WeDO Scotland ™
championing entrepreneurs since 2008

The most resilient, high achieving entrepreneurs are those who find their peer community and tap into the valued collective wisdom of others. That is the value WeDO delivers.

wedoscotland.com

2026 Conference & Awards

SPONSORSHIP OPPORTUNITIES



LinkedIn @wedoscotland YouTube







WHY PARTNER WITH US?

Your ideal customers in one place.

WeDO puts you in front of the businesses that need you the most.

Our members are established Scottish SME business owners.

Our community is relationship-led, peer driven, collaborative & focused on supporting entrepreneurs to maximise their growth potential.

If that aligns with the businesses you strive to work with, the synergy is clear.

150+ KEY DECISION-MAKER **MEMBERS**

£920M+ COMBINED **TURNOVER**

2,000+ OPTED IN, ACTIVE **SUBSCRIBERS**

4,500+ ENGAGED LINKEDIN **FOLLOWERS**

30+ INDUSTRY **SECTORS**

85% CONSISTENT **ENGAGEMENT**



THE EVENT

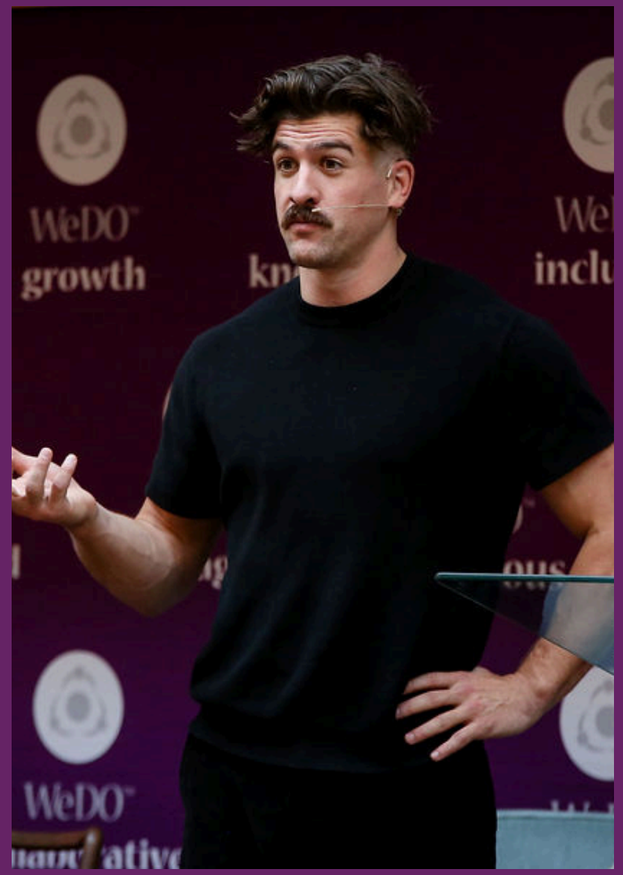
One day. One room.

For the first time, we're bringing our Conference and Awards together into one flagship event, creating a full day dedicated to celebrating entrepreneurship, sharing honest business insights and recognising the very best of Scotland's SME community.

By doing so, we're able to create something even more valuable for our members, partners and guests, whilst ensuring we continue to deliver an exceptional experience and outstanding celebration of the Scottish SME community.

> ***"Over the past fourteen years, our Awards have earned a reputation for credibility, integrity, inspiration and recognising genuine achievement. They aren't popularity contests or pay-to-win awards. They exist to celebrate the cream of the crop of Scotland's SME business community. The entrepreneurs and business leaders who are building exceptional businesses, creating jobs, driving innovation and making a real impact."***
>
> *Belinda Roberts MBE, WeDO Founder & CEO*

As always, it will be a day of inspiration, learning, meaningful connections and, of course, recognising success.



THE DAY IN FOCUS

Inspiring, thought-provoking, unique.

MORNING

Breakfast on arrival

3 outstanding speakers

Business & Economy Panel Discussion and Q&A

1.5 hours for networking

LUNCHTIME

Awards Ceremony

Plated 2 course lunch with drinks

Extended time for networking

AFTERNOON

“In Conversation’ with Colin Ingram

Drinks Reception

PREVIOUS SPEAKERS INCLUDE

Martin Gilbert - Chairman - Revolut

Dr Poonam Gupta OBE - CEO - PG Paper

Mel Young MBE - CEO - Homeless World Cup

David Thomson - DC Thomson

Dr Brian Williamson - serial entrepreneur & investor

Paul Atkinson FRSE - serial entrepreneur & investor

Lord Andrew Dunlop

Mollie Hughes - world-record holding mountaineer

Calum Paterson - Chairman - Scottish Equity Partners

Danny Campbell - CEO HOKO & Presenter BBC Scotland’s Home of the Year

Click HERE to find out more about speakers Marie & Tony.

Click HERE to find out more about ‘In Conversation’ with Colin

SPEAKERS & ‘IN CONVERSATION‘

Our speakers aren’t on the ‘circuit’, they have outstanding stories to share. We still have one to confirm but here’s who we’ve confirmed so far ...



MARIE OWEN OBE

LS Productions

2025 WeDO Entrepreneur of the Year



TONY QUINN

Silvercloud & Acumen

Award winning entrepreneur



COLIN INGRAM

Olivier Award winning global musical theatre entrepreneur



SPONSOR FEEDBACK

Aligned brands, trusted relationships.

