



**Procurex**<sup>TM</sup>  
Growing Business Through Collaboration

## A window of opportunities

Procurex 2008 provided attendees with an unrivalled opportunity to gain valuable contacts and find out about the key developments in the procurement marketplace, explains *GO* Features Editor Morven MacNeil.

Supported by the Scottish Government and Scotland's leading business organisations, Procurex 2008 was Scotland's first dedicated private and public sector procurement exhibition. Providing a wealth of information and opportunities to both sectors in order for them to reach their full potential in the procurement arena, the event aimed to empower procurement professionals, ensuring they have the tools, training and inspiration to deliver improved public services more efficiently.

Organised by Glasgow-based public procurement specialists BiP Solutions, Procurex took place on 29-30 October in the SECC, Glasgow and provided over 4000 visitors with the chance to develop new commercial partnerships and maximise overall business growth.

Developing public sector and business to business opportunities was the central focus of Procurex 2008, and with over 110 exhibitor stands to choose from and various training zones offering highly useful information, the exhibition arena was the main hub for networking. The event had a special format, combining a lively exhibition area and a full conference programme produced in association with the Scottish Government on the first day, with the *GO* Scottish Business Summit taking place on the second day. *GO* magazine – the UK's premier public procurement publication – and Scotland's leading daily newspaper The Herald were happy to be the media partners for this unique event.

Speakers across both days included John Swinney MSP, Cabinet Secretary for Finance and Sustainable Growth; John McClelland, author of the 2006 Review of Public Procurement in Scotland; Jim Mather MSP, Minister for Enterprise, Energy and Tourism (via video conference); John Scott, Chief Executive of Glasgow 2014 Commonwealth Games; Morag Stuart, Head of Procurement, Olympic Delivery Authority; plus representatives from all of the Scottish Procurement Centres of Expertise.

Delegates were drawn from central and local government, the emergency services, the voluntary and third sector, health, the prison service, education and the private sector. Key decision makers were widely in attendance, including procurement directors and managers, facilities managers, contract managers, finance managers, chief executives, IT managers, and senior private sector buyers.

The organisations exhibiting at Procurex included Toshiba, Barclaycard Business, BOC, Hays, Panasonic, HP, B&Q, the Scottish Procurement Directorate (SPD), eProcurement Scotland (ePS) and the other Centres of Expertise, along with Glasgow and Edinburgh Chambers of Commerce, the Supplier Development Programme, Supply2.gov.uk, Scottish Enterprise, Glasgow 2014 Ltd and the Olympic Delivery Authority.

When asked for his thoughts on Procurex 2008, exhibitor Tony March, Business Development Manager at Osprey Water Services Ltd, said: “I thought the exhibition was a great success. The event was well organised and very well attended. Osprey Water's key objectives for Procurex 2008 were to raise awareness for our brand and to make new contacts on a local and national level. Procurex 2008 exceeded these expectations.”

Another happy exhibitor was Stuart Douglas, Business Development Manager – Scotland, Wincanton Records Management. He said: “Wincanton Records Management are delighted with the positive response we received from all delegates at Procurex 2008. We received a high interest in our document management business in Scotland and hope to create business relationships with many of the companies that we engaged in conversation with over the course of the two-day event.”

Organisers BiP Solutions were extremely happy with the success of the event. Simon Burges, Sales and Marketing Director, BiP Solutions, said: “The feedback we have received from exhibitors, visitors and conference delegates has been extremely positive. Procurex has helped the public and private sectors create new relationships, and businesses have used the event as a means of generating new ideas for growth and expansion.”

Procurex 2008 provided essential information about the initiatives that are making Scotland not just a great country to do business with, but a great country to do business in. Businesses spoke to each other about how to strengthen their position within the marketplace, viewing Procurex as a forum where they could discuss how to grow their company.

Dates for Procurex 2009 have just been announced – 27-28 October, SECC, Glasgow. To register your interest, please visit: [www.procurexscotland.co.uk](http://www.procurexscotland.co.uk) or call 0845 270 7066.