East Lothian, Fife, Glasgow, and South Lanarkshire – the following stats reflect responses from only Scottish SMEs. Nearly all of those respondents (88%) now felt much more confident that their tender will be stronger than it would have been without this event. Half of those SMEs also felt more positive about potentially bidding for this framework.

In addition, the post-event survey highlighted that 100% of Scottish SMEs said they are more likely to engage with the future supplier events in relation to this contract opportunity; and 100% of Scottish SMEs felt that their business could benefit from the future framework opportunity delivered by the Scottish Government having participated in this event.

This sort of feedback demonstrated that SDP shares the best practice on supplier engagement and how it is welcomed by SME suppliers, with the proactive approach SDP took by organising these types of events with the Scottish Government.

Climate Justice Communities Opportunity

The Scottish Government delivered a separate Open Supplier Meeting in partnership with SDP on 22 March 2022. This OSM event was in relation to the Scottish Government Climate Justice Communities Opportunity which will be a wide ranging, multiyear climate justice programme within Malawi, Zambia and Rwanda.

SDP offered event management and project management services to the Scottish Government in advance of the event, to maximise supplier attendance and engagement in Scotland and to connect with businesses based in Malawi, Zambia and Rwanda.



Prior to the event, 93 attendees registered, and, on the day, 25 individuals attended from 16 unique Scottish SME/supported businesses.

During registration for this event, businesses were asked about their interests and country of operation in relation to the climate justice opportunity. Ninety percent of unique businesses that attended stated that they were either a potential bidder, an interested stakeholder, or both in reflection to their interest in the climate justice opportunity. The majority of unique businesses that attended (66%) also declared a local presence in any or all of the countries that are part of the Programme, which include Malawi, Zambia and Rwanda. Most businesses that attended classified their primary area of interest in the opportunity as either 'International Development' (76%) or 'Climate Change/Justice' (88%).

After the event, SDP also conducted an online survey with a total of 40 responses received. Out of those responses, 18 were from Scottish based SME or supported businesses that were based in various local authorities including Edinburgh, Glasgow, Midlothian, North Lanarkshire, and the Highlands.

Feedback from Scottish based businesses showed that two-thirds were more likely to bid after attending this event organised by SDP. Nearly all (94%) of those SMEs that responded would also recommend this type of event to other businesses.

Wherever they are based, comments from all businesses that responded demonstrate the positive impact that the Open Supplier Meeting has had on their experience to engage with the Scottish Government and SDP. One supported business said: "The presentations done by the Procurement Team and indeed the entire SDP team were great and very helpful. I enjoyed all sections of the presentations." Another supported business based in Rwanda revealed: "As it was my first time attending the event, I definitely enjoyed all parts of the event and I am very interested to know a little bit more." A small-sized SME based in Edinburgh mentioned: "The information provided about the future work of the Scottish Government was extremely helpful, as was the procurement overview. The overall tone was helpful and supportive." Finally, a supported business based in Glasgow said: "I appreciated the session! It was very informative," and added, "Very well done! Very transparent process."

hub East Central - Meet the Contractor

hub East Central Scotland is a public and private partnership organisation that delivers new community infrastructure and supports the local economy across several regions: Falkirk, Stirling, Perth & Kinross, Fife, Dundee, Tayside and Angus. Around 65% of its project work is delivered by local residents and over £175 million of work has been undertaken by businesses within the hub territory.

With the focus of hub being on supporting the local economy within the communities through the supply chain – the public and private partnership organisation along with Perth & Kinross Council held an online business event in partnership with SDP that gave local businesses this opportunity to meet supply chain representatives from BAM Construction and Robertson Construction.



The virtual event held on 12 August 2021 was aimed at SMEs based in the Perth & Kinross area who could engage with those tier 1 supply chains on projects at Perth City Hall, North Muirton Primary School and Perth High School.

On the day, 18 suppliers attended all of which were Scottish SME/supported businesses. Seven of those Scottish suppliers were based in Perth & Kinross and 12 were from the regions covered by hub East Central Scotland.

