

BiP in the Gulf

BiP Commercial Director Scott Smith and Commercial Executive Gerry Thorogood visited the Kingdom of Saudi Arabia in April to meet with Government Officials in Riyadh.

BiP was invited to meet with the Government in the Kingdom to discuss our experience and expertise in the public procurement arena as it embarks on an ambitious 5 year e-enablement programme.

The BiP team spent 3 days in Riyadh and examined a range of Government procurement processes and shared our experience and viewpoints on best practices.

This new relationship for BiP builds on the sound foundation of our work over the last few years in the United Arab Emirates, where BiP developed and provided a procurement portal for the Army Purchasing Directorate.

The meetings with the Government also coincided with Saudi – British week (18 - 23 April). This gave the BiP team the opportunity to attend a number of events planned by Scottish Development International, UK Trade and Investment and the Saudi Arabian Government. The events included a conference and exhibition hosted at the Saudi Chamber of Commerce in Dammam, in the Eastern Province.

This enabled the BiP team to meet with Saudi businesses and business support agencies and take part in a number of workshops and discussions on Saudi – British Business Development.

The event programme also included a site visit to Saudi Aramco, the world's largest oil company, where the BiP team was introduced to the procurement team and was given a fascinating insight into the development plans for the years ahead.

A key objective of this trip was to increase our knowledge of the local business culture and customs. This was helped by attending a formal reception hosted by the UK Ambassador on the occasion of Her Majesty Queen Elizabeth's birthday. This event provided the opportunity to network with Saudi Government Officials and businesses in a less formal environment.

The BiP activity in the Gulf is continuing and this recent visit will build on our existing foundation in the region.

