

## COMMUNITY BENEFITS

### CASE STUDY: SME DEVELOPMENT



hWS is passionately committed to supporting the inclusion of Small, Medium Enterprises (SMEs), Third Sector Organisations (TSO) and Supported Businesses (SB) in the delivery of our community infrastructure projects.

This is managed through our Supplier Directory, a database of these businesses who operate within our Territory in the west of Scotland who have expressed their interest as subcontractors / service providers on our projects.

The database is issued with all hWS tenders, allowing our Primary Contractors to maximise opportunities and meet their hWS performance targets for SME businesses to be involved in the delivery of all projects.

Cambium Creative Solutions, an existing member of the hWS Supplier Directory, are a small joinery manufacturing and spray finishing company who specialise in bespoke furniture.

The Glasgow-based family run business has been established since 2010. They work in both the commercial and domestic sectors and their products range from reception desks, storage solutions, door sets and timber stairs, to timber screens, panels and fitted wardrobes.

BAM, the main contractor on Clydebank Leisure Centre, appointed Cambium to manufacture two bespoke reception desks including the main reception desk and the 1st Floor desk, resulting in more than £17,000 worth of work. BAM had previously engaged with the company and found them to be very competitive.

Barry McGinlay, Director of Cambium said "We are delighted to be on the hWS Supplier Directory and hope that being a part of this will help us grow our client base and our business!"

"Cambium were a great company to work with, the reception desks were brought to site with no defects and installed with no issues; the quality of their work was excellent".

**Ryan Wilson,**  
Assistant Project Surveyor, BAM

"From start to finish the whole process ran smoothly, thanks in large part to the help and professionalism of the project manager Ian Redmond and Ryan Wilson the Assistant Project Surveyor. We look forward to our next project for BAM".

**Barry McGinlay, Director,**  
Cambium Creative Solutions



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