Engagement Guide for Suppliers

This page lists where suppliers can find support and guidance to engage with Public Procurement in Scotland.

This information can also be downloaded via the link below:

How You Can Engage with Public Procurement In Scotland

How You Can Engage with Public Procurement in Scotland

(file type: pdf)

Finding bidding opportunities

- Register on Public Contracts Scotland (PCS) to access free public contract opportunities across Scotland.
- Visit the UK Government's portal Find a Tender to access opportunities in Scotland.
- Access a Dynamic Purchasing System (DPS) to find a directory of pre-qualified suppliers - supplier organisations can join these at any time throughout their life cycle.
- A Supported Businesses DPS has been created to support the integration of disabled and disadvantaged citizens into the mainstream workforce.

Framework opportunities

Framework opportunities exist across the different sectors in Scotland. Our contract registers can help you prepare to bid for the opportunities or to approach others suppliers in the supply chain:

- Scottish Government
- Scotland Excel

- NHS Scotland
- Advance Procurement for Universities and Colleges (APUC)

Construction Procurement

- The Scottish Government are taking forward a number of actions to improve the procurement of public sector construction projects
- The Construction Pipeline Forecast Tool provides a look forward as to the anticipated public sector spend with construction.
- Guidance for the public sector on setting up Project Bank Account is published on gov.scot

Innovation

We are calling in suppliers and citizens to submit their proposals for innovations goods and services to the Scottish public sector.

Scotland Innovates provides a landing zone for current and potential suppliers looking to promote new ideas for innovative products and services.

CivTech is a Scottish Government Programme that brings the public, private and third sectors together to build things that make people's lives better.

Engaging with Public Sector Buyers

- The Supplier Development Programme hosts "Meet the Buyer" events and provides several training opportunities.
- Procurex brings together buyers, suppliers, leaders and influencers from across Scotland's Public Procurement marketplace.
- P4H - the procurement event for health - connects buyers and suppliers from across Scotland's healthcare procurement community.
- Scotland Excel hosts events, webinars and training courses.
- The Procurement Supply Group (PSG) is the leadership ground for public procurement suppliers in Scotland.
- Small Medium Enterprises (SMEs) and Third Sector Roundtables offer the opportunity to collaborate, engage and reduce barriers.
- If you are a public sector supplier and have concerns about a specific tender exercise, then the Single Point of Enquiry (SPoE) can offer independent advice.

- All bidders are entitled to ask for further feedback, regardless of outcome.

Guidance, training, and policy notes

- Our blogs share news and updates for public sector professionals, suppliers, potential suppliers and the general public about public procurement in Scotland.
- Guidance is available to support Small Medium Enterprises (SMEs) and third sector.
- New supplier journey provides useful information to support making your first bid.
- Supplier support is available via several channels.
- Public Contracts Scotland provides helpful information for both buyers and suppliers.
- The Supplier Development Programme (SDP) offers training, support and information to help you win and grow your business.
- Business Gateway
- Just Enterprise provide support for third sector organisations.
- Scottish Enterprise enable businesses to innovate and scale to transform Scotland's economy.
- Fair Work First is the Scottish Government's flagship policy for driving quality and fair work.
- Scottish Procurement Policy notes provide advice to public sector organisations on procurement policy.
- Construction Policy notes provide advice to public sector organisations on construction information and guidance.

Contact Scottish Government Procurement at:

Scottish Government - Procurement and Property (@ScotProcurement) / X or Scottish Government - Procurement and Property | LinkedIn