



Public Sector Procurement



Useful Information



Help & Support

- Scottish Government website SUPPLIER JOURNEY

<http://www.gov.scot/Topics/Government/Procurement/Selling/SupplierJourney>

- Supplier Development Programme

<https://www.sdpscotland.co.uk>

- Business Gateway

<http://www.bgateway.com/local-offices/moray?gclid=CO3VysnXxc8CFYYV0wodRWsFeA>

A decorative graphic consisting of overlapping colored squares (blue, green, pink) and a black crosshair.

The Supplier Journey

- Explains the process of awarding a public sector contract in straightforward terms.
- Sets out what buyers expect you to do at each stage in that process.
- Gives practical information on how you can find out about business opportunities, how to bid for business and what to expect when delivering the contract.
- Tells you what support is available to help you win business and what you can do if you are unsuccessful.

<http://www.gov.scot/Topics/Government/Procurement/Selling/SupplierJourney>

A screenshot of the Scottish Government website. The header includes the Scottish Government logo and name in Gaelic and English, a search bar, and a "Subscribe for updates" section. The main navigation menu includes Home, About, Topics, News, Publications, and Consultations. The breadcrumb trail shows the path: Topics | Public Sector | Procurement | Information for Suppliers | Supplier Journey. The left sidebar contains a tree view with categories: Public Sector, Procurement, and Information for Suppliers, with the Supplier Journey page selected. The main content area is titled "Supplier Journey" and contains a disclaimer and a list of bullet points describing the guide's purpose.

Scottish Government
Riaghaltas na h-Alba
gov.scot

Contacts | Help | Search this site

Subscribe for updates
Register to receive email news alerts, daily digest, weekly roundup or Topic newsletters.

Home | About | Topics | News | Publications | Consultations | Text size: A A A A

You are here: | Topics | Public Sector | Procurement | Information for Suppliers | Supplier Journey |

Public Sector
Procurement
Information for Suppliers
Supplier Journey
ZONE A - PREPARATION
ZONE B - BIDDING
ZONE C - DECISION
LESSONS LEARNED
Finish

Supplier Journey

This guide is not a substitute for legal and professional advice. When you are bidding for business you must ask the public body for specific details about each opportunity you are interested in. General advice and guidance is available through the [Supplier Development Programme](#). When the public sector buys goods, works or services it has to follow strict rules. This means that bidding for a public sector contract can seem complicated and time consuming.

The Supplier Journey:

- explains the process of awarding a public sector contract in straightforward terms
- sets out what buyers expect you to do at each stage in that process
- gives practical information on how you can find out about business opportunities, how to bid for business and what to expect when delivering the contract
- tells you what support is available to help you win business and what you can do if you are unsuccessful

The Supplier Journey can be found on the Scottish Government website.



The Supplier Journey

ZONE A - PREPARATION

ZONE B – BIDDING

ZONE C – DECISION

LESSONS LEARNED

Finish

The Supplier Journey

Who buys what?

Category A	Collaborative Contracts available to all public bodies <ul style="list-style-type: none">■ Scottish Procurement
Category B	Collaborative Contracts available to public bodies within a specific sector <ul style="list-style-type: none">■ Scottish Procurement■ APUC■ Scotland Excel■ NHS National Procurement
Category C	Local Contracts for use by individual public bodies
Category C1	Local or regional collaborations between public bodies

National (A), sectoral (B), local (C) and collaborative between two or more local organisations (C1).



Public Sector Procurement

[Scottish Procurement](#) - awards national contracts, and sectoral contracts on behalf of the Scottish Government, its Agencies and Non-Departmental Public Bodies.
http://www.publiccontractsscotland.gov.uk/search/Search_AuthProfile.aspx?ID=AA10482

[Advanced Procurement of Universities and Colleges \(APUC\)](#)
- awards contracts on behalf of the Higher and Further Education sector.
<http://www.apuc-scot.ac.uk/>

[NHS National Procurement](#) - awards contracts on behalf of the Health Sector.
<http://www.nhsscotlandprocurement.scot.nhs.uk/>

[Scotland Excel](#) awards contracts on behalf of Scottish local authorities.
<http://www.scotland-excel.org.uk/>

