



MEET THE BUYER NORTH



MEET THE BUYER NORTH 2019
Macdonald Aviemore Resort
Wednesday 4th September 2019

#meetthebuyernorth2019



Workshop Programme



- 10.30 **Conference Opening**
- 10.40 **Welcome to Meet the Buyer North 2019**
Delivered by Diane Beattie - Moray Council Head of Procurement
- 11.00 **Scottish Government Cyber Resilience**
Delivered by Paul Chapman - Head of Public Sector Cyber Resilience
The Scottish Cyber Assessment Service supports the public sector in securing supply chains through a consistent approach to obtaining assurances from potential suppliers during the procurement of goods and services.
- 11.20 **SELECT: New Fire Detection Regulations and Fire Alarm Systems in Scotland**
Delivered by SELECT - Keith Hagan, Technical Adviser
This presentation focuses on changes to fire detection regulations in dwellings which affect everyone in Scotland, from home owners to landlords and builders in the construction sector, and includes fire safety requirements across Scotland's housing stock.
- 11.40 **Workshop: Top Tips for Tendering**
Delivered by the Supplier Development Programme
- 12.30 **Break**
- 13.10 **Workshop: Top Tips for Tendering**
Delivered by the Supplier Development Programme
- 13:50 **Future Opportunities with Forestry and Land Scotland**
Delivered by Dorothy Low MCIPS - Procurement Manager
Come along to hear about the diversity of Forestry and Land Scotland as an organisation, as well as a variety of upcoming opportunities in business services, land management, mechanical engineering, estates management and more.
- 14.10 **HIAL's Air Traffic Management Strategy: Supplier Opportunities**
Delivered by Jennifer Marshall - ATMS Project Procurement Advisor
HIAL's air traffic management strategy programme will integrate air traffic services in a Combined Surveillance Centre, which will modernise the way airspace is managed and importantly, deliver safe, secure and resilient air navigation now and in the future. The programme will introduce remote air traffic control services at Benbecula, Dundee, Inverness, Kirkwall, Stornoway, Sumburgh and Wick John O'Groats airports. Learn how suppliers can get involved in HIAL's work to ensure that these airports and aviation services are maintained, and lifeline services are future-proofed.
- 14:40 **Crown Commercial Services: How Scottish Suppliers can bid for CCS Frameworks**
Delivered by Paul Hansen MCIPS - Head of Devolved Administrations and Partnerships
Join the Crown Commercial Service (CCS) for a talk on how to become a supplier, as well as how CCS's frameworks operate. You will also hear what success looks like from Stephanie Staubach, Managing Director of TopMark Claims Management Ltd. in Glasgow, which is a hugely successful supplier to CCS.
- 15.00 **Open4Business (O4B)**
Delivered by Sandra McCaughey - O4B Programme Manager
In 2012, SSE originally set up the Open4Business portal to link supply chain firms with large SSE construction projects. In just over five years, it led to more than £174 million in contracts to local businesses, contributing directly to the economic well-being and sustainable development of many communities across Scotland. In 2018, Highlands and Islands Enterprise (HIE) took over the portal to include new industries. Come to this session to hear how HIE and the Inverness Chamber of Commerce will work together to further develop the platform and include opportunities your business can engage with in key sectors.

Aviemore Highland Resort



Reception



Stand no. Organisation

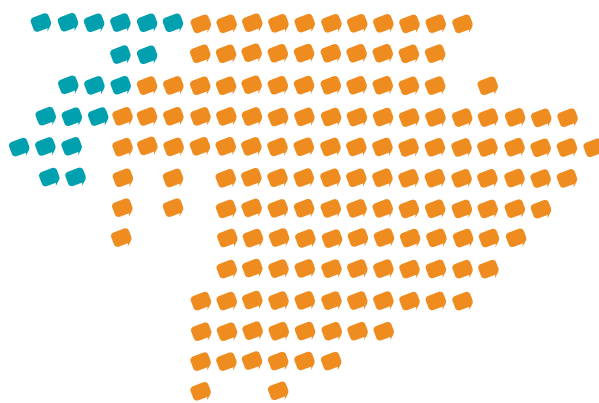
1	Highlands and Islands Enterprise
2	Inverness Chamber of Commerce
3	Roadbridge UK Limited
4	Transport Scotland
5	Caledonian Maritime Assets Ltd
6	Scottish Water
7	Forestry and Land Scotland
8	Tayside Procurement
9	Crown Commercial Service
10	Scotland Excel
11	Scottish Procurement Alliance
12	APUC
13	NHS Highland
14	Sellafield Ltd
15	The Highland Council
16	Federation of Small Businesses
17	Highlands & Islands Airports Limited
18	Scottish Government - Public Contracts Scotland
19	Supplier Development Programme
20	Scottish Government

Stand no. Organisation

21	Scottish Government - Cyber Security
22	Historic Environment Scotland
23	Living Wage Scotland
24	Business Loans Scotland
25	Just Enterprise
26	FREE
27	FREE
28	FREE
29	Scottish Fire and Rescue Service
30	Police Scotland
31	SELECT
32	hub North Scotland Limited
33	CITB
34	Bancon Construction Ltd
35	Balfour Beatty Ltd
36	Kier Construction
37	Construction Scotland Innovation Centre
38	Moray Council
39	FREE
40	FREE



MEET THE BUYER



£11bn is spent each year in Scotland in the public sector. Can your business afford to miss out?

Register to meet the buyers from the public sector from across Scotland - all under one roof.

MEET THE BUYER
Hampden - 13th November 2019

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