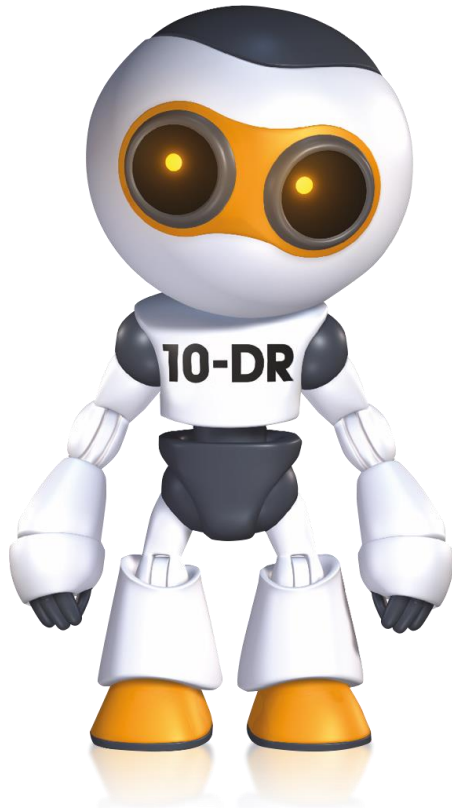


# Supplier Development Programme

Helping You **Bid Better**



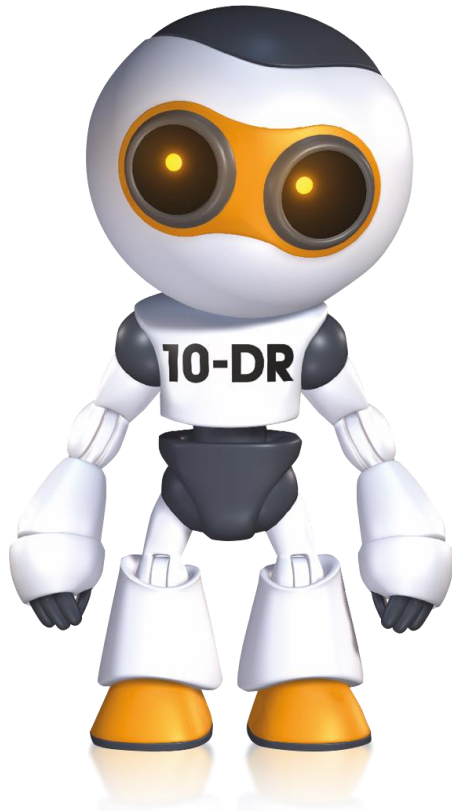
**SDP and Moray Council**



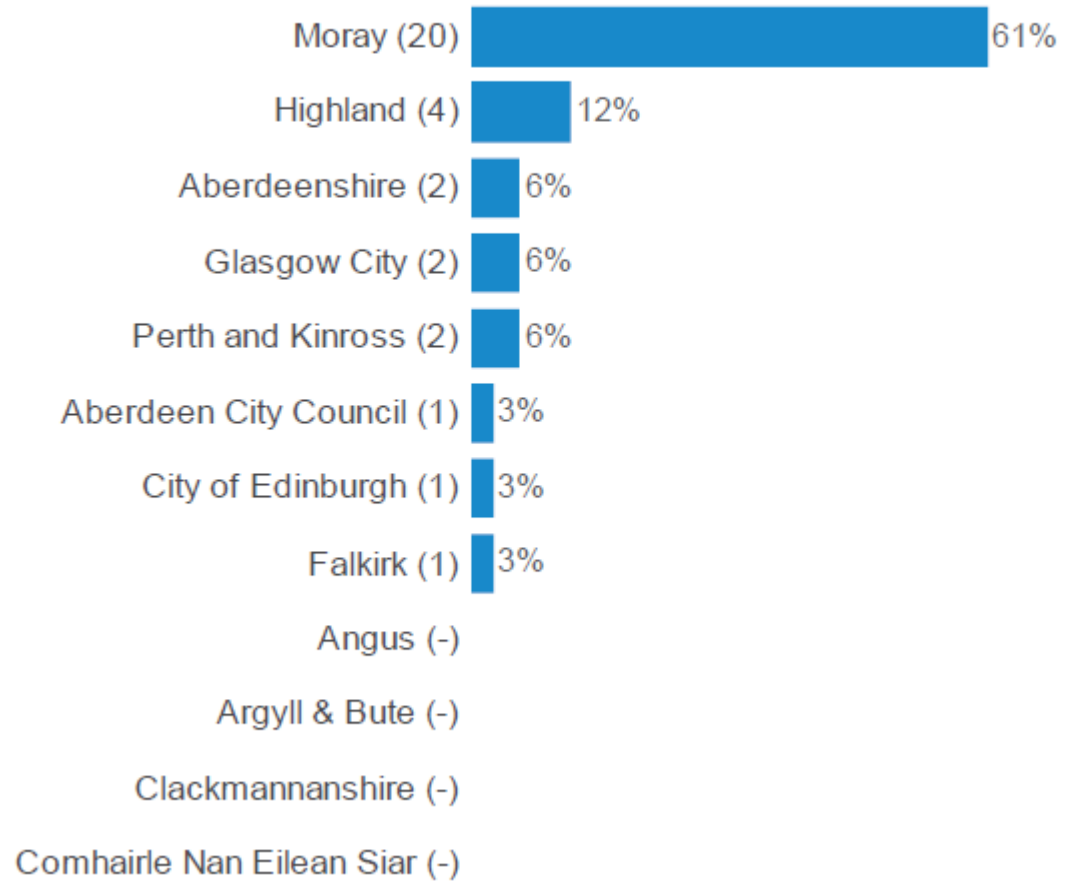
## Moray Launch Initial Survey Results

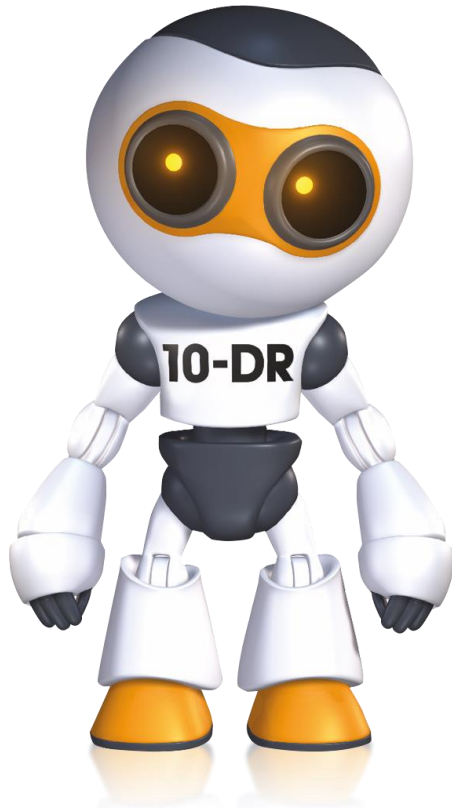
This report was generated on 26 September 2019. Overall, 33 respondents completed the questionnaire.

