

Suppliers' Guide to Glasgow City Region City Deal

- Register on Public Contracts Scotland website www.publiccontractsscotland.gov.uk and sign up for contract alerts
- Register with the Supplier Development Programme at www.sdpscotland.co.uk and see what training is available
- Check all your insurance and policies are up to date
- Attend SDP annual Meet the Buyer event and meet the City Deal team
- Follow SDP on Twitter [@sdpscotland](https://twitter.com/sdpscotland) and City Deal [@glasgowcitydeal](https://twitter.com/glasgowcitydeal) to be kept up to date with the latest news and developments



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

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Glasgow City Region City Deal

- 26 projects • 8 local authorities •
- £1.13bn investment •



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

What are City Deals?

Scotland's City Deals are agreements between the UK and Scottish Governments and a city or region that devolves powers and resources to local government. Through investment, it aims to create economic growth in the region and help local businesses develop.

Glasgow City Region City Deal

The Glasgow City Region City Deal is an agreement between the UK Government, the Scottish Government and eight local authorities across the Clyde Valley. The eight local authorities are:

- East Dunbartonshire Council
- East Renfrewshire Council
- Glasgow City Council
- Inverclyde Council
- North Lanarkshire Council
- Renfrewshire Council
- South Lanarkshire Council
- West Dunbartonshire Council

This partnership of eight neighbouring local authorities has secured an infrastructure investment of £1.13 billion, making it one of the largest City Region Deals in the UK. It will focus improvement in the Glasgow and Clyde Valley through 27 projects. Of these, 21 are major infrastructure projects. This programme of work is projected to add to the value of the local economy over 20 years.

The City Deal encompasses 27 projects across three key themes: **Infrastructure, Skills & Employment and Innovation and Business Growth.**

A list of all the infrastructure projects can be found at www.glasgowcityregion.co.uk/article/7626/Projects

What does City Deal mean for my business?

The City Deal will support the local area to achieve its shared long-term vision for the local economy through:

- Improved infrastructure - £1.13 billion fund to support the delivery of an improved transport network across Glasgow and the Clyde Valley, key development and regeneration sites and improved public transport;
- Growth in life sciences - establishment of world class research and development and commercialisation facilities;
- Supporting business innovation - providing additional business incubator and grow-on space for entrepreneurs across the region enabling more small and medium enterprises to grow;
- Tackling unemployment - creation of thousands of new jobs and establishment of programmes to provide targeted support to 16-24 year olds and vulnerable residents, and testing new ways of boosting the incomes of people on low wages to make them more self-reliant.

Where can I find these contracts?

Details of upcoming contracts, values and anticipated procurement timescales can be found on www.glasgowcityregion.co.uk/Procurement

- Use the Projects tab on the home page of the www.publiccontractsscotland.gov.uk website and select Glasgow City Region City Deal to view contract opportunities
- Once a major contract has been awarded, you can approach the contractor directly and ask about their requirements
- To receive email updates of all notices published for the Glasgow City Region City Deal projects, add the project to your alert profile on PCS

Although the work will take place in the Glasgow and Clyde region, any business from Scotland, the UK and Europe can bid for work.

City Deal and the Supplier Development Programme

The Supplier Development Programme (SDP) is working to support small and medium sized businesses to make the most of opportunities through the Glasgow City Region Deal.

What help is available?

The Supplier Development Programme is a free service which offers training and support to help small and medium sized businesses find contracts, understand the tender process, and improve their bids. SDP also provides downloadable guides and online training, through webinars.

SDP runs 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.

Our training programme includes:

- Introduction to working with the public sector
- Using the Public Contracts Scotland website
- Improving your bid score
- Understanding frameworks
- Policy workshops
- And much more!

To book or find out more check out our website www.sdpscotland.co.uk

