



The Stage is Set for...

*Scotland's National
Public Procurement Conference
& Exhibition 2011*



*Delivering Efficiencies & Supporting Supplier
Engagement through Framework Agreements*

Showcase your capabilities and secure market share
across this £9 billion sector

www.procurexscotland.co.uk

To secure your exhibition stand at Procurex Scotland 2011
call 0845 270 7066 or email exhibitions@procurexscotland.co.uk

The stage is set... the audience is waiting... will you play your part?



25 October 2011
 GLASGOW



About Procurex Scotland and the Scottish Government Procurement Agenda

Procurex Scotland 2011, in association with the Scottish Government and their Procurement Centres of Expertise, will play an integral role in facilitating the delivery of the Scottish Government's ambitious procurement strategy.

Giving buyers a single point of access to existing and aspiring framework suppliers through an interactive exhibition arena, Procurex Scotland 2011 will set the foundations for improved frontline services and sustainable economic growth for the year ahead.

Procurement Centres of Expertise



The newly created Scottish Procurement and Commercial Directorate (SPCD) brings together the former Procurement Scotland and CGCoPE; increasingly, the term used to describe this new body will be the simpler and broader 'Scottish Procurement'. The organisation is responsible for national procurement in areas such as IT hardware, telecoms, office equipment and supplies. SPCD also aims to lead and enable public sector procurement reform in Scotland, working to deliver value for money, promote best practice and contribute to sustainable economic growth.



Responsible for Category B commodities in local authorities. It aims to raise procurement standards across local authorities and related organisations through a collaborative approach.



Responsible for Category B commodities and their distribution in health. It aims to deliver best value supply chain services which support improvements in the health and well-being of all the people in Scotland.



Responsible for Category B commodities within Scotland's colleges and universities. It aims to maximise the contribution that advanced procurement makes to Scotland's investment in teaching and research.



Working to increase collaboration across common goods and services through a dedicated fire service specific Centre of Expertise.



Working to increase collaboration across common goods and services through a dedicated police service specific Centre of Expertise.

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SCOTTISH EXHIBITION • CONFERENCE CENTRE



Why Exhibit?

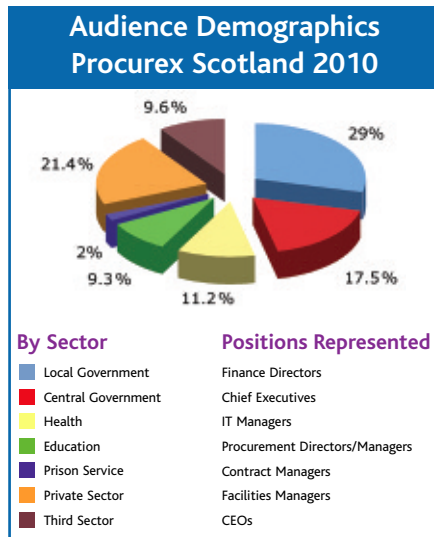
As the Scottish Government moves towards further developing its framework agreements, Procurex Scotland 2011 will showcase some of the most innovative solutions and services available through existing framework suppliers.

Procurex Scotland 2011 gives suppliers a single, cost-effective gateway in which to engage directly with key personnel as well as the opportunity to:

- Explore the landscape of the entire Scottish Government community
- Reduce sales timelines by presenting your capabilities on-site to an audience of key decision makers who are often difficult to identify and reach directly
- Demonstrate to public sector buyers the value of your solutions and give them a tangible experience of the benefits
- Understand the impact of the Scottish Government's procurement strategy and align your proposition to meet their needs

- Participate in a full day of networking opportunities as well as educational and innovative workshops and seminars
- Get access to information, ideas and inspiration to help you grow your business and develop sustainable opportunities in this £9 billion sector
- Develop invaluable business contacts delivering new sales, relationships and contracts
- Learn about new legislation that may affect how you run your business
- Position your organisation ahead of the competition
- Engage with the event's public sector partners

Demonstrate to the Scottish public sector buying community that your organisation is Fit, Ready and Capable of helping the Scottish Government meet its objectives.