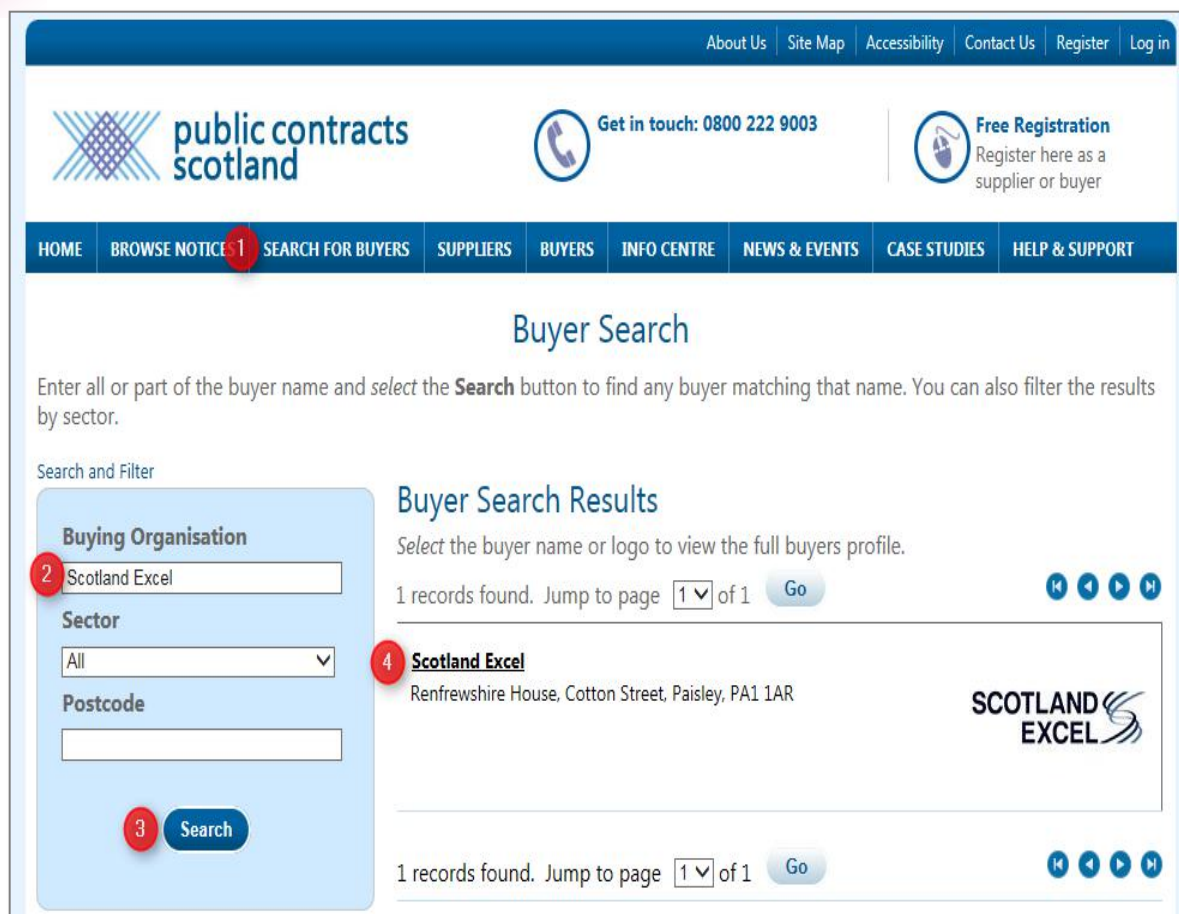


www.publiccontractsscotland.gov.uk

The screenshot shows the homepage of the public contract Scotland website. At the top, there is a navigation bar with links: HOME, BROWSE NOTICES, SEARCH FOR BUYERS, SUPPLIERS, BUYERS, INFO CENTRE, NEWS & EVENTS, CASE STUDIES, and HELP & SUPPORT. The 'SEARCH FOR BUYERS' link is circled in red. A blue callout bubble points to this link with the text: "Click on 'SEARCH FOR BUYERS' to access public sector buyer profiles." Below the navigation bar, there is a main heading: "This portal gives free access to public sector opportunities in Scotland". Below this, there are two main sections: "Find Contracts" and "Issue Opportunities". The "Find Contracts" section includes a sub-heading "Suppliers of goods, works and services" and a button "Browse notices". The "Issue Opportunities" section includes a sub-heading "Buyers" and a button "Issue a notice". At the bottom, there are three columns of content: "Supplier Development" with a "Supplier Development Programme" banner, "Case Studies and Videos" with a "Concrete Skatepark" case study, and "Projects" with "Opportunities relating to the £1.13 billion Glasgow City Region City Deal" and "Opportunities relating to the Aberdeen Western Peripheral Route/Balmedie-Tipperty".

Click on "SEARCH FOR BUYERS" to access public sector buyer profiles.

