



Prepared May 2025

Annual Procurement Report

1 April 2024–31 March 2025



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Introduction

Scotland Excel is the Centre of Procurement Expertise for the local government sector, established in 2008 as a non-profit shared service governed by a joint committee made up of elected representatives from Scotland's 32 local authorities.

The 32 local authorities share around 60% of the costs associated with operating Scotland Excel with the balance being generated by working with the sector, offering collaborative procurement support and commercial expertise.

Central to the established operating model is the delivery of effective commercial solutions for members. At the heart of this is the contract portfolio, with a value of c £2bn, which provides support to a wide range of local government services. The portfolio includes solutions for social care services, construction and property management, roads, transport and fleet operations, environmental services, and a wide range of goods required for corporate and educational settings. In partnership with SEEMiS and The Digital Office, a range of Digital services are also offered.

Contracts are developed in consultation with local government representatives from procurement, commissioning and technical backgrounds, to ensure services meet the needs of Scottish communities. The contractual arrangements are always designed to encourage innovation, facilitate policy delivery, support local economic priorities and enhance social value in communities. A range of specialist support is available for our members through our National Savings Team, Flexible Procurement Service, Scotland Excel Academy alongside a range of consultancy and project services.

Scotland Excel provides value to customers by ensuring contracts delivered meet the duties laid down in the Procurement Reform (Scotland) Act 2014 ("the Act"). Section 18 of the Act requires public bodies that publish a procurement strategy to prepare an annual procurement report.

This annual procurement report will set out the performance of Scotland Excel against the corporate strategy and summarise the value delivered through procurement activity. The report compares performance against agreed objectives and strategic targets including those associated with Fair Work and Community Benefits.

Scotland Excel annually publishes an operating plan linked to its five-year strategy which sets out the strategic direction for its procurement activity and details the context in which Scotland Excel will work to ensure value for money is achieved. In addition to the overarching Strategy, Scotland Excel also works with its partners to articulate its approach to delivering an effective contract portfolio through the Sustainable Procurement Handbook, Net Zero Strategy and a suite of Contract Strategies.

These targeted and specific approaches ensure Scotland Excel's portfolio has been developed with consideration to the wider social, economic and environmental priorities in a manner consistent with the sustainable procurement duty under the Act.

Scotland Excel publishes the Annual Procurement Report via our website www.scotland-excel.org.uk.



Summary of Regulated Procurements Completed

Section 18(2)(a) of the Procurement Reform (Scotland) Act 2014 requires organisations to include, “a summary of the regulated Procurements that have been completed during the year covered by the report”.

A regulated procurement is completed when the award notice is published or where the procurement process otherwise comes to an end. This includes contracts and framework agreements. [Appendix 1a](#) provides a summary of the regulated procurements Scotland Excel has completed between 1 April 2024 and 31 March 2025.

The appendix includes the following:

- schedule number (unique reference)
- award date
- title of the arrangement, giving the subject matter of the procurement
- estimated total annual value of the arrangement
- date from which the arrangement starts and is available for use
- end date
- names of each of the suppliers/providers awarded a place.

Scotland Excel also operates a range of Dynamic Purchasing Systems (DPS) and flexible frameworks which are unique in that new suppliers or providers can apply to be added during the advertised period. [Appendix 1b](#) shows those suppliers or providers appointed between 1 April 2024 and 31 March 2025 as well as those arrangements where no additional suppliers or providers were appointed.

“Our vision is to provide collaborative, innovative and transformative solutions that support social, economic and environmental wellbeing.”

Review of Regulated Procurement Compliance

Policy Context

The **Public Procurement Strategy for Scotland** was published in April 2023 providing a high-level vision for Scottish Public Procurement covering the next five years. It is intended that all public sector bodies can align to this vision as part of the common purpose enshrined in the **National Performance Framework**.

The central target is to “To use our collective spending power to deliver sustainable and inclusive economic growth” ensuring that procurement activity in Scotland is;

- Good for businesses and employees
- Good for society
- Good for places and communities
- Open and connected.

As a centre of procurement expertise, our vision is to provide collaborative, innovative and transformative solutions that support social, economic and environmental wellbeing. The **Scotland Excel Corporate Strategy 2023-28** sets goals to deliver solutions that provide value to our members across key strategic areas;

- Journey towards a net zero Scotland
- Drive for efficiency to support the financial sustainability of local public service
- Community wellbeing with equal access to services, economic development and fair work jobs
- Resilient supply chains that maximise opportunities for Scottish businesses and the third sector
- Advancement of skills to deliver Scotland’s economic transformation.

