



HIGHLANDS AND ISLANDS  
OPEN**4**BUSINESS

# **A Platform For Success**

**CREATING SUPPLY CHAIN OPPORTUNITIES**

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## O4B H&I

- What is O4B H&I?
- How to get started on the portal
- Portal tour - highlights
- Adding value for business
- Some opportunity examples....
- Q&A



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# The Highlands & Islands is Open4Business

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## Welcome to Open4Business

DeepWind Membership Day 21st



## What is O4B H&I ?

- Online portal publicising major contracts and procurement opportunities across the Highlands and Islands
- Facilitates trade and engagement between project developers/Tier 1 and 2 organisations and local suppliers/service providers
- Opportunities across a range of sectors including energy, construction, aquaculture and life sciences – initial focus on energy
- Fully supported and free to use for buyers and suppliers



## How to Get Started on the Portal

### Key Steps for Buyers

- Register
- ↓
- Create business profile
- ↓
- Create opportunity
- ↓
- Publish opportunity

### Key Steps for Suppliers

- Register
- ↓
- Create business profile
- ↓
- Receive contract opportunities
- ↓
- Respond to opportunities



## Buyers & Suppliers

### Create Business Profile

- Organisation details
- Insurances and policies
- Financial details
- Diversity info
- Marketing profile



## O4B H&I Portal Tour - Buyers

### Post an Opportunity

- Notice only
- Contract opportunity
- Request for a Quote (RfQ)

### Manage Opportunities

- Create longlist
- Create shortlist

### Supplier / Partner Search

- By postcode
- Organisation name
- Business category



# O4B H&I Portal Tour - Suppliers

## Match / Search

- Opportunities

## Manage Opportunities

- Respond to opportunities
- Track opportunities

## Partner Search

- By postcode
- Organisation name
- Business category





## Adding Value -Buyers

- Builds network and reputation across the Highlands and Islands
- Raises business profile
- Provides direct access to local supply chain
- Increases local market awareness
- Improves opportunities for collaboration

## Adding Value -Suppliers

- Provides visibility of business opportunities
- Register and respond to opportunities free of charge
- Receive alerts to relevant opportunities
- Opportunity to be shortlisted prior to procurement process
- Improves business readiness



## Opportunities – Case Studies

### Notice Only

- NorthConnect – supplier event
- DeepWind cluster member – skills available in area for future contracts

### Contract Opportunities

- Seagreen – Ecological Clerk of Works
- Emec – Bathymetric Study
- EDPR UKLtd – Crew Transfer Vessel Services

### Request for Quote

SSE – 5 soft shell jackets

SSE Renewables – hire of an all terrain vehicle



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Thank you

**Open4Questions**