We know that the number has risen significantly since this date, and final results will be available on the SDP website after 7 October 2019, along with the data collected in today's "snap poll" (more on that later!).



### Where is your business based?

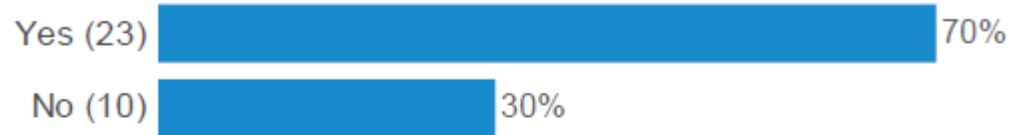




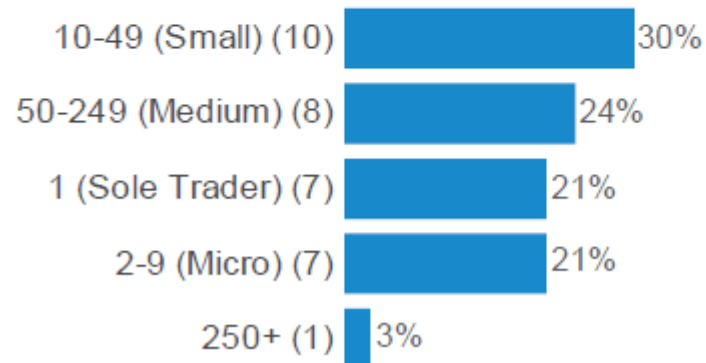
### Are you registered on [www.sdpscotland.co.uk](http://www.sdpscotland.co.uk)?

