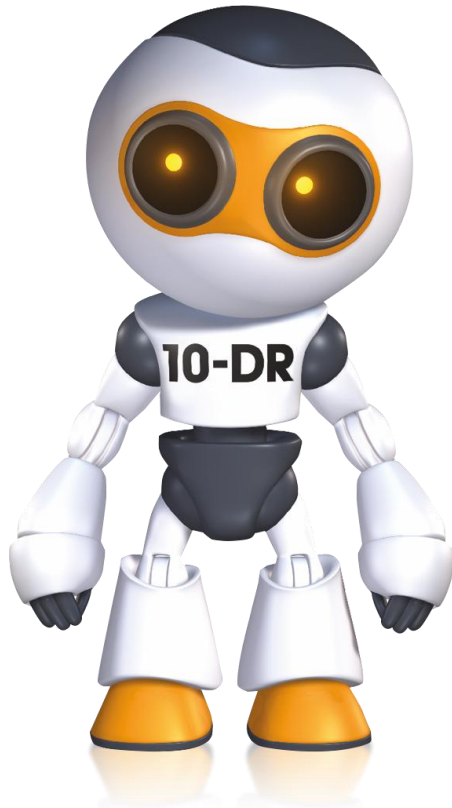


Supplier Development Programme

Helping You **Bid Better**



Supporting the Glasgow and Clyde Valley City Deal

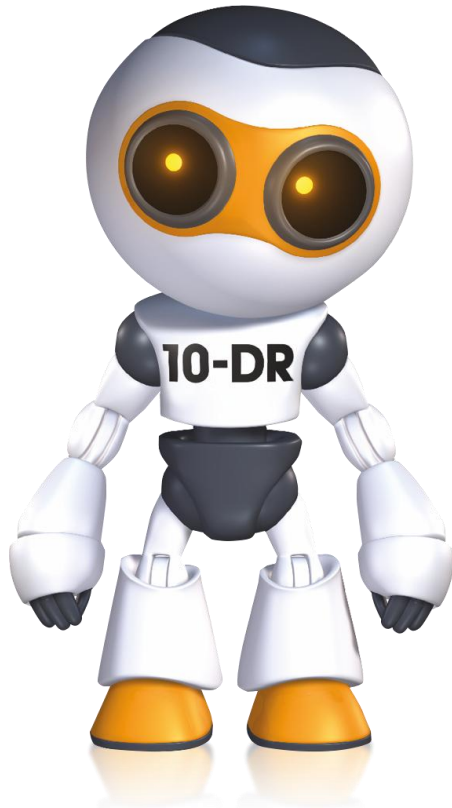


Welcome to the Supplier Development Programme

SDP is a local authority initiative in partnership with Scottish Government and DSBEF .

The aim of the programme is to ensure that Scottish Third Sector organisations and SME's have access to free procurement advice and training, to ensure they can FIND, WIN and KEEP government contracts





