

How to do Business with North Lanarkshire Council and Frequently Asked Questions

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This document provides companies that may be interested in doing business with North Lanarkshire Council with responses to frequently asked questions whilst additional information can also be found in Section 10 of the councils [Procurement Strategy 2026 – 27](#).

Contents

The Bigger Picture	3
1. How is public procurement changing in Scotland?	3
2. What is North Lanarkshire Council trying to achieve through procurement?	3
Opportunities and Pipeline Visibility	3
3. What opportunities are coming up?	3
4. How can I get early insight into future opportunities?	3
Accessing Opportunities	4
5. Where are contracts advertised?	4
6. Do you use frameworks?	4
Supporting Smes and Local Supply Chains	4
7. Can SMEs and local businesses win Council work?	4
What We Look For From Suppliers	4
8. Are there subcontracting opportunities?	4
9. What is “value for money” to the Council?	4
10. What are Community Benefits?	5
11. What is your approach to Fair Work?	5
12. What are your sustainability expectations?	5
13. Do you support innovation?	5
Tendering Process	5
14. How are tenders evaluated?	5
15. What is the Single Procurement Document (SPD)?	6
16. Can I speak to buyers before a tender?	6
Practical Information	6
17. What insurance is required?	6
18. How quickly will I be paid?	6
19. What support is available to help me tender?	6
Final Message	7
20. Why engage with North Lanarkshire Council?	7

The Bigger Picture

1. How is public procurement changing in Scotland?

Public procurement in Scotland is evolving rapidly, with increased focus on:

- Community Wealth Building and social value
- Sustainability and net zero outcomes
- Innovation and digital transformation
- Greater transparency and accountability

North Lanarkshire Council's [Procurement Strategy 2026 – 27](#) reflects these national priorities and ensures our procurements deliver economic, social and environmental value alongside cost and quality.

2. What is North Lanarkshire Council trying to achieve through procurement?

Our procurement activity directly supports the Council's [vision](#) to make North Lanarkshire a place to: Live, Learn, Work, Invest and Visit.

We use procurement to:

- Drive inclusive economic growth
- Support local businesses and supply chains
- Deliver community benefits and jobs
- Improve public infrastructure and services

Opportunities and Pipeline Visibility

3. What opportunities are coming up?

We have a strong pipeline of opportunities linked to major programmes such as:

- Town centre regeneration
- New-build housing
- Community hubs
- Infrastructure and transport projects

Our [Annual Procurement Report](#) provides advance notice of regulated procurements over the next two financial years, helping suppliers plan ahead.

4. How can I get early insight into future opportunities?

You can:

- Review our [Annual Procurement Report](#) pipeline
- Monitor [Public Contracts Scotland \(PCS\)](#) notices
- Explore the [Scottish Pipeline Forecast Tool](#) for construction projects
- Attend engagement events such as [Meet the Buyer](#)

Forward planning is a key part of our approach to improving supplier engagement and competition.

Accessing Opportunities

5. Where are contracts advertised?

All regulated opportunities are advertised via:

- [Public Contracts Scotland \(PCS\)](#)
- [PCS Tender](#) (eTender system)

You can also access our:

- [Contract Register](#)
- Previous contract awards
- [Buyer profile](#)

6. Do you use frameworks?

Yes. Many opportunities are delivered through:

- [Scotland Excel](#)
- [Scottish Government Procurement](#)
- [Government Commercial Agency](#) (formerly Crown Commercial Services)

Suppliers should consider bidding for these frameworks as another route into Council work.

Supporting SMEs and Local Supply Chains

7. Can SMEs and local businesses win Council work?

Yes. We actively encourage participation from:

- SMEs
- Local businesses
- Third sector organisations
- Supported businesses

We design procurements to:

- Reduce barriers to entry
- Encourage competition
- Promote local economic benefit

What We Look for from Suppliers

8. Are there subcontracting opportunities?

Yes. For higher value contracts, we encourage supply chain involvement and subcontracting, particularly to support local economic growth and Community Wealth Building.

9. What is “value for money” to the Council?

Value for money means achieving the best balance of:

- Cost
- Quality
- Sustainability

not simply selecting the lowest price.

10. What are Community Benefits?

Community Benefits are requirements that deliver wider outcomes beyond the contract, such as:

- Jobs, apprenticeships, and training
- Use of local supply chains
- Community or environmental initiatives

These are a key feature of many of our procurements, particularly higher value contracts.

11. What is your approach to Fair Work?

We promote [Fair Work First](#), including:

- Payment of the real Living Wage
- Good working conditions
- Workforce development

These factors can form part of evaluation and contract delivery.

12. What are your sustainability expectations?

We apply the sustainable procurement duty, meaning suppliers should support:

- Carbon reduction and climate resilience
- Waste reduction and circular economy
- Social and environmental value creation

13. Do you support innovation?

Yes. We encourage suppliers to bring innovative solutions that improve:

- Efficiency
- Service delivery
- Environmental performance

Innovation is considered where appropriate within procurement strategies and evaluation.

Tendering Process

14. How are tenders evaluated?

Evaluation is based on pre defined criteria, typically including:

- Quality and technical approach
- Price

- Social value and community benefits
- Sustainability and Fair Work

All evaluations are conducted transparently and in line with procurement regulations.

15. What is the Single Procurement Document (SPD)?

The [SPD](#) is used to assess:

- Suitability
- Financial standing
- Technical capability
- Compliance with regulations

16. Can I speak to buyers before a tender?

Direct pre tender engagement is limited, but we may:

- Hold market engagement exercises
- Facilitate engagement through events like Meet the Buyer

All engagement must be fair, transparent and documented.

Practical Information

17. What insurance is required?

Typical requirements include but are not limited to:

- £10m Employer's Liability
- £5m Public Liability

Insurances are required upon award (not necessarily at bidding stage and levels and types of insurances required change on a procurement to procurement basis)

18. How quickly will I be paid?

We operate standard 30-day payment terms and promote prompt payment throughout the supply chain.

19. What support is available to help me tender?

Free support is available through:

- [Supplier Development Programme](#) (SDP)
- [Supplier Journey](#) website

These provide training, advice and resources to improve your chances of success.

Final Message

20. Why engage with North Lanarkshire Council?

We offer:

- A strong and visible pipeline of opportunities
- Fair, transparent procurement processes
- A commitment to SMEs and local supply chains
- A focus on community wealth building, sustainability and innovation

We want to work with suppliers who can help deliver real impact for our communities.