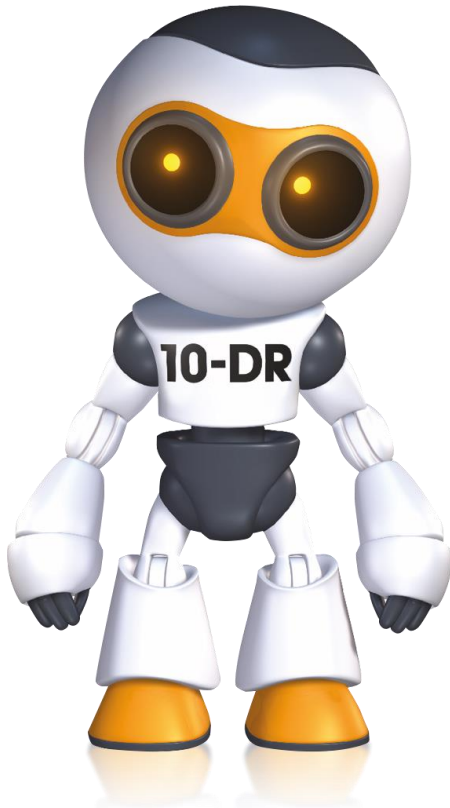


### Are you registered on [www.publiccontractsscotland.co.uk](http://www.publiccontractsscotland.co.uk)?



### What size is your business?





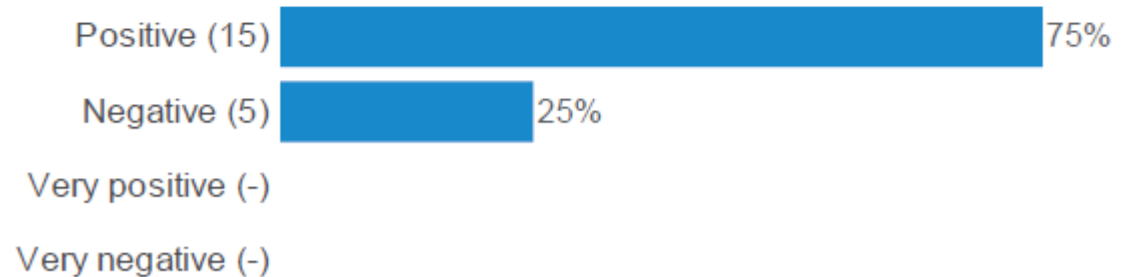
### Are you a charity or supported business?



### Have you tendered for an opportunity from a public sector before?



### If yes, how was your experience of this?



## If you have not tendered for an opportunity from the public sector before, can you say why not?

“The Opportunity has never arisen”

“We have had the business for 4 years and my daughter has just gone to primary 1 so I now have more free time to concentrate on my business and tendered opportunities.”

“New venture”

“Haven't really considered it until now”

“I have only recently come into post and have not yet had the opportunity to be part of the tender process.”

“My business is relatively new so the opportunity has not been given to me yet.”

“Unaware of system.”

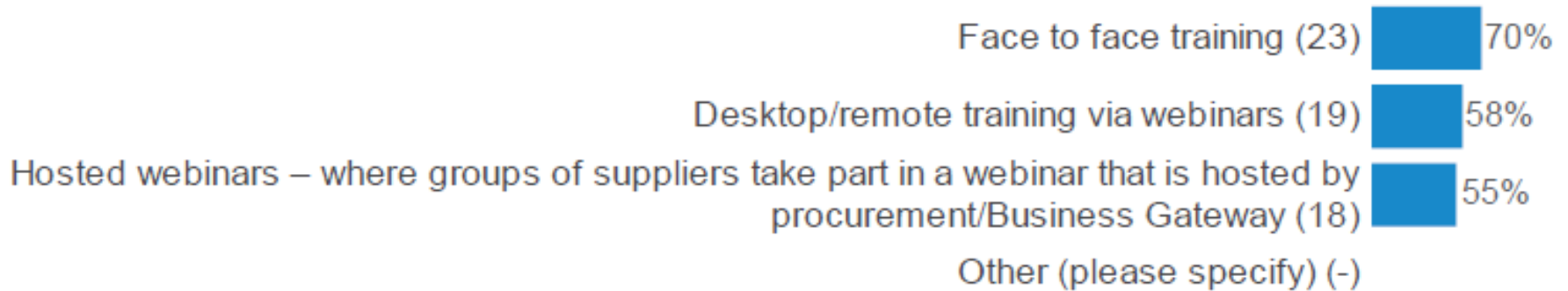
“Only been trading the last 3 months and nothing of interest has come available in this time.”