Amanda Wright, Community Benefits and Social Values Manager at hub East Central Scotland, said:

“It is our priority that wherever possible our projects are delivered by local businesses that employ local people. Our partnership with SDP will play a significant role in creating more opportunities for local suppliers, increasing access to our Tier 1 contractors as well as providing them with advice and support to successfully bid for contracts.”

“More than half of the value of our project work is awarded to companies within our territory. We look forward to working with SDP to build on our success and grow the proportion of local work through effective awareness and engagement initiatives alongside our local authority clients.”

hub East Central Scotland is the first Corporate Ambassador Member of SDP. Through a partnership approach with hub East Central Scotland and its existing local authority members, SDP will engage with suppliers to help ensure the supply chain is open and transparent, and contributes to community wealth building objectives.

South Lanarkshire Council: New Quick Quote Process

SDP partnered with South Lanarkshire Council to organise a Supplier Aligned Training session in relation to the new Quick Quote process and updated tendering process with the council. The changes to the council's standing orders meant that now four out of five bids should be from local SMEs and contracts of up to £2m can be awarded for construction and other works. On the day, 63 attended from 57 unique Scottish SME and supported businesses and 18 of those unique businesses were based in South Lanarkshire (32%).



SDP conducted a survey after the event had concluded to garner feedback on their experiences and reflections after attending the event – with a total of 26 responses received. 24 of those responses (92%) heard about the event through SDP's communications either through the SDP website, through email or SDP's social media accounts. 96% rated the course content as 'excellent' or 'good'. 77% felt more positive about potentially working with this public sector organisation.

The majority of businesses (84%) who attended did have previous experience with public sector tendering with the remaining respondents saying they had no experience before today's event. Most businesses (67%) also felt more confident, more comfortable or had a better understanding about tendering for public sector contracts after attending the event.

One small business from South Lanarkshire commented: "This was my first attendance at one of these events and I found the whole process very helpful learning about the whole process of South Lanarkshire Council's tendering process and also guidance on how to be registered on PCS."

Another South Lanarkshire based business also found the event helpful: "The training was invaluable, although we were registered on PCS and PCS-Tender, we soon realised after the training that we weren't registered correctly and also explaining the categories was very helpful. We have since updated this following the advice given in the training."

Talking Tenders with Robertson FM – Hard FM Supply Chain for the Scottish Fire & Rescue Service

Robertson Facilities Management (FM), in partnership with SDP, hosted its first online engagement event in January 2022 since becoming a Corporate Member of the Programme. The event was aimed at suppliers of all sizes to fulfil the local supply chain requirements of an upcoming contract with the Scottish Fire and Rescue Service (SFRS).



Robertson FM was interested in engaging with suppliers for the full provision of Hard FM Services and potential manufacturers, suppliers and sub-contractors interested in potential forthcoming sub-contracting opportunities related to the Scottish Fire & Rescue tender exercise. This engagement webinar was the first of several that are planned for the duration of the contract to demonstrate an open and transparent supply chain in relation to Community Wealth Building.

Stephen McDonagh, Scottish Fire and Rescue Service Procurement Manager, said:

“As a member of SDP, Scottish Fire and Rescue Service understands the difficulties that SMEs face accessing relevant opportunities for them, such as those which are present in contracts like the Hard FM Services contracts, which is the largest contract to date awarded by the SFRS.”

“As such, we are delighted and encouraged to see such great attendance at the recent SDP webinar held to assist SME businesses understand the potential opportunities with Robertson FM in the delivery of our Hard FM Services Contract. As detailed in our Corporate Procurement Strategy, we are committed to improving the access to such opportunities, and the event hosted in January by Robertson FM and the SDP is pivotal in support of this.”

This event demonstrated the scale of appetite from Scottish SMEs to find out about Hard FM Services and supply chain opportunities with the majority of attendees being from Scottish SME/supported businesses. On the day, a total of 118 suppliers attended the online event, this including 95 attendees from 78 unique Scottish SME businesses which was the highest attendance from Scottish based suppliers at a Talking Tenders event in 2021/2022.

After the event, supplier feedback was very positive. Nearly all Scottish SMEs (96%) who provided feedback said they were more likely to bid after participating in the event, and almost two-thirds (65%) of those businesses felt more positive about potentially working with Robertson FM.