As Scotland's largest national public procurement event, Procurex Scotland 2011 will welcome over 2000 delegates representing:

- Health
- Local Government
- Police and Fire & Rescue Services
- Prison Services
- Environmental Agencies
- Renewable Energy Focus Groups
- Central Government Agencies
- Procurement Centres of Expertise

If your organisation has the capabilities to enable the wider Scottish public procurement community to excel, call **0845 270 7066** to discuss your requirements at the country's leading public sector procurement event or email exhibitions@procurescotland.co.uk

PROCUREMENT

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Sponsorship and Exhibition Opportunities

*Please note, furniture and electricity must be booked separately through the venue contractor. Details will be supplied within the Exhibitor Pack.

Bronze Package

- 3x2 metre shell scheme stand to be manned by two members of staff
- Two delegate places at the Scottish Government Conference
- Corporate logo and company profile to be carried on www.procurexscotland.co.uk
- Corporate logo and 150-word company profile carried within the Exhibition Show Guide
- One conference pack
- Two complimentary tickets to the GO Awards Scotland gala dinner

Investment £2600.00 + VAT

Silver Package

- 4x2 metre shell scheme stand to be manned by three members of staff
- Three delegate places at the Scottish Government Conference
- Corporate logo and direct link to your homepage carried on www.procurexscotland.co.uk
- Corporate logo and 150-word company profile carried within the Exhibition Show Guide
- One conference pack
- Two complimentary tickets to the GO Awards Scotland gala dinner

Investment £3000.00 + VAT

Gold Package

- 5x3 metre shell scheme stand to be manned by four members of staff
- Four delegate places at the Scottish Government Conference
- Corporate logo and direct link to your homepage carried on www.procurexscotland.co.uk
- Corporate logo and 150-word company profile carried within the Exhibition Show Guide
- One conference pack
- Two complimentary tickets to the GO Awards Scotland gala dinner

Investment £3700.00 + VAT

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Micro SME Zone

Please note, only open to companies with fewer than ten employees and/or turnover of less than £2 million.

- 2x1 metre shell scheme to be manned by two members of staff
- One delegate place at the Scottish Government Conference
- Corporate logo and direct link to your homepage carried on www.procurexscotland.co.uk
- Corporate logo and 150-word company profile carried within the Exhibition Show Guide
- One conference pack
- One complimentary ticket to the GO Awards Scotland gala dinner

Investment £995.00 + VAT

Registration Area Sponsorship

Be the first name that all visitors to Procurex Scotland 2011 see.

- Sole and exclusive sponsorship of the Registration Area
- Four delegate places at the Scottish Government Conference
- Corporate logo displayed prominently within the Registration Area
- Corporate insert carried within the Exhibition Show Guide
- Registration pens carrying your corporate logo
- Corporate logo and direct link to your homepage carried on www.procurexscotland.co.uk announcing you as a key event sponsor
- Corporate logo and 150-word company profile carried within the Exhibition Show Guide
- Corporate logo to be carried on all pre-event promotional literature
- Three complimentary tickets to the GO Awards Scotland gala dinner

Investment £3500.00 + VAT

Other sponsorship opportunities include:

- Lanyard sponsorship: Carry your organisation's name on lanyards presented to all delegates and exhibitors at Procurex Scotland 2011
- Delegate bag sponsorship: Maximise your visibility on-site and post-event by placing your logo on bags distributed to all delegates at the event

Investment £2000.00 + VAT

Exhibition packages are available to meet every budget. Call **0845 270 7066** or email exhibitions@procurexscotland.co.uk to secure your position at this leading industry event.

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FLOORPLAN

- BRONZE PACKAGE 3x2
- SILVER PACKAGE 4x2
- GOLD PACKAGE 5x3
- MICRO SME ZONE 2x1
- CATERING
- BiP SOLUTIONS
- SCOTTISH GOVERNMENT
- TRAINING ZONES
- REGISTRATION
- PASS & GO
- NETWORKING VILLAGE



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