“New start business”

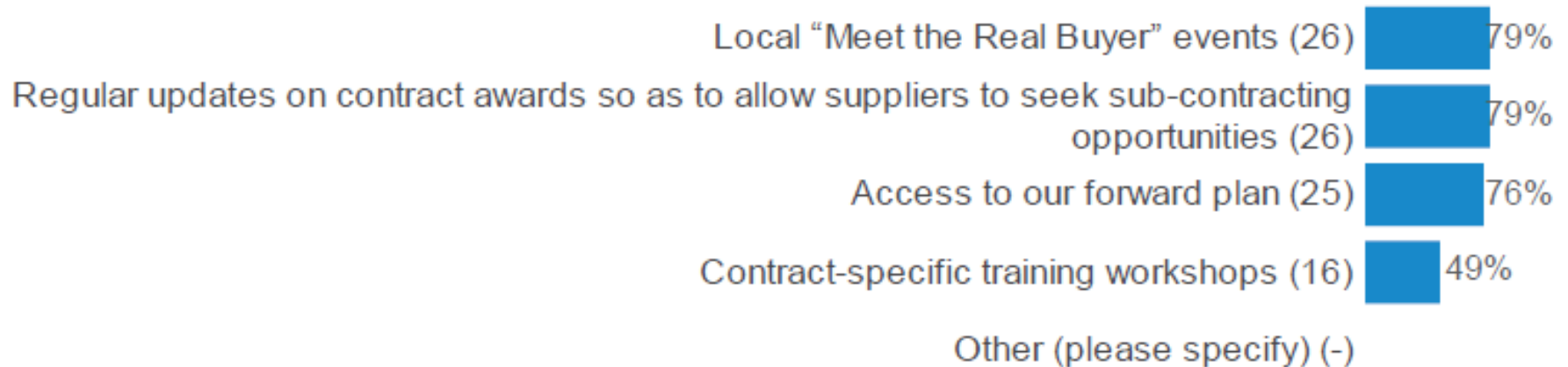
“Not seen any suitable”

“Not sure how to do it”

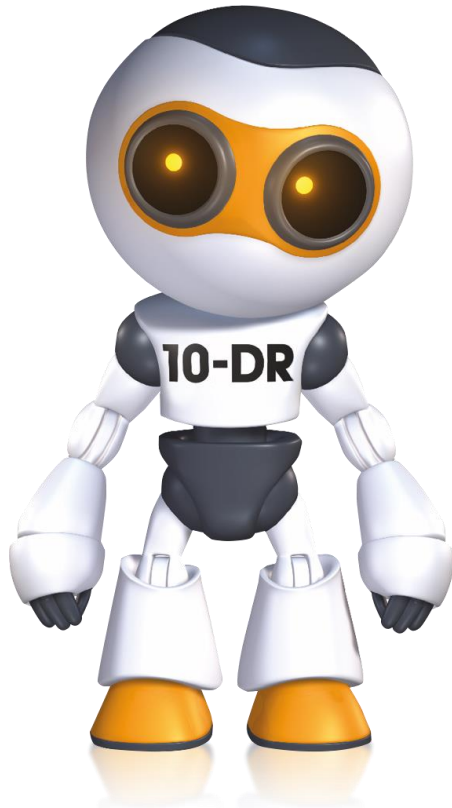
**In this respect, please tell us: what do you want from Supplier Development Programme? (select all that apply)**



**Please tell us: what do you want from Moray Council? (select all that apply)**





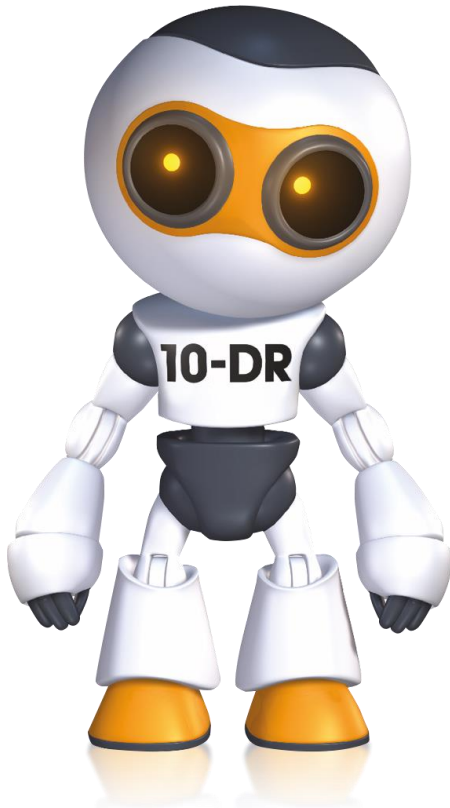


## SDP Snap Poll

We would like to conduct a “snap poll” to tell us what face-to-face and webinar training you would like to see scheduled in the Moray Council area to benefit your business.

We will collate this data and future SDP training will be based upon this.