Search for Buyers



The screenshot shows the 'public contracts Scotland' website. At the top, there is a navigation bar with links for 'About Us', 'Site Map', 'Accessibility', 'Contact Us', 'Register', and 'Log in'. Below this is a header with the 'public contracts Scotland' logo, a phone icon with the number '0800 222 9003', and a 'Free Registration' button. A secondary navigation bar contains links for 'HOME', 'BROWSE NOTICES', 'SEARCH FOR BUYERS', 'SUPPLIERS', 'BUYERS', 'INFO CENTRE', 'NEWS & EVENTS', 'CASE STUDIES', and 'HELP & SUPPORT'. The 'SEARCH FOR BUYERS' link is highlighted with a red circle and the number '1'. The main content area is titled 'Buyer Search' and includes instructions: 'Enter all or part of the buyer name and select the Search button to find any buyer matching that name. You can also filter the results by sector.' Below this is a 'Search and Filter' section with a 'Buying Organisation' dropdown menu (set to 'Scotland Excel', marked with a red circle and '2'), a 'Sector' dropdown menu (set to 'All'), and a 'Postcode' input field. A 'Search' button is marked with a red circle and '3'. To the right, the 'Buyer Search Results' section shows '1 records found. Jump to page 1 of 1 Go'. The result is for 'Scotland Excel' at 'Renfrewshire House, Cotton Street, Paisley, PA1 1AR', with the 'SCOTLAND EXCEL' logo. This result is marked with a red circle and '4'. A second '1 records found' section is visible at the bottom of the results area.

1. SEARCH FOR BUYERS.
2. Enter Buying Organisation.
3. Click Search.
4. Click on name.



Public Sector Procurement

Links to Centres of Expertise Buyer Profiles:

[Procurement Scotland](#)

[NHS National Procurement](#)

[Scotland Excel](#)

[Advanced Procurement of Colleges and Universities](#)



Public Sector Procurement



Local Authority Buyer Profiles

[Aberdeen City Council](#)

[Aberdeenshire Council](#)
[Angus Council](#)

[Argyll and Bute Council](#)

[Clackmannanshire Council](#)

[Comhairle nan Eilean Siar](#)
[Dumfries and Galloway Council](#)

[Dundee City Council](#)
[East Ayrshire Council](#)

[East Dunbartonshire Council](#)

[East Lothian Council](#)
[East Renfrewshire Council](#)

[Edinburgh City Council](#)

[Falkirk Council](#)

[Fife Council](#)
[Glasgow City Council](#)

[Highland Council](#)
[Inverclyde Council](#)

[Midlothian Council](#)

[Moray Council](#)
[North Ayrshire Council](#)

[North Lanarkshire Council](#)

[Orkney Islands Council](#)

[Perth & Kinross Council](#)
[East Renfrewshire Council](#)

[Renfrewshire Council](#)
[Scottish Borders Council](#)

[Shetland Islands Council](#)

[South Ayrshire Council](#)
[South Lanarkshire Council](#)

[Stirling Council](#)

[West Dunbartonshire Council](#)

[West Lothian Council](#)

Supplier Development Programme



The screenshot shows the homepage of the Supplier Development Programme website. At the top, there is a navigation bar with icons for "Supplier Development Programme", "EVENTS & TRAINING", "RESOURCES", "NEWS & PROJECTS", "ABOUT", "REGIONS", and "LOGIN". Below this is a search bar and a "CONTACT US" link. The main content area features a large orange banner with a robot character and the text "Supplier Development Programme Helping You Bid Better". To the right of the banner, there are three news items, each with a "Find Out More" link. Below the banner, there is a welcome message and a "Register FREE TODAY" button. At the bottom, there are sections for "Latest News", "Events", and "Resources", each with a "View" link. On the right side, there is a "Subscribe to our ebulletin" form and a "Latest tweets" section.

If you're a Scottish SME or 3rd sector organisation interested in working with the public sector, the Supplier Development Programme can help with training, support and information.

Business Gateway Moray



Visit bgateway.com

business gateway Moray

Call your local office on
01343 509 138

Welcome to Business Gateway

Business Gateway Moray is your gateway to expert local business advice and practical guidance. Whichever sector your business is in, or whatever stage it is at, our one-to-one support, specialist advice, business skills workshops and networking events are here to help.

This site is designed to help you make the most of this service by highlighting how we can assist you and by keeping you updated of upcoming events, news and case studies.

You can easily get in touch with one of our experienced and friendly team on the phone, by email, or in person - just drop into our office at 17 High Street, Elgin.

Your business idea
Advice and training to help make your business idea a reality.

Home
Developing Your Business
Business Support
Our Advisers
Events
Case Studies
News
Moray Annual Review 2015
DigitalBoost Support
Contact Us

EUROPEAN UNION
The Scottish Government
EUROPEAN REGIONAL DEVELOPMENT FUND
Investing in Smart, Sustainable and Inclusive Growth

Business Gateway Moray is your gateway to expert local business advice and practical guidance.



Find contract notice information:

- Europe -Tenders Electronic Daily (TED)
<http://ted.europa.eu>
- England www.contractsfinder.service.gov.uk
- Scotland www.publiccontractsscotland.gov.uk
- Wales www.sell2wales.gov.wales
- N. Ireland www.e-sourcingni.bravosolution.co.uk
- Rep. Ireland www.etenders.gov.ie



Thank you!