One supplier based in Argyll & Bute commented: “We now feel more confident. I will be looking to attend more webinars in the future to develop our skills in this area.” Another business from Glasgow City commented: “I feel more confident about tendering for this contract as the staff at Robertson's seem to be very approachable and willing to help smaller companies like ours with any issues that may arise in tendering.”

Frameworks and Dynamic Purchasing Systems are an integral part of public procurement and can be a lucrative source of business, but suppliers often require support to understand what they are and how to bid for them. SDP offers an intermediate level course as part of core training, Understanding and Bidding - Frameworks and Dynamic Purchasing Systems (DPS), which often features Scotland Excel or the Scottish Procurement Alliance as guest speakers. However, SDP also offers bespoke, aligned training for upcoming opportunities and several examples are described within this report.

South Lanarkshire Council: Training and Employability Framework

South Lanarkshire Council in partnership with SDP held bespoke, aligned training sessions tailored to Training and Employability Services. One session was delivered on 8 April 2021 and the other on 8 July 2021. In total, 105 bookings were registered on the SDP website across both events and on the day, there were 52 attendees from 47 unique Scottish SME and supported businesses across both events.

One small business based in Glasgow added after the event: "Very informative, great advice and tips from the trainer. Made me feel more confident in using PCS-Tender." Another attendee commented that: "The trainer was welcoming, clear and concise in giving the information."



Talking Tenders with West Dunbartonshire Council – Building Services Framework

West Dunbartonshire Council approached SDP to host a Talking Tenders webinar. The Council was trying to attract businesses, subcontractors and specialist contractors that were interested in its upcoming Framework for Building Services. Suppliers of all sizes who had limited or no experience with engaging with the Public Contracts Scotland Tender portal. SDP held the free webinar on 3 March 2022 and on the day, there were 13 businesses who attended and of those businesses, all of them were from unique Scottish SME/supported businesses.



One supplier based in North Lanarkshire said: “The event gave a clear overview on what West Dunbartonshire Council's procurement procedure involved and the overall PCS-T website.”

Talking Tenders with Highlands and Islands Enterprise and South of Scotland Enterprise

This event was held in collaboration with both partners Highlands and Islands Enterprise (HIE) and South of Scotland Enterprise (SOSE) to raise awareness and support suppliers so that they could understand more about the tender opportunity and process. HIE were seeking suppliers for its upcoming Research, Appraisal, Evaluation and Delivery Framework which consisted of 3 Lots with SOSE collaborating with HIE on Lot 3. Representatives from HIE and SOSE were in attendance at the event delivered on 31 March 2022 to introduce the key points and considerations of the framework as well as participate in a live Q&A session. On the day, there were 43 businesses who attended and of those businesses, 25 attendees were from 22 unique Scottish SME or supported businesses.



Supplier feedback was very positive with one attendee commenting: “The trainer was exceptional! I have never been on a call, meeting, or workshop helmed by such a proficient, warm and professional person. Well done and a real credit/asset to the organisation.” Another added: “I found the structure of the event very clear and everything was covered in the time of the webinar.”

Talking Tenders with the Scottish Procurement Alliance (SPA) – Housing Construction Framework - H2

Following on from general supplier engagement events held in previous years, SDP organised another for this framework opportunity in August 2021. At this event, representatives from SPA were able to discuss in detail the H2 Framework and its 22 Lots with potential suppliers able to ask questions to help them fully understand what is required when bidding for this framework. SPA was keen to engage with as many companies as possible throughout Scotland, particularly SMEs and supported businesses, as part of the crucial development of its Housing Construction (H2) Framework including the development of new build housing projects such as:



- Traditional housing – Houses, bungalows, flats, apartments
- Care homes, extra care and supporting living accommodation
- Student accommodation
- Conversion of commercial buildings for residential use
- Rooftop developments
- Medium to high rise housing
- Key worker accommodation
- Net Zero Carbon and low energy buildings
- Mixed use sites, housing plus community or commercial buildings etc
- Development agreements and land purchases
- Associated groundworks, civil engineering and infrastructure works
- Site demolition and clearance

In total, 6 suppliers attended this Talking Tenders event, with all attendees being from unique Scottish SME or supported businesses.