To deliver against these commitments, the role of the Strategic Procurement and Commissioning function will be set out in a **Procurement Strategy** pertaining to 2025/2026. A detailed commissioning plan will be developed during 2026. This will recognise the specific challenges being experienced by local authorities and health and social care partnerships, to support effective delivery of a future model for social care.



Figure 1: Public Procurement Strategy for Scotland 2023-2028

Performance against the corporate strategy and objectives for 2024/25 is shown at **Appendix 2**, which sets out progress made against operating plan commitments, confirming the status of each activity.

To deliver both national and corporate strategies, harnessing the power of procurement and the ambitious sustainable outcomes the sector can deliver, a **segmentation approach** has been embedded at Scotland Excel.

This approach facilitates careful consideration of the balance of savings and benefits possible through a national collaborative exercise, establishing a segmented priority for the procurement. This priority will be derived from stakeholder consultation, an assessment of the risk and opportunities present and sphere of influence all in accordance with the sustainable procurement tools and principles of the Procurement Reform (Scotland) Act 2014.

Segmentation is also an enabler for the adoption of **Procurement Benefits Reporting Guidance**, which recognises that value for money is informed on the balance between cost, quality and sustainability. Established benefit types facilitate consistent reporting of savings and benefits across the sector.

Both segmentation and benefit types are brought together in a new **performance management framework** developed at Scotland Excel in 2024/2025. This framework recognises all those metrics that contribute towards value for money for our members. **Appendix 3** provides an example of the development work underway to track, measure and maximise value attained through participation in the portfolio. Benefit Type 1 (BT1) direct price based, BT2 (price vs market %/£) and BT3 (collaborative process savings) are detailed in **Appendix 3**. Note Benefit Type 14 (BT14 sustainability based benefits) overlap with reporting requirements in other sections of this report. It is anticipated the benefit types included in future reporting will extend as these new approaches are embedded through internal governance and standard operating procedures.

Compliance

Section 17 of the Act requires all regulated procurements to be carried out in line with the organisational procurement strategy. Section 18(2)(b) and (c) state that an annual procurement report must include “a review of whether those procurements complied with the authority’s procurement strategy” and “the extent to which any regulated procurements did not comply, and a statement detailing how the organisation will ensure that future regulated procurements do comply” respectively.

The primary governance forum for our strategic procurement and commissioning teams is the Contract Steering Group (CSG) which is responsible for the governance of each appointed milestone of the procurement process from contract initiation through to contract award and management. These gateways are designed to ensure all Regulated Procurements are carried out in a manner compliant with the Act and with the corporate goals. Templates used in each exercise ensure relevant factors, including segmentation and benefit types, are captured and recorded against each arrangement.

CSG milestones that formulate contract strategies include a review of the stakeholder engagement, User Intelligence Group (UIG) consultation, strategic objectives and data and market analysis. This ensures that developments comply with organisational strategies and will fit with member requirements, local government policy aspirations and market capacity.

A summary of how this process is used operationally is presented at **Appendix 4a**, including a table that sets out how the process was applied to live frameworks during the financial year 2024/25, **Appendix 4b**.

