



SFHA Property Repairs & Asset Management
Conference

**B1 Procurement: Community Benefits and
Supporting SMEs**

11th September 2018

Colin Taylor





Agenda

- **Procurement Commercial Improvement Programme (PCIP)**
- **Supporting Small to Medium Enterprises (SME's)**
- **Community Benefits – SFHA/ Scotland Excel**



Scotland Excel

- Shared service across all 32 local authorities & Associate Members
- Portfolio of contracts covering
 - Construction
 - Education and Corporate
 - Social Care
 - Transport and Environment
 - ICT
 - Energy Efficiency Contractors
- 60 contracts – value £1.0bn
- Learning & Development Academy





PCIP Programme Background

➤ Procurement Commercial Improvement Programme (PCIP)

- Cabinet Secretary Announcement
- Fully Funded 2 Year Pilot Programme for Scotland Excel to Deliver
 - Develop Procurement Capability
 - Identify Financial Savings Opportunities
 - Identify Social, Economic & Environmental Benefits





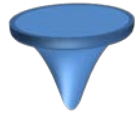
PCIP Programme

- Introduction call
- SXL Desktop review of key documents to assess readiness
- Onsite preparation Support
- Assessment day
- Next steps / Improvement plans

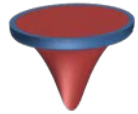




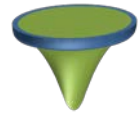
What The Sector Is Doing Well....



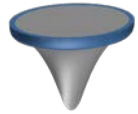
Biggest is not always best !



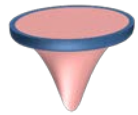
Procurement Policies/ Strategies align to Business Plan



Stakeholder Involvement / Specification Development



Social Value & Local Communities are high priorities



Training – Investing in Procurement



Recognising Need for Collaboration



Key Issues....

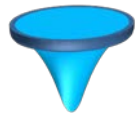
....But an Opportunity !



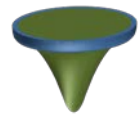
Purchase Item detail has been difficult for associations to evidence



Have Contract & Supplier Management embedded across the organisation



Contract Register To Be Published Online



Develop In-House Procurement Knowledge to Reduce Reliance on External Consultants and for Succession Planning



Small and Medium Enterprises

“We aim to grow our economy by making Scotland one of the best places in the world to do business. This means supporting Small and Medium Enterprises (SMEs), improving business regulation, and investing in the future”

Scottish Government



**The Scottish
Government**
Riaghaltas na h-Alba



Small and Medium Enterprises

- Open & Transparent Process
- Remove Perception of Using Same Suppliers
- Opportunity for SME's to continue working with HA – but also to Grow !
- Stimulate Competition – reduce risk of sole trader walking away
- Good Procurement Practice safeguards YOU too....
- BUT.....

The Supplier has to have a willingness to Engage !!





Small and Medium Enterprises





Small and Medium Enterprises

You Should.....

- **Attend Meet The Buyer Events**
- **implementing a sustainable procurement duty that facilitates the involvement of SMEs, third sector bodies and Supported Businesses on Business Plan.**
- **Publish Contract Register Online/Website**
- **Develop Relationship through robust Contract & Supplier Management process.**





Small and Medium Enterprises

The Supplier Should.....

- **Share Innovation**
- **Partnership Working**
- **Prompt Payment for Subcontractors**
- **Work Together on Corporate Social Responsibility values-**
 - **Ethical Sourcing**
 - **3rd Sector/ Supported Business**
 - **Anti Slavery**





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 **Get in touch: 0800 222 9003**
Opening hours: 08:30 - 17:00

 **Free Registration**
Register here as a
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This portal gives free access to contract opportunities in Scotland

Find details of contracts with Scottish Local Authorities, NHS Scotland, the Scottish Government, Agencies and NDPBs, Higher and Further Education and Emergency Services by browsing the available contracts. You can also [register](#) to receive free e-mail alerts.



Find Contracts

Suppliers of goods, works and services
Register for free to receive regular e-mail alerts of public sector opportunities.

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Advertising your contract opportunities here and comply with your legal obligations regarding adequate publicity.

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Supplier Development



Supplier Development Programme

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Supplier Development Programme

**Supplier
Development
Programme**

Helping You **Bid Better**



Email: info@sdpscotland.co.uk



Open Discussion

Thoughts ?

Own Experiences ?

**What Works for
You ?**





"The first question that we should ask when developing any contract specification should be: Can we include a community benefit clause?"

John Swinney, Cabinet Secretary for Finance and Sustainable Growth, March 2010



A hand-drawn word cloud in the shape of a heart. The words are arranged in a circular pattern, with the word 'COMMUNITY' being the largest and most prominent in the center. Other large words include 'GIVE', 'LOVE', 'SUPPORT', 'HUMANITARIAN', 'MONEY', 'FOOD', 'FRIENDSHIP', 'LEISURE', 'HAPPINESS', 'UNITY', 'SUCCESS', 'TEAMWORK', 'WORK', 'GIVING', and 'LIFE'. The words are in various colors, including blue, green, red, and purple. A hand is shown drawing the outline of the heart with a black marker.



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