Feedback:

“The whole session was relevant and helpful. It was good that I’d already been onto the system first so I could understand the live navigate part of the webinar better.”

Talking Tenders with Scotland Excel – Building Construction Consultancy Framework

Scotland Excel approached SDP to deliver a Talking Tenders webinar event related to the developing framework for construction related consultancy services. The framework intended to support delivery of local authorities' Strategic Housing Investment Plans, City Deal Projects, as well as operational building monitoring and maintenance.

The free event delivered on 6 July 2021 had one of the highest attendances at a Talking Tenders event in the latest financial year – second only to the event held in partnership with Robertson FM. On the day, 91 suppliers were in attendance and of those, 64 were from 56 unique Scottish SME businesses. All those who attended were able to engage with Scotland Excel, ask questions and ensure that they would be 'tender ready' when bidding for a place on this national framework opportunity.

SDP also conducted an online survey after the event concluded, and there were 44 responses. The majority of those who responded to the survey were Scottish SME businesses (75%). Feedback from this audience demonstrated the positive impact these sort of partner events can have for small and medium sized businesses based in Scotland with 85% saying that they were more likely to bid for more public sector contracts after attending the event.



Talking Tenders with Highlands and Islands Enterprise (HIE)

Highlands and Islands Enterprise (HIE) held its first Talking Tenders event in partnership with SDP on 2 November 2021. HIE is the Scottish Government's economic and community development agency for the north and west of Scotland aiming to build a prosperous, inclusive and sustainable economy across the Highlands and Islands. At this event, local businesses and social enterprises were able to gain an insight into HIE's Procurement Strategy, updated in June 2021, as well as their forward plan of contract opportunities to be procured over the next year.



On the day, 57 suppliers were in attendance and of those, 42 were from 41 unique Scottish SME businesses. The majority of those Scottish businesses (61%) in attendance were based in the Highlands and Islands regions. Feedback from this event highlighted the positive impact it had on Scottish SMEs, all bar one who responded said that they were more likely to bid for more public sector contracts after attending with one business based in Highland Council adding: "These events are invaluable to us in the third sector - thank you so much to the team for providing such a great series of events."

Using PCS and PCS-Tender – Scottish Borders Council: Subcontracting Services Framework

Scottish Borders Council in partnership with SDP held two training events in relation to a Subcontracting Services Framework for works including landscaping, fencing, groundwork, and additional services. At these events, representatives from the council discussed the key points and structure of the framework agreement along with SDP who provided training on using Public Contracts Scotland Tender (PCS-Tender).



This training workshop helped suppliers – particularly those who may have never or have limited experience in bidding for a contract – to understand how to bid for this opportunity. Both events took place in April 2021, with the first being held on 20 April and the other on 29 April. Across both events, 48 bookings were registered on the SDP website, and in total, there were 21 attendees from 20 unique SME businesses. (8 of those located in the Scottish Borders).

One supplier said after attending the training session: “Well presented and great that it covered the tender we are bidding for.” Another business based in Scottish Borders commented that they: “Look forward to attending more of these webinars in the future.”

Feedback:

“Some good information provided that will assist us in the tender process.”

“I enjoyed that we walked through the process on the actual website rather than just looking at the slides.”

“The content was excellent, and I look forward to attending and learning more.”

“The session was easy to attend. The trainer and host were both very good.”

The City of Edinburgh Council - Temporary Accommodation

The City of Edinburgh Council was looking to establish a flexible purchasing system for temporary accommodation. The long-term opportunity aimed to increase Edinburgh's capacity for temporary accommodation. The City of Edinburgh Council approached SDP to host this follow-up session delivered on 9 June 2021 which would support suppliers that wanted to bid for this opportunity with the deadline set for the start of July 2021.



The Council required accommodation and associated services which were tailored to residents' needs and could adapt by flexing capacity whilst having a focus on value for money and allowing continued change and improvement. The system was similar to a Dynamic Purchasing System; however, it operated with greater flexibility. The purchasing system consisted of Categories, each specified the type of accommodation and services required.