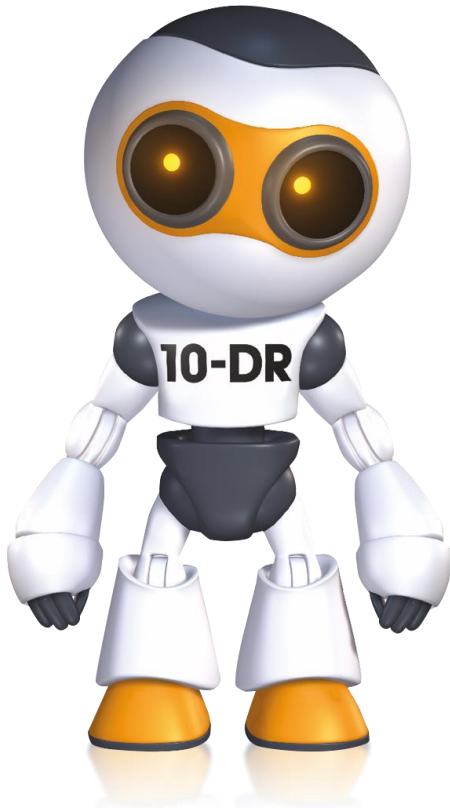
Once completed, please pass this to the nearest member of staff.



## Do you have any other comments? (and the Questions that arise!)

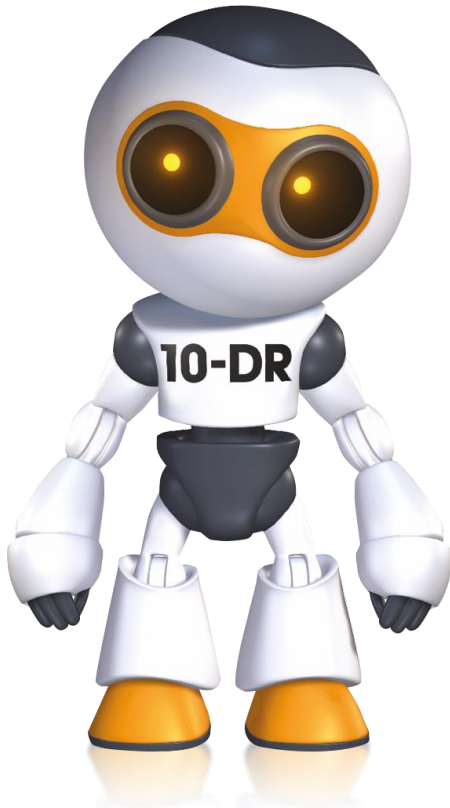
“Information is very good and I thank you for that, most of the problems are probably down to ourselves, but we are getting better.”

“Buyer engagement with suppliers is required prior to live tending. Suppliers need advance warning of opportunities. More PIN Notices would both allow the buyer to test the market and it gives the supplier a much better prospect of offering a proposal to the buyer.”



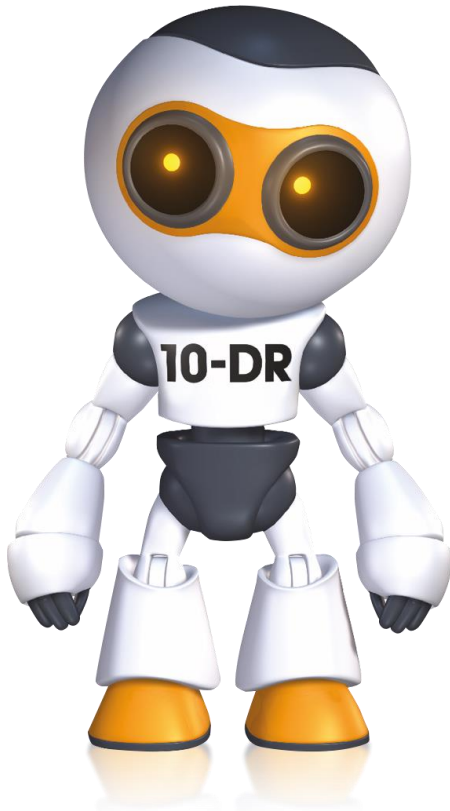
## Do you have any other comments? (and the Questions that arise!)

“As a small business working in engineering consultancy, we find it problematic in establishing ourselves as alternatives to providing environmental and geotechnical consultancy services that are often being provided by the larger consultancies, notwithstanding a commitment to use SMEs as far as reasonably practicable. I am hoping that this chance to meet with Moray Council (and others) will give us a chance to put a face to the name when it comes to tender responses. We want to tailor our service offering to best suit the needs of the client, we can't do this when we are not getting beyond initial tendering stages.”



## Questions and Answers

What are your Questions for the Moray Council Procurement Team and the Supplier Development Programme?



## Feedback

Please fill in the feedback form to let us know how we can improve in the future.