



Robertson FM engages with over 100 suppliers with the help of SDP

Robertson Facilities Management (FM), in partnership with the Supplier Development Programme (SDP), hosted an online engagement event for 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

Robertson FM is one of the UK's largest family-owned construction, infrastructure, and support services businesses, and is a Corporate Member of SDP.



Robertson FM, in partnership with the Supplier Development Programme, hosted a free Talking Tenders webinar in January 2022 that focused on a Hard FM Services contract opportunity for the Scottish Fire and Rescue Service (SFRS).

In total, 118 suppliers attended the online event to find out how to engage with the Robertson FM supply chain. This included 95 attendees from 78 unique Scottish SME businesses.

Stephen McDonagh, Scottish Fire and Rescue Service Procurement Manager, said: "SFRS recognises that SMEs, including third and fourth sector organisations, can support economic growth and employment in Scotland. This is particularly important in the recovery from COVID-19."

"As a member of SDP, SFRS 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."

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.

Sean Hunter, Operations Director for Scotland, said: "Robertson FM became members of SDP with a view to support our aim of engaging with a wider and more diverse supply chain across local communities in Scotland."

He continued: "At a recent event, organised in partnership with the Supplier Development Programme and our client, Scottish Fire and Rescue Service, Robertson FM was introduced to more than 100 suppliers that we may otherwise have been unaware of, which will be key to the successful delivery of our Hard FM contract with SFRS. We look forward to building upon this solid foundation and putting the expertise of SDP to work to continue our commitment to an open transparent supply chain."