



Finding Procurement Opportunities?

Before looking for procurement opportunities it is important to know your organisation.

Key features:

- What are your strengths and weakness? (SWOT analysis)
- Where do you want to deliver and where are you currently able to deliver?
- What is your current capacity?
- Does your organisation have a long-term plan?

Research

- Is there a market for your service/product?
- How competitive is the market?
- Is the organisation ready to tender?

Who?

- Local authorities ([Dumfries and Galloway Council](#))
- The National Health Service ([NHS Dumfries and Galloway](#))
- The Scottish Government and other government agencies ([Scottish Enterprise](#))
- Key public services such as police, fire service & judiciary
- Further and Higher Educations ([Colleges & Universities](#))
- Non-departmental government bodies ([Historic Environmental Scotland](#))
- UK government departments based in Scotland ([Inland Revenue](#), [Jobcentre Plus](#))

Sources of public sector tender opportunities

- Public Contracts Scotland (PCS) – Alerts, Quick Quotes, Searches
- Buyer websites
- Annual procurement reports
- Supplier Events



Contract Notice Type

| Contract Notice Type | Prior Information Notice | Contract Award Notice |
|---|--|---|
| <p>This means that the contract is now 'live', i.e. it has a specific deadline, and the procurement is going ahead.</p> <p>There should be an indication of contract value.</p> | <p>Sometimes a buyer may provide suppliers with prior notice of an upcoming contract to test the market or hold an engagement event.</p> <p>There is no guarantee a contract will then be published.</p> | <p>Once the tender evaluation process is complete, buyers must publish a notice providing details of which supplier won the contract, and how many tenders were received.</p> |

Other related information

[Public Procurement Scotland](#)

[Public Procurement Scotland – Tender](#)

[Just Enterprise](#)

[Solar Flare Services](#)

[Supplier Development Programme \(SDP\)](#)

Need help?

Email: sedg@tsdg.org.uk

Call: 0300 303 8558