"The opportunity for Shakespeare Martineau (Scotland) LLP to engage with the 2023 WeDO Scotland Annual Conference as the principal sponsor was a great opportunity for us to increase awareness of our brand in the Scottish marketplace.
The conference was extremely well organised and attracted a significant number of companies in the SME space. The speakers and panelists were of the highest quality, with inspiring stories to tell and with enormous knowledge and experience to talk about and answer questions on well selected topics in the panel sessions."

Grant Docherty
Partner
Shakespeare Martineau

"Barclays partnered with WeDO on various initiatives for 3+ years, as Awards and Conference sponsors, in addition to supporting many of their regular events. Our target customers were the perfect match for the WeDO community.
WeDO has a respected reputation as a professional, approachable and dynamic community of business owners and leaders. What always strikes me most is the trust & ambition which is embedded at the core of WeDO and everything they do. The sectors represented by the members is varied and it's refreshing that they are solely for established entrepreneurs. A true force of nature in the Scottish SME ecosystem."

Stuart Brown
Head of SME Scotland & Northern Ireland at Barclays

WeDO has a proven track record of delivering commercial value for partners.

AWARD SPONSOR

£500 + VAT (Member)
£750 + VAT (Non-Member)

Introduce the Award, announce the winner & present the Award.

Logo on Awards pages, Awards Application & Nomination pages & finalists pages in event brochure.

Logo on all marketing collatoral promoting the Award including LinkedIn posts and videos.

1 complimentary ticket.

1 pop-up banner in the room for the duration of the event.



AWARD CATEGORIES

Lifetime Achievement Award
Entrepreneur of the Year - RESERVED
International Entrepreneur of the Year
Young Entrepreneur of the Year
Executive Leader of the Year
SME Business of the Year - RESERVED
High Growth Company of the Year
Inspiring Leader of the Year

EXHIBITOR

£1,000 + VAT (Member)

£1,300 + VAT (Non-Member)

Opportunity to showcase your products & services to established entrepreneurs, founders and senior decision-makers.

Build brand awareness among a highly relevant and influential audience.

1 minute promotional video played at the start & during breaks (produced by you).

Exhibition space in the break-out room where refreshments are served, table, tablecloth & 2 chairs provided.

2 complimentary tickets.

Pop-up banner at your stand and one in the main room.

Optional discounted 55" TV monitor for on-screen video promotion & iPads for lead generation.



RECEPTION PARTNER

£1,500 + VAT (Member)

£2,500 + VAT (Non-Member)

Logo & listing as a Partner - booking page, Conference & Awards pages, half page advert in event brochure

Your brand synonymous with Scotland's most highly respected annual SME event. Logo on welcome, speaker and break slides.

2 complimentary tickets

Enabling your team to network and engage with fellow attendees.

Marketing promotion

2 pop-up banners in the room for the duration of the event.



GOLD PARTNER

£5,000 + VAT (Member)

£6,500 + VAT (Non-Member)

Logo & listing as a Partner - booking page, Conference & Awards pages, half page advert in event brochure

Your brand synonymous with Scotland's most highly respected annual SME event. Logo on welcome, speaker and break slides.

Exhibition stand + 4 complimentary tickets

Exhibition stand giving full branded presence for the duration of the day with video promotion.

Marketing collatoral & promotion

Leaflet/flyer on every table.



PLATINUM PARTNER

£8,000 + VAT (Member)
£10,000 + VAT (Non-Member)

Keynote Speaker slot & naming rights

10 minute keynote speech at the event following on from the CEO welcome speech. Conference & Awards branded ‘In Association with WeDO’. Logo on every slide.

Prominent logo - booking page, all Conference & Awards pages, full page advert in event brochure

Your brand synonymous with one of the most highly respected annual SME events in Scotland.

Marketing collatoral for every delegate

Exhibition stand + 6 complimentary tickets

First choice of exhibition stand giving full branded presence for the duration of the day with video promotion.

Post-event email to all attendees

One dedicated email promoting your business sent to every attendee after the event.





THE BUSINESS

CURRENT PARTNER

Strategic alignment, shared values.

We're delighted to work with THE BUSINESS as our Stategic Partner. This partnership has been in place for 2 years on an ongoing basis.

THE BUSINESS is the leading magazine for Scotland's professional services and business communities. Published four times a year in April, June, September and December, the magazine is distributed in The Sunday Times Scotland.

Each quarterly edition focuses on the Scottish economy's key issues, with insight from leading commentators, benefiting from the Scotland-wide distribution and influential readership of The Sunday Times.

PREVIOUS PARTNER BRANDS

A selection of the brands we have aligned with.

BREADALBANE

PENTAGON event solutions

ORIUM Part of the Iomart Group

SPEAKER BUZZ inspiration with impact

The Scottish National Investment Bank

BOLD MINDS MEDIA

eastern

Scottish Business Resilience Centre

COMMSWORLD

Scottish Enterprise

Hampden Bank

the PURPLE HOUSE CLINIC

















Click play below to find out more about our past Conferences & Awards

- 2025 Conference Round-Up
- 2025 Conference Biographies
- 2025 Awards
- 2025 Awards Finalists
- 2024 Conference

YouTube