



OUR ISLANDS
OUR DEAL 

Suppliers guide to the Islands Growth Deal



A guide for businesses

What are Growth Deals?



Growth Deals are agreements between the UK Government, the Scottish Government and local Councils designed to bring about long-term strategic approaches to improving regional economies. Growth Deals are delivered by regional partnerships between partners. The aim of these collaborations is to drive inclusive economic growth.

What is the Islands Growth Deal?

The Islands Growth Deal is a 10-year package of investment that will seek to drive economic growth and the creation of sustainable jobs across Shetland, Orkney and the Outer Hebrides.

Jointly funded by up to £100 million from the Scottish Government and the UK Government (£50 million Scottish Government and £50 million UK Government), the Islands Growth Deal seeks to attract further investment of £293 million in match funding.

The Islands Growth Deal will invest in sixteen projects and programmes (island specific and cross-island) built around three strategic themes of: low carbon, supporting growth and future industries, and; thriving sustainable communities.

Through the projects we aim to improve economic productivity, deliver up to 1,300 jobs by 2032, support the islands to be among the first places in the UK to achieve net zero, create the foundation for an innovation-focused recovery from the COVID-19 pandemic,

seek to address our demographic challenges, and support inclusive and sustainable growth across our island communities.

The Islands Growth Deal programme includes three joint-island innovation-focused proposals in the areas of low carbon technologies; creative industries and wellbeing, and skills and talent attraction. These projects will undertake activity in all three island groups and deliver benefits across all communities.

What does the Islands Growth Deal mean for my business?

The Islands Deal investment will open up opportunities for businesses as a result of the following:

- The Islands Centre for Net Zero will operate across the three island groups to explore and trial solutions to decarbonisation, with investment in capital energy transition projects across Orkney, Shetland and the Outer Hebrides.
- Creation of new and internationally significant port infrastructure that will play an important role in supporting Scotland and the UK to achieve net zero targets (Scapa Flow Future Fuels Hub, Outer Hebrides Energy Hub, Dales Voe Ultra-Deep Water Quay).
- The Creative Islands Wellbeing programme will invest in a network of Creative Hubs across the islands, providing the facilities, space and support required by creative practitioners to increase their creative output and economic



Dales Voe, Shetland

sustainability. Creative Hubs planned across the islands are being led by Pier Arts, Shetland Arts, An Lanntair and Taigh Chearsabhagh.

- Development and enhancement of the Outer Hebrides top culture and heritage assets, delivering complementary tourism facilities and attractions at five key locations.
- In Orkney, the World Heritage Gateway project will create a world leading sustainable tourism offer and transform the visitor experience through investing in the sites and surrounding infrastructure.

- Investment in the islands food & drink sector, including sustainable food production through the creation of an islands' vertical farm in Orkney, powered by renewables, R&D to enable growth in Shetland's mussel farming sector in Shetland, and investment in local food and drink production units, and in selected piers and harbours across the Outer Hebrides.



Lochboisdale, South Uist

- Building a modest and adaptable launch facility at Scolpaig Farm, North Uist, to establish the UK's primary commercial suborbital launch site.



- Investment in academic infrastructure across Orkney, Shetland and the Outer Hebrides with investment in the Orkney Research and Innovation Campus and UHI facilities in Shetland and the Outer Hebrides.
- Delivery of a major place-making project at the Knab site, Lerwick, Shetland.
- Underpinning these capital investments, the TalEntEd Islands Programme will create opportunities for education, skills, entrepreneurship and workplace innovation. It will grow the level of university activity on the islands, and support island businesses to test and commercialise new ideas.



More information about the Islands Growth Deal project can be found at:

www.islandsdeal.co.uk

Follow the Islands Growth Deal on Twitter: **@Islands Deal**

What support is available to prepare for the Islands Growth Deal?

Supplier Development Programme

Helping You Bid Better

The Supplier Development Programme (SDP) can support SMEs to make the most of the opportunities the Islands Growth Deal will offer.

What help is available?

SDP is a free service which offers training and support to help micro, small and medium sized businesses find contracts, understand the tender process, and improve their bids through tender training available via face-to-face 'classroom style' courses, online webinars and eLearning.

SDP organises events year round across Scotland on a number of tender-related topics. Training is divided into beginner, intermediate and advanced levels so you can decide what is best for you. SDP also provides aligned training on specific contract opportunities to help SMEs get tender ready.

The training programme includes:

- Working with the Public Sector
- Assessing opportunities through Public Contracts Scotland
- The SPD – How to pass the selection stage
- Improving your bid score to increase your win rate
- Managing the bidding process effectively
- Tender resources, news and information



What do Scottish SMEs say about SDP?

"It was excellent."

"I enjoyed hearing the trainers experience from both sides of the fence."

"It was a good reminder of potentially things I had missed before."

"I like how accessible the courses are."

"I found it useful to understand the process, abbreviations and acronyms that are used."

"Excellent, detailed content from someone with clear experience and expertise."

"The question and answer session was very useful."

"Very informative slides and a talented speaker."

Feedback from Successful Bidders

"Participating in the tender training from SDP was essential in supporting both the company's set up and tender application process. It also allowed us to reach a wider market than we were previously able to reach."

Dundee Science Centre

"The service and training available from SDP helped us to achieve our goal. By using the knowledge and experience gained from SDP, we are more strategic on tenders we bid on, resulting in an increase in the number of tenders we win."

Provista

Read more online about successful bidders: www.sdpscotland.co.uk/media-case-studies/

OUR ISLANDS OUR DEAL

The Islands Deal proposals are being driven by a diverse group of highly committed partners from our island's business and community sectors, public agencies and academic and research institutions, working in partnership with a range of major Scottish and UK universities, businesses and national agencies.

The Deal is being led by the three island councils: Shetland Islands Council, Orkney Islands Council and Comhairle nan Eilean Siar.

Over the ten-year period of the Growth Deal, we will work closely with the UK and Scottish Governments to deliver this investment into our island communities.



Scottish Government
Riaghaltas na h-Alba
gov.scot



Funded by
UK Government



SDP provides free tender training and information to help Scottish SMEs win public sector contracts.

All events are free of charge for businesses registered with the Supplier Development Programme.

Book at www.sdpscotland.co.uk

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