Supplier Development Programme

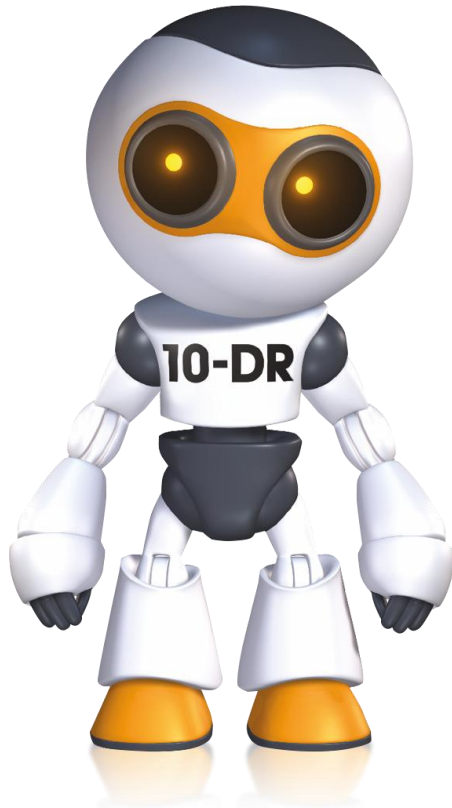
Who we are

Launched in 2009

31 Scottish local authorities, the Third Sector
& Supported Businesses

National Team based at South Lanarkshire
Council

Over 7,300 registered business throughout
Scotland



Supplier Development Programme

Key Objectives

Raise awareness of opportunities arising from public sector spend

Provide training and support on all aspects public sector tendering

Improve the tender readiness of local suppliers

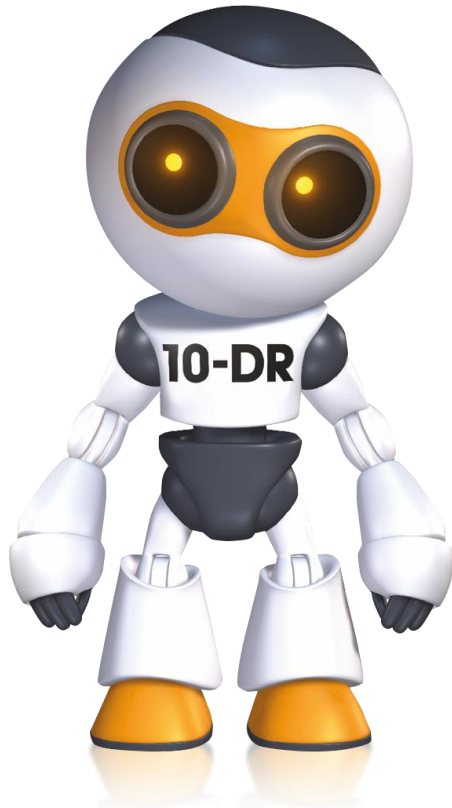
Promote links and integrate with other government business support services

Service Offerings



Online Resources www.sdpscotland.co.uk

- Online learning materials
- Procurement jargon buster
- Contacts for your region
- Supplier Register
- Links with Public Contracts Scotland and other Business support groups



Service Offerings

Training Programmes

- Regional face to face workshops offered over 3 levels
- Industry specific workshops
- Policy Workshops
- Interactive Webinars

Meet the Buyer

- Information days
- Partner and Business Support events
- Access to local buyers and economic development staff

Introductory Module

Introduction to Working with the Public Sector

This introductory module is recommended for anyone new to bidding. It provides a comprehensive overview of the public sector market and introduces the concept of tendering and procurement.

Level 1

For businesses who are new to tendering, or refreshing their skills.

1.1. Are you ready to tender? Is the Public Sector for you?

This workshop helps you decide if your business is ready to start bidding and sets you on the first steps.



1.2. Using Public Contracts Scotland (PCS) and other portals

Learn about Public Contracts Scotland (PCS), Quick Quotes, Supplier Profile, PCS-T and other e-tendering systems at this workshop.

1.3. Winning work through the supply chain

You don't have to tender to get public sector work. Many contractors use smaller suppliers to help fulfil public contracts. This workshop explains how to get into the supply chain.



Level 2

For businesses with some tendering experience who are looking to improve.

2.1. Understanding framework agreements

Frameworks can be a lucrative source of business but it's important to understand the agreement. This workshop explains the types of framework available and what you can expect from them.

2.2. Completing a pre-qualification questionnaire (PQQ)

This workshop covers the PQQ and invitation to tender (ITT) stages of the tender process. It provides tips and guidance to improve your success rate.

2.3. What the buyer looks for in your tender

Ensure your score is as high as possible by understanding what buyers are looking for from your bid.

2.4. Sustainable procurement

This workshop covers environmental issues and community benefits, a key part of many public contracts. It is particularly recommended for third sector organisations.



No matter what your level of experience, we have an event for you!



Level 3

For experienced bidders looking to win more work.

3.1. Seeking feedback and improving your bid

This workshop for experienced bidders will explain your rights as a bidder and how you can learn from successful and unsuccessful bids.

