



Support for small and medium sized enterprises

Purpose

1. This construction policy note (CPN) provides a list of organisations who may be able to provide assistance and advice to small and medium sized enterprises (SMEs).

Key message

2. SMEs make up a significant proportion of the construction industry in Scotland and consequently make a significant contribution to the economy it is important that they are afforded the opportunities to compete for public contracts.

Target audience

3. This note is intended for all those contracting authority staff involved in the planning and delivery of public works projects.

Outline of Guidance

4. The Review of Scottish Public Sector Procurement in Construction quoted from [Building for the Future, The Scottish Construction Industry's Strategy 2013-2016, Construction Scotland](#) which estimated that around 31,000 businesses employing around 170,000 people make up the construction industry in Scotland. The review also said that public sector expenditure on construction is in excess of £4 billion and for every £1 spent a further £2.94 is generated in the economy. Two thirds of those who are employed in construction work for small firms, that is those which employ less than 50 people. Many of these companies find it difficult to compete for public sector work; there are a number of organisations who are able to provide assistance to them and a list of some of these is at Annex A. This list is not exhaustive and if recipients are aware of others they are invited to notify the Construction Procurement Policy Unit at the address below. Public contracting authorities are encouraged to engage with these organisations where appropriate and to encourage SMEs in their areas to do the same.

Dissemination

5. Please bring this construction procurement note to the attention of all those staff involved in the procurement or delivery of construction activities.

Contact

6. If you have any questions about this CPN please contact:

Construction Procurement Policy Unit
The Scottish Government
5 Atlantic Quay
150 Broomielaw
GLASGOW
G2 8LU

Tel: 0131 244 8492

E-mail: constructionpolicy@gov.scot

ANNEX A

The Scottish Government is not recommending any of the organisations below, has no connection with them and cannot be held responsible for any advice given by any of them. The choice of adviser is entirely a matter for the person seeking such advice and other organisations may be able to provide similar advice.

Organisations	Contact Details
Building Engineering Services Association (BESA)	https://www.thebesa.com/
British Constructional Steelwork Association (BCSA)	https://www.steelconstruction.org/bcsa/
Business Gateways (Local Area Offices)	http://www.bgateway.com/local-offices
Chambers of Commerce	http://www.scottishchambers.org.uk/chambers/chamber-listing
Construction Industry Training Board	http://www.citb.co.uk/
Construction Scotland	http://www.cs-ic.org/constructionscotland/
National Demolition Training Group	http://ndtg.training/
Employability in Scotland	http://www.employabilityinScotland.com/
Federation of Master Builders	https://www.fmb.org.uk/
Job Centre Plus	https://www.gov.uk/contact-jobcentre-plus
Lift and Escalator Industry Association (LEIA)	https://www.leia.co.uk/
Princes Trust in Scotland	https://www.princes-trust.org.uk/about-the-trust/where-we-work/scotland
Skills Academy for Construction	http://www.cskills.org/nsacademy/
Scottish Building Apprenticeship and Training Council	http://www.sbatc.co.uk/
Scottish Building Federation	http://www.scottish-building.co.uk/
Scottish Enterprise	http://www.scottish-enterprise.com/industry-support/construction

SELECT (Scottish Electrical Contractors Association)	http://www.select.org.uk/
Scottish Local Authorities Economic Development Group	http://www.slaed.org.uk/index.html
Skills Development Scotland	https://www.skillsdevelopmentscotland.co.uk/
Scottish and Northern Ireland Plumbing Employers Federation (SNIPEF)	http://snipef.org/
Supplier Development Programme Scotland	https://www.sdpscotland.co.uk/
Apprentice Support	
Building Engineering Services Association (BESA)	https://www.thebesa.com/training/
Scottish and Northern Ireland Plumbing Employers Federation (SNIPEF)	http://www.becomeaplumber.com/
Scottish Electrical Charitable Training Trust (SECTT)	http://www.sectt.org.uk/
Resources	
Scottish Procurement Single Point of Enquiry	http://www.gov.scot/Topics/Government/Procurement/Selling/supplier-enquiries