

Re:markable

Remarkable wins top marks through SDP

After accessing free tender training through the Supplier Development Programme, Remarkable learned how best to fully describe its services in its tenders and subsequently found bidding success.

Remarkable

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



Since first registering with the Supplier Development Programme (SDP) in 2018, Remarkable was successful in bidding for a contract from Perth & Kinross Council to supply 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!"

Find out more about Remarkable by visiting www.thisisremarkable.com.