The Council used the PCS-Tender online portal to run and manage the opportunity, and as such strongly encouraged interested potential providers to attend this aligned training session. On the day, 34 attendees from 27 Scottish SME and supported businesses (74% were based in Edinburgh) were given a live walkthrough of the PCS & PCS-T portals, to demonstrate the bidding process for its contract.

After the event, 100% of suppliers who provided feedback said that they were more likely to bid for this contract after attending with one supplier from Edinburgh adding: "I now feel better equipped to use the PCS portal."

Feedback:

"The Q&A at the end of the sessions was very useful."

"This is my first experience of tendering for a contract. It feels quite overwhelming and complicated, but the event helped to allay some of my fears."

"This session was very informative."

Using PCS & PCS-T to bid for the Argyll and Bute Council - Capital Building Works DPS

In October 2021, SDP in partnership with Argyll and Bute Council held an aligned training session for contractors interested in the call for competition for Capital Building Works contracts under £2m. Argyll and Bute Council had procured lower value (non-regulated under £2m) Capital Building Works contracts through Quick Quotes and were planning to replace this system with a lotted Dynamic Purchasing System (DPS).



The bespoke event delivered on 13 October provided support for businesses on how to apply and bid for this DPS contract opportunity with a demonstration on using PCS & PCS-T from an SDP expert trainer. The Building Works contracts covered the following types of works:

- General Building Works
- Electrical Works
- Roofing Works
- Heating Works
- Fire & Intruder Alarm Works
- Renewables Works

On the day of the event, a total of 13 individuals attended from 10 unique businesses. All of those businesses were Scottish SMEs and 50% were located in the Argyll and Bute area.

Feedback:

"The Q&A was great!"

"It was helpful to get a recap of the portal in case there were any changes, or anything else we might learn."

"It was useful to have people from the Council available to answer queries."

PCS Contract Award Data

Buyer	No. of responses	No. of successful suppliers
City of Edinburgh Council	60	54
Forestry and Land	24	10
Highlands and Islands Enterprise (Website Development)	5	3
Highlands and Islands Enterprise (Property Consultancy)	5	3
Highlands and Islands Enterprise (Support for Communities)	11	8
Perth & Kinross Council	24	23
Scottish Borders Council (Sub-contracting Services)	190	190
Scottish Borders Council (Early Learning)	29	29
South Lanarkshire Council	41	40



SDP Supplier Data and PCS Open Data

Buyer	% successful suppliers that attended SDP training	% successful suppliers engaged with SDP	Bookings	Scottish SMEs	Registered with SDP
City of Edinburgh Council	65%	8%	145	77	73%
Forestry and Land	70%	10%	18	15	80%
Highlands and Islands Enterprise (Website Development)	100%	100%	6	6	100%
Highlands and Islands Enterprise (Property Consultancy)	100%	100%	6	6	100%
Highlands and Islands Enterprise (Support for Communities)	63%	37%	22	18	100%
Perth & Kinross Council	22%	70%	27	10	92%
Scottish Borders Council (Sub-contracting Services)	9%	41%	21	20	50%
Scottish Borders Council (Early learning)	90%	3%	54	30	93%
South Lanarkshire Council	60%	10%	52	47	70%

SDP Social Media

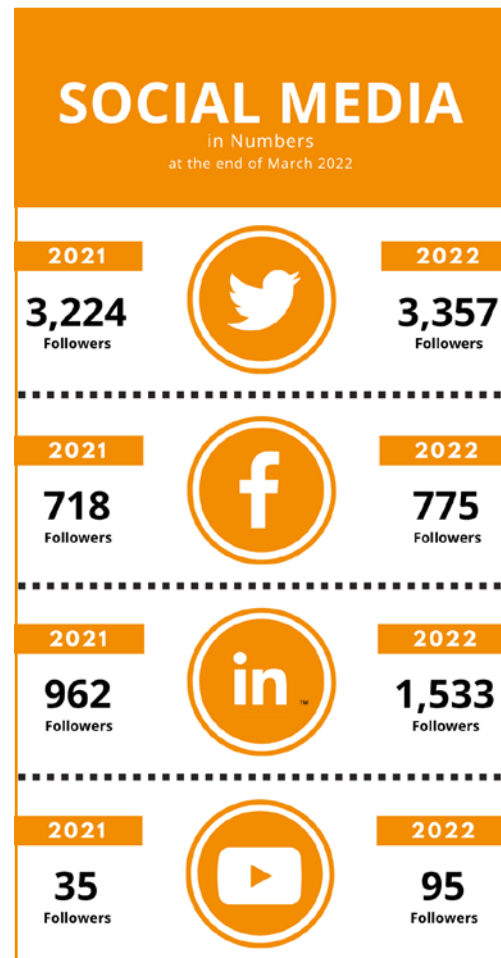
SDP uses social media to share information on upcoming training opportunities, events, market information, media releases, news, contract opportunities and other items of note relating to procurement, Public Contracts Scotland, and SDP member organisations.

