

A Platform For Success

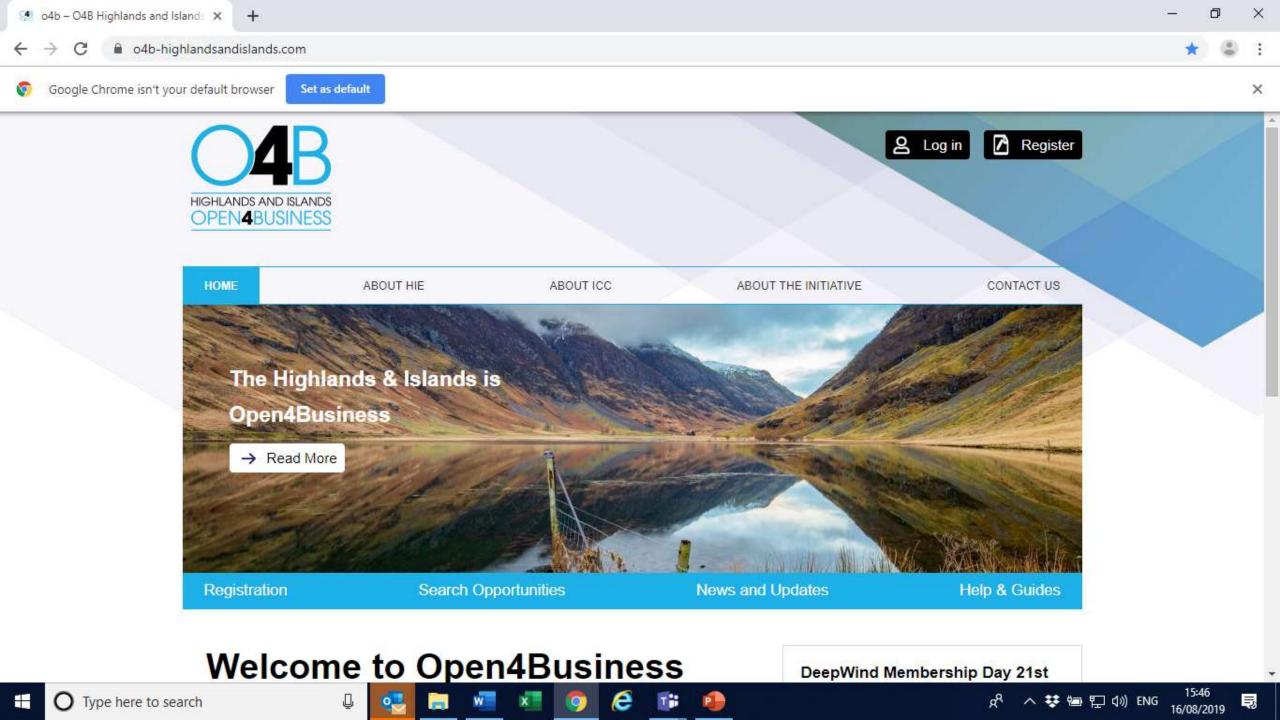
CREATING SUPPLY CHAIN OPPORTUNITIES

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04B 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





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



Thank you Open4Questions