

# network

## enterprise europe

### scotland

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## Lots in Translation

*A specialist translation services group has been speaking the language of success since getting involved with Enterprise Europe Scotland.*

“We contacted Enterprise Europe Scotland because we were keen to get involved within the public sector, but didn’t know how,” says Fiona McCrae, company director of McFelder Translation Services. “We have since signed a minimum three-year contract with the Scottish Parliament, which gives us a fabulous pedigree.”

Formed in 2004, McFelder established itself as a specialist and technical translation service with a number of blue-chip businesses. The company is now aiming to use its relationship with Amy Burnett at Enterprise Europe Scotland to repeat this success across the European public sector.

“We help companies with practical information on public procurement and opportunities across Europe,” explains Amy. “We help identify markets and source contracts, either through our TOP Tenders service, or other advertising portals. We can either meet clients on a one-to-one basis, or via our regular public procurement workshops.”

“Working with Amy has been hugely informative,” states Fiona. “She advised us on how the public sector operated, where to look for notices of tenders and how to apply for them. That was critical information which put us on the right track.”

Winning the Scottish Parliament contract gave McFelder a strong foothold in the sector and the company has found itself short-listed for further awards and strengthening its network. “We’ve been given details of contacts in other countries which we are following-up to give us the expertise to bid for tenders there too,” says Fiona.

The stability afforded by such contracts has added importance in uncertain economic times. “We can’t control when our private sector clients give us work but public contracts are for a set value and period of time,” explains Fiona. “It’s a much stronger foundation on which to grow your business.”

Amy says she is “delighted that McFelder have secured the Scottish Parliament contract” and pledges continued support “now and in the future”. Fiona is also keen to continue this fruitful relationship: “The service has been really helpful, responsive and professional. We will definitely use it again.”

For further information, please contact Enterprise Europe Scotland by email:  
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