

Procurement: What's Next?

Dougie Gold, SFHA Procurement Advisor

Intro...

- Key Changes since 18 April 2016?
- What SFHA have done to support HA's?
- What have we found in the last year?
- Joint & Collaborative Working
- Challenges to Come?
- Q&A

Key Changes since 18 April 2016

- Public Contracts (Scotland) Regulations 2015,
- Procurement Reform (Scotland) Act 2014,
- ESPS & ESPD Module within PCS,
- Below EU threshold in Scotland £50K & £2M, (EU £181k & £4.55m)
- Wider use of Quick Quotes,
- Community Benefits in procurements,
- Use of Public Contracts Scotland (PCS),
- Regulated & Non-Regulated Procurement

What SFHA have done to support HA's?

- Free Procurement Advisory Role,
- **Free Procurement Skills and Capacity Building Courses:**
 1. ESPD – Basic
 2. ESPD - Advanced
 3. PCS (Journey) 1 - Quick Quotes
 4. PCS (Journey) 2 - Scotland Notices – PCS Website (Non OJEU)
 5. PCS (Journey) 3 - OJEU Notices
 6. Collaborative Procurement
- **Block 2 Skills and Capacity Building Courses:**
 1. ESPD – Electronic Module in PCS
 2. ESPD Scoring to Stage 2 – Evaluation / Scoring Assessments
 3. Stage 2 - Price / Quality Assessments

What have we found in the last year?

- Generally a better understanding of the Regs & Reform Act,
- Large increase in HA using QQ and PCS,
- VfM in procurement when done correctly,
- Increase in HA's interest and use in Frameworks inc Pre-tendered,
- Increase in bundling of contracts that limits opportunities for SMEs,
- Pockets of interest in collaboration,
- Increased knowledge of non-regulated process, PCS, ESPD & Quick Quotes,
- Increase in use of Consultants to assist and advise RSL's (not always good assistance or advice),
- Increased use of Bid Writers for suppliers/contractors,
- Continued & wide use of SFHA Procurement Advisor Service.

Collaborative Working

- Development collaborative working,
 - Fife Alliance - Kingdom HA/Ore Valley HA/Fife HA/Glen HA
 - Domus – Perthshire/Servite/Hillcrest
 - Devanha - Aberdeenshire HP/Castlehill HA/Grampian HA/Tenants First Housing Co-operative/Langstane HA
 - Strathfor - Rural Stirling HA/Ochil View HA/Forth HA.
- Goals
 - Benefits of cost and resource efficiencies,
 - VfM through shared cost and economies of scale,
 - Shared resources,
 - Shared knowledge and experience.

Collaborative Working

- R&M and Cyclical collaborative working (potential collaboration opportunities)
 - Edinburgh Affordable Housing Partnership (EAHP) now ARCHIE members (8 RSL's in Edinburgh)
 - DRUMCOG – Cernach/Drumchapel/Kendoon/Kingsridge Cleddans Tenant Managed Homes/Pineview HA
 - Iflair – Cloch/Oaktree/Larkfield/Bridgewater/Linstone/Ferguslie Park
 - Paisley South/Williamsburgh/Barrhead/Arklett
 - North Glasgow - Maryhill/Queens Cross/NG Homes/Cube
- Goals
 - suppliers to secure benefits from economies of scale through harnessing combined sector purchasing power. Achieving collaborative procurement and achieving increased VfM.

Opportunities for Joint Procurement

New Build?	IT systems & services?
Planned Maintenance?	Stationary?
Cyclical Maintenance?	Internal Auditing?
Reactive Maintenance?	External Auditing?
Insurances?	CoW Services?
Legal Services?	Tenant Support Services?
Development Services?	

Challenges to come....

- Brexit – may bring some changes / challenges?
- Construction Procurement Handbook,
- Issues around Abnormally Low (high) Tenders,
- Classification of Contracts (Work/Service/Supply),
- Electronic ESPD Module in PCS,
- Community Benefits (Traditional / Innovation),
- Breaking down barriers to Collaborative procurement,
- Frameworks Dynamics (Traditional / Rotational / Innovative),
- Opportunities for SME's (using frameworks, MTC with Lots)
- Doing procurement right and in line with your HA Policy!

Questions?