



SDP Helps M2M Cloud Win Silver Lining with Highland Council Contract

Based in Dundee, M2M Cloud won its first public sector contract with the Highland Council after engaging with free training through the Supplier Development Programme.



M2M Cloud won its first ever public sector contract in August 2019, following the development of a novel internet of things (IoT) water-monitoring technology.

The software developer secured a competitively tendered three-year agreement to supply sensors to more than 100 Highland Council buildings, which will enable the local authority to remotely gather data about its water systems. M2M Cloud built its technology, called Neptune, following the success of an initial proof of concept project developed by CENSIS – the Innovation Centre for sensor and imaging systems and IoT.

Since first engaging with the Supplier Development Programme in February 2017, staff from M2M have participated in numerous events and training through the Supplier Development Programme, including a national Meet the Buyer event, two webinars, and “Improving Your Bid Score” face-to-face training in Dundee.

Scott Edgar, operations director at M2M Cloud, said: “The SDP training session provided insight and tips which proved to be invaluable advice when applying for our first public sector contract. The session was delivered by a former procurement officer and it gave us a view from the procurement perspective, such as how public sector bodies mark applications, what they look for from bids, and how the process operates internally.”

Scott continued: “Using the PCS-Tender website for the first time was a daunting experience and weeks of hard work. SDP training gave us that extra bit of help to get our bid over line and ultimately has given us the experience to approach future tenders full of confidence.”