

SUPPLIER DEVELOPMENT PROGRAMME (SDP)

1. Purpose of Paper – to provide the Procurement Supplier Group with an update on the Supplier Development Programme, and to highlight the need to profile and promote SDP to engage with the wider business community.
2. Background – The Supplier Development Programme (SDP), a business support initiative delivered by Economic Development functions within each partner local authority, aims to help SME's' and third sector/supported businesses improve their performance in winning contracts in the public sector and the wider supply chain, through offering information, support and training events and to assist in navigating the complex tendering processes used in Public Sector procurement.

Scottish Government, through Digital Scotland Business Excellence Partnership (DSBEP,) contributes to the Programme in order for SDP to deliver support to SME's to develop their understanding and use of digital technology and progress efficient e-tendering and e-commerce processes.

3. Update
 - Membership of SDP has grown to 31 Local Authorities across Scotland with Shetland Isles coming on board (the outstanding council is Orkney Islands, however discussion is in progress)
 - The training programme of face to face events and online webinars has been updated with close to 100 opportunities for suppliers to participate. Details can be found at <https://www.sdpscotland.co.uk/events-training/>
 - Provision (below) of standard copy for use on websites/ newsletters providing a consistent message and to help improve linkages with other organisations. SDP happy to include reciprocal copy and links on their website.

The Supplier Development Programme (SDP) provides a range of free tender training workshops across Scotland. The training courses are aimed at helping those interested in bidding for public contracts in Scotland. Visit <https://www.sdpscotland.co.uk/events-training/> for more information.

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Column1	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	July
0.1 Introduction to working with the public sector	29th Conference Room, The Lighthouse, Glasgow (staff). Trainer EPS (contract issued)	13th Oct Conference Room, The Lighthouse, Glasgow. Trainer EPS (contract issued)	4th Nov D&G.		20th Tayside		Edinburgh & Lothians	Ayrshire	11th Borders		
			11th Theatre Bar Alloa, Forth Valley (C)								
1.1 Is the public sector for you?		28th The Workshop, The Lighthouse, Glasgow. Trainer EPS (contract issued)			Thur 21st Fife	24th Argyll & Bute	LBW Lanarkshire	Edinburgh & Lothians	17th Renfrewshire		
1.2 Using PCS & other portals		15th, Ettrick Riverside, Selkirk, Borders. Trainer T&L (contract issued)	16th Conference Room, The Lighthouse, Glasgow	2nd Dumfries & Galloway		Wed 17th Fife	22nd Council Chambers, Lochgilphead, A&B	5th Dunbartonshire	Edinburgh & Lothians	Ayrshire	
							16th Tayside			13th Forth Valley (S)	
1.3 Winning work through the supply chain		Wed 7th Argyll & Bute. Trainer Intend (contract issued)		4th The Workshop, The Lighthouse, Glasgow		Forth Valley (F)	Tue 15th Fife	28th Argyll & Bute		Edinburgh & Lothians	Ayrshire
2.1 Understanding framework agreements	16th, City Quay, Dundee Tayside. Trainer EPS (contract issued)				12th Conference Room, The Lighthouse, Glasgow	16th Dumfries & Galloway	23rd Theatre Bar, Alloa, Forth Valley (C).	Wed 13th Fife			Edinburgh & Lothians
2.2 Completing a PQQ (Pre-Qualification Questionnaire)	22nd, Dunedin Room, City Chambers Edinburgh & Lothians. Trainer EPS (contract issued)	21st Tayside. Trainer EPS (contract issued)	3rd nov Council Chambers, Lochgilphead, A&B				23rd Dumfries & Galloway.	Forth Valley (F)	Wed 4th Fife		
		23rd Ayrshire Trainer EPS (contract issued)	25th The Workshop, The Lighthouse, Glasgow				LBW Lanarkshire		19th Argyll & Bute		
2.3 What the buyer looks for in your tender		Dunedin Room, City Chambers 29th Edinburgh & Lothians. Trainer EPS (contract issued)	15th The Workshop, The Lighthouse, Glasgow	15th The Workshop, The Lighthouse, Glasgow	27th Borders		LBW Lanarkshire	19th Dumfries & Galloway	25th May Fife,		
									9th, Forth Valley (S)		
			24th nov Council Chambers, Lochgilphead, A&B						31st Argyll & Bute		
2.4 Winning contracts with a sustainable bid			12th Edinburgh & Lothians (Midlothian)					14th Conference Room, The Lighthouse, Glasgow	18th Tayside	Wed 15th Fife	29th Argyll & Bute
3.1 Seeking feedback and improving your bid	Wed 30th, Glenrothes, Fife. Trainer EPS (contract issued)			Edinburgh & Lothians	Ayrshire				3rd Conference Room, The Lighthouse, Glasgow		
3.2 Expanding your marketplace		Wed 14th Fife Trainer EPS (contract issued)	18th Tayside		27th Edinburgh & Lothians (West Lothian)	Ayrshire			24th Conference Room, The Lighthouse, Glasgow		19th Dumfries & Galloway
		22nd Lanarkshire, Venue TBC. Trainer EPS (contract issued)									
3.3 Keeping the contract – the importance of Contract Relationship Management				Wed 2nd Fife		Edinburgh & Lothians				9th Conference Room, The Lighthouse, Glasgow	