During 2021/2022, SDP encouraged suppliers and partners to utilise hashtags, including:

#HelpingYouBidBetter
#PowerOfSDP
#SupplierOpp
#10DR
#MeetTheBuyer2021
#MeetTheBuyerNorth2021

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



Social Media Platforms

SDP can be found on Twitter, Facebook, LinkedIn and YouTube. From 1 April 2021 to 31 March 2022, SDP increased its social media presence on the four channels. This was reflected as an 4% increase in followers on Twitter, a 8% increase on Facebook, 59% increase on LinkedIn and a 171% increase on Youtube.

In 2021, SDP achieved a verified 'blue tick' badge on Twitter, giving authenticity to the account. All 32 Scottish local authorities now follow SDP on Twitter. SDP encourages all public sector buying organisations to follow and share SDP posts about free tender support with their audiences on all four social channels.

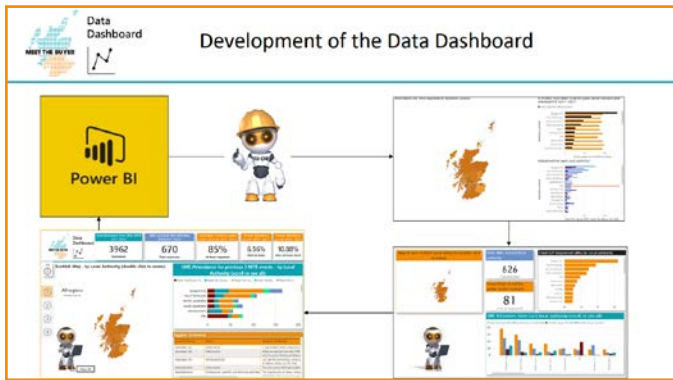


✔ Congratulations! You're now verified. With this badge comes great responsibility.



Twitter Verified followed you

Meet the Buyer Data Dashboard - Data Lab MSc Placement Project



As a first-time host of the Data Lab MSc placement programme, SDP set out to inject innovation into its historic data for national and regional Meet the Buyer events. SDP had collected substantial amounts of data and these datasets had been utilised in singular reporting. Engaging with the Data Lab gave much needed capacity and innovation to revolutionise SDP's existing and future data analysis and visualisation techniques.

Over the course of the 12-week placement programme – which took place in Summer 2021 – a proactive approach was taken to firstly review the methods for data collection and management as well as to identify a solution that would allow past and present datasets to be visualised in an effective and sustainable manner.

This innovation resulted in a new Meet the Buyer Data Dashboard, which is now embedded in the SDP website for all public sector membership organisations to utilise on demand. The data dashboard was developed and implemented using Microsoft's Power BI tool. This allows for the dashboard to provide users with an interactive experience when accessing, visualising, and filtering data for Meet the Buyer events as well as from other SDP data sources. The dashboard will also aim to improve future access to data with versions being frequently updated to reflect the most relevant and up-to-date data on SDP's events and activities as well as increased reporting capabilities deployed through user experience and feedback.

Currently, the data visualised in the Meet the Buyer Data Dashboard consists of attendance and post-event survey responses from Scottish SME/supported businesses who have attended MTB events from 2017 to the latest Meet the Buyer events in the last financial year. It also contains annual supplier registration figures with SDP, and supplier totals by sector with comparable data on Scottish SMEs provided by the Office for National Statistics (ONS). Data and the data visualisations will be continuously revised and updated to provide up-to-date figures and visualisations on SDP's existing and future events.



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