



take the lead

Learn from Others

## Business Matchmaking

a member to member service where we find your perfect business match



QUALITY  
SCOTLAND

Quality Scotland's Learn from Others programme offers a series of networking opportunities, each of which requires a higher level of commitment:

- 1 **Business Matchmaking**
- 2 Mentoring
- 3 Benchmarking

This brochure provides details on Business Matchmaking. For further information on any of the other Learn from Others programmes, please contact Quality Scotland on 0131 556 2333 or email [info@qualityscotland.co.uk](mailto:info@qualityscotland.co.uk).



Business Matchmaking is a confidential service, where member organisations share ideas and experiences. This valuable tool offers a more structured approach to networking, where contacts are made outwith your normal business circle. Hence, organisations as diverse as Babcock Engineering Services and Diageo can come together to share experiences. Furthermore, contacts are often made across a variety of sectors, linking the private, public and voluntary sectors.

## What is Business Matchmaking?

Business Matchmaking is a FREE service available to Quality Scotland members. If your organisation is faced with a particular business challenge or if you simply want some friendly advice from another organisation that has been involved in a similar experience, Quality Scotland can help you get in touch with the right organisation.

Recent Business Matchmaking requests have included:

- Key Performance Indicators
- Employee suggestion schemes
- Measuring customer satisfaction
- How to identify internal customers and establish quality measures
- Project management software
- How to establish employee award schemes
- How to create a leadership and team-based culture
- And more...

## How do I submit a request?

For more information or to submit a Business Matchmaking request, please contact James Watt on 0131 556 2333 or email [james.watt@qualityscotland.co.uk](mailto:james.watt@qualityscotland.co.uk).

Please note that Business Matchmaking is a FREE advice exchange between member organisations and is not open to consultancy or non members.

**“Business Matchmaking is an excellent way to meet and learn from like-minded organisations, regardless of whether you made the request in the first place! Sharing experiences is the best way to learn from others – we do this all the time in our personal lives, why not translate this to business?”**

**Will Cragie, Technical Manager  
Diageo**

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Promoting Business Excellence