3.2. Expanding your marketplace

This workshop will show experienced bidders how to grow your business by exploring new public sector markets, including Rest of UK, EU and international.

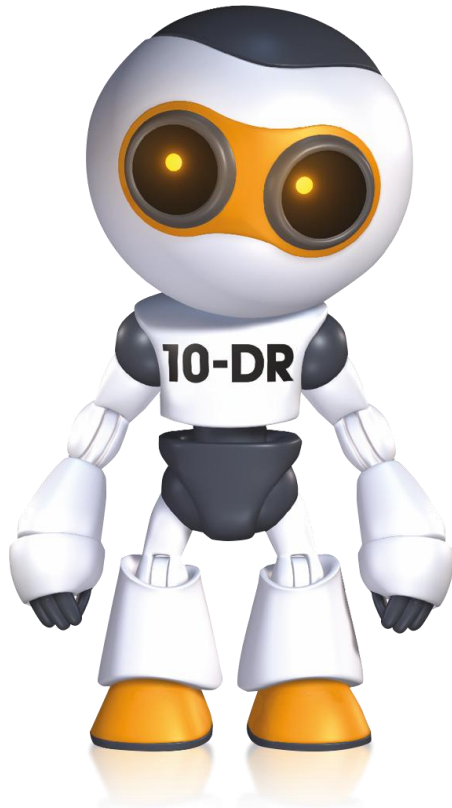
3.3. Keeping the contract - the importance of Contract Relationship Management

Winning a tender is just the beginning. This workshop explains how to deliver on your contract and what to do when things go wrong.

Get Ready for GCV City Deal

- **Sign up** to Public Contracts Scotland www.publiccontractsscotland.gov.uk
 - Sign up for the contract alerts
 - Complete your profile and set to Public.
- **Register** with the Supplier Development Programme www.sdpscotland.co.uk
 - Access the Events and Training programme calendar
 - Keep up to date with Events and opportunities via the newsletter
 - View the City Deal information page
 - Follow us on Twitter @sdpscotland
 - Complete your entry on the Supplier Register.
- **Check** all your insurance and policies are up to date
 - Health & Safety, Equality & Diversity ,
 - Quality Management and Environmental

26 Projects
8 Local authorities
£1.13 Billion Investment
20 years
29 ,000 jobs

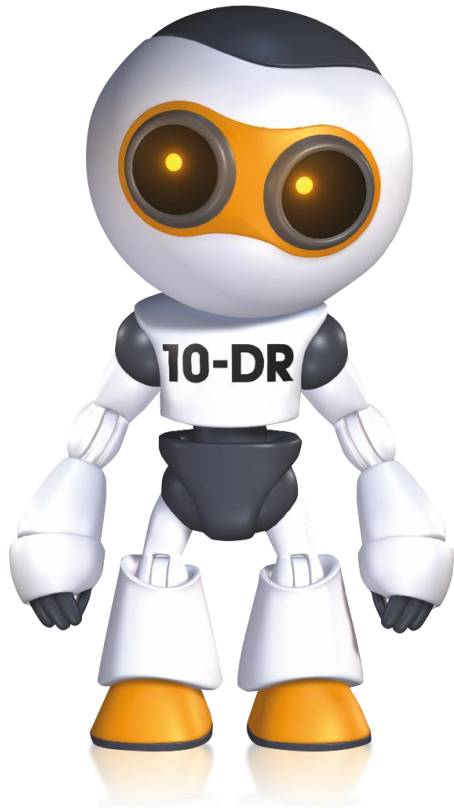


Supplier Development Programme

Collaborate to Tender Webinars

Co-Operative Development Scotland (CDS) support company growth in Scotland through collaboration, offering advice, guidance, access to funding and legal models to help you choose the best co-operative business model for your organisation.

Voluntary organisations, social enterprises, charities, co-operatives and local home grown suppliers can benefit hugely from working together



Supplier Development Programme

Gillian Cameron

Programme Manager

**Supplier
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www.sdpscotland.co.uk

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