



**AYRSHIRE**  
**GROWTH DEAL**

# Suppliers guide to the Ayrshire Growth Deal

- 19 projects based around five programmes •



**A guide for small and  
medium sized businesses**

## What are Growth Deals?

Growth Deals are agreements between the UK Government, the Scottish Government and a local government designed to bring about long-term strategic approaches to improving regional economics. Growth Deals are delivered by regional partnerships between partners. The aim of these collaborations is to drive inclusive economic growth.

### What is the Ayrshire Growth Deal?

It is an agreement between the UK Government, Scottish Government and East, North and South Ayrshire Councils. It is the first non-City Region Deal in Scotland with a financial commitment of £251.5m to be delivered over 10 years. The deal is estimated to create 7,000 new jobs, unlocking an additional £300m from private sectors.

The deal is made up of 19 projects, based around five programmes:

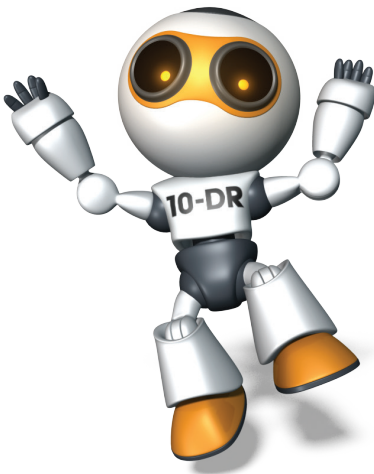
**Aerospace and Space; Energy, Circular Economy, and Environment; Economic Infrastructure; Tourism; and Communities.**

Projects focus on infrastructure investment designed to act as a catalyst for business growth, and are complemented by a Skills and Inclusion Programme and a Community Wealth Building Programme.



## What does the Ayrshire Growth Deal mean for my business?

- The Deal will position Ayrshire as one of the UK's leading centres of Aerospace and Space activity.
- Improved infrastructure - creating conditions for growth providing jobs, strong regional supply chains and skills development.
- The Energy, Circular Economy and Environment programme will support innovation and development in energy products.
- The Tourism programme will build on and strengthen existing tourism to make a highly desirable place to visit, live, work and invest in.
- Improved digital connectivity infrastructure - helping to attract global businesses.
- A Regional Skills and Inclusion Programme will ensure businesses and communities are given the chance to engage with and benefit from new opportunities.
- A Community Wealth Building (CWB) Fund to support place-based CWB activity.



More information about the Ayrshire Growth Deal projects can be found at:  
[www.ayrshiregrowthdeal.co.uk](http://www.ayrshiregrowthdeal.co.uk)  
Follow the Ayrshire Growth Deal on Twitter:  
[@AyrshireDeal](https://twitter.com/AyrshireDeal)

## What support is available to prepare for the Ayrshire Growth Deal?

The Supplier Development Programme (SPD) is working to support SMEs to make the most of the opportunities through the Ayrshire Growth Deal.

### What help is available?

SDP is a free service which offers training and support to help micro, small and medium sized businesses find contracts, understand the tender process, and improve their bids through tender training available via face-to-face 'classroom style' courses, online webinars and eLearning.

SDP organises events year round across Scotland on a number of tender-related topics. Training is divided into beginner, intermediate and advanced levels so you can decide what is best for you. SDP also provides aligned training on specific contract opportunities to help SMEs get tender ready.

The training programme includes:

- Working with the Public Sector
- Accessing opportunities through Public Contracts Scotland
- The SPD – How to pass the selection stage
- Improving your bid score to increase your win rate
- Managing the bidding process effectively
- Tender resources, news and information

[www.sdpscotland.co.uk](http://www.sdpscotland.co.uk)



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# AYRSHIRE GROWTH DEAL

## The Ayrshire Growth Deal regional partners are:

- Ayrshire College
- Clyde Marine Planning Partnership
- East Ayrshire Council
- Glasgow Prestwick Airport
- The HALO Kilmarnock Ltd
- North Ayrshire Council
- NPL Estates Ltd
- Peel Holdings
- Scottish Enterprise
- Scottish Futures Trust
- Scottish Government
- Skills Development Scotland
- South Ayrshire Council
- Transport Scotland
- UK Government
- University of Glasgow
- University of Strathclyde
- University of West of Scotland
- VisitScotland
- Third sector agencies
- Ayrshire's business and resident communities

**Supplier  
Development  
Programme**

Helping You **Bid Better**

**SDP provides free tender training and information to help Scottish SMEs win public sector contracts.**

**"Fantastic event which changed the way we bid for contracts."**

**"I was able to learn that the tender process isn't too 'scary'."**

**"SDP has helped us compete with bigger business."**

**"The course helped us score 197/200 for one tender!"**

**All events are free of charge for businesses registered with the Supplier Development Programme.**

**For booking and venue information visit: [www.sdpscotland.co.uk](http://www.sdpscotland.co.uk)**

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