

August 2009

Dear

## **PUBLIC SECTOR PROCUREMENT OPPORTUNITIES**

The public sector spends approximately £8billion each year tendering for goods and services, so there are many opportunities for local businesses to compete for and win public sector contracts. However the complexity of the process and procedures means that many small and medium sized businesses find it difficult to compete in the public procurement market.

Scottish Borders Council's Economic Development and Procurement Teams are committed to increasing access to supplier development support for the local business community and has recently become a member of a pan-Scotland Local Authority Supplier Development Partnership called the Supplier Development Programme.

The Programme is a business growth initiative that provides specialist business support to companies considering procurement as a means of growth or diversification. Guidance and training in all aspects of winning tenders and procurement will be delivered with appropriate events and workshops offered to businesses.

Our engagement with the Supplier Development Programme will allow you access to information, news and business events across Scotland that will keep you informed about purchasing decisions being undertaken by the organisations you are targeting. It will give you the opportunity to speak to the decision makers purchasing goods and services.

The first event will be held on Thursday 17 September 2009 from 09.45 until 13.30 at the Buccleuch Arms Hotel in St Boswells. This **free** event, entitled "A Guide to Procurement - How to supply to public sector organisations, including Scottish Borders Council" will provide guidance and outline the requirements of public sector procurement including the opportunity to hear directly from the Council's Procurement Officers. **For a registration form for this event please email [margaret.swinburne@drs.glasgow.gov.uk](mailto:margaret.swinburne@drs.glasgow.gov.uk) or telephone 0141 287 7235.**

To access further information on this event and all the other events and support, simply register your business details on **[www.sdpscotland.co.uk](http://www.sdpscotland.co.uk)**. Only registered companies will receive e-bulletins of forthcoming events and information updates.

We look forward to meeting you on 17th September.

Yours sincerely

Lesley Kelso  
Business Gateway Manager  
Scottish Borders Council, Council Headquarters, Newtown St Boswells, Melrose TD6 0SA  
01835 826727 [lkello@scotborders.gov.uk](mailto:lkello@scotborders.gov.uk) [www.scotborders.gov.uk](http://www.scotborders.gov.uk)

Supplier Development Programme  
Exchange House, 229 George Street, Glasgow G1 1QU  
0141 287 7251 [sdp@drs.glasgow.gov.uk](mailto:sdp@drs.glasgow.gov.uk) [www.sdpscotland.co.uk](http://www.sdpscotland.co.uk)