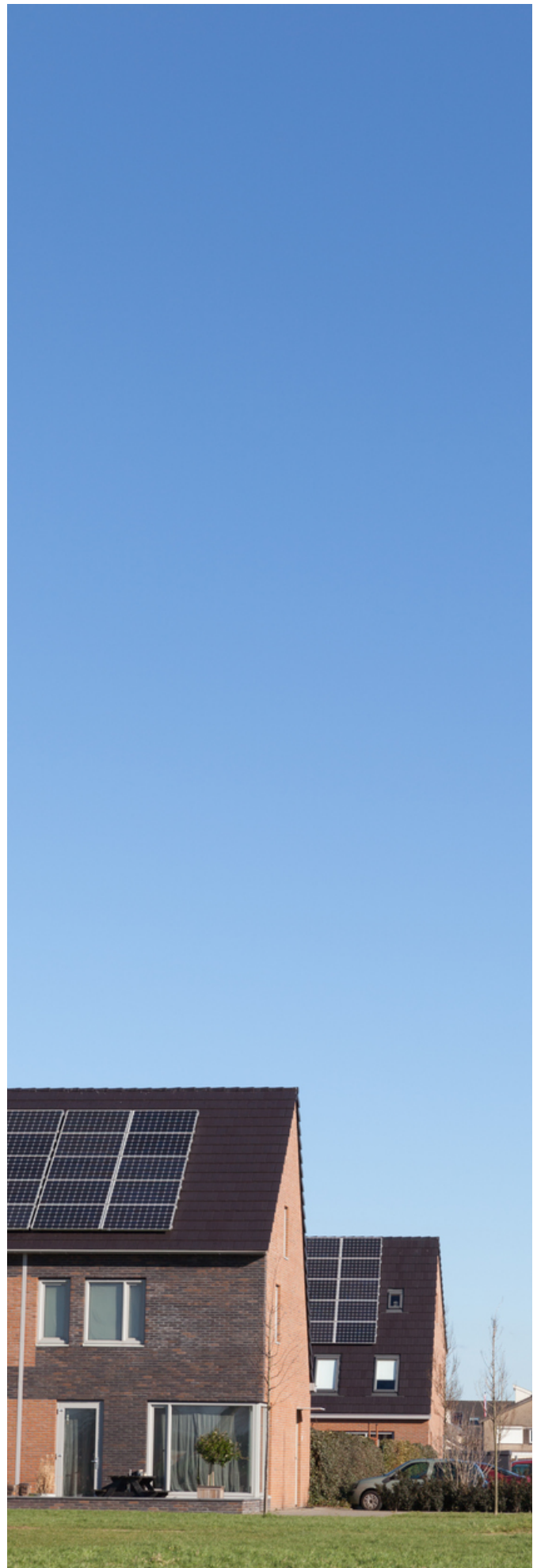




Image courtesy of Enva

Community Benefits and Fair Work

Community Benefits

Section 18(2)(d) of the Act states that it is mandatory for an annual procurement report to include “a summary of any community benefit requirements imposed as part of a regulated procurement that were fulfilled during the year covered by the report”.

Community benefits have been incorporated into regulated procurement activity since 2013. Where proportionate and relevant, any bidder submitting an offer for a national collaborative arrangement is asked whether they will commit to Scotland Excel’s approach to community benefits, over an established spend threshold. Points are accrued by participating members

relative to spend and a menu of relevant outcomes enables dialogue on local delivery.

Community Benefit submissions are made on a six-monthly basis by suppliers with more than £50,000 spend in the previous six months of recorded management information. The six-monthly cycle is aligned with Scotland Excel’s Joint Committee schedule, at which Community Benefits are reported. Community benefits reported for the period 1 April 2024 to 31 March 2025 are set out in Table 1. Community benefits reported per council area are set out in [Appendix 5a](#).

Total number of apprenticeships recruited to deliver contracts	Total number of employees recruited to deliver the contract	Total number of work placement for adults	Total number of volunteering hours	Total number of hours of work experience for school/college/ university students	Total monetary value (£) of other community benefits
33	292	36	14,561	3,040	£1,187,377

Table 1: Community Benefits Reported 2024/25

“Scotland Excel champions community benefits through all its frameworks to help communities and individuals thrive.”

The summary below sets out examples of the range and type of community benefits reported by suppliers in 2024/25;

- **Enva Scotland Limited**, a supplier awarded to the Recyclable and Residual Waste framework, carried out several community initiatives. This included four members of staff volunteering at Finding Your Feet, a Paisley charity that supports families affected by amputation or limb absence through a range of sporting initiatives and social inclusion projects. The volunteers helped clear out waste in their garden area and moved it into skips that were provided free of charge. The volunteers shoveled compost and helped prepare the garden for springtime.
- **Foster Care Associates Scotland Limited**, from the Fostering framework, delivered community benefits across ten different member areas. Benefits delivered include comfort packs created and delivered to homeless projects and donations to food banks. Volunteering for a clean-up project, to maintain and clear pathways at Blairadam Forest was reported for Fife Council.
- **Shaw's Fine Meats**, awarded to the Fresh Meat, Cooked Meat and Fresh Fish framework employed two young people as part of their apprenticeship program to help deliver the contract in the Scottish Borders.
- **The Furnishing Service Ltd**, awarded to the Domestic Furniture and Furnishings framework, has recruited 10 apprenticeships through the framework in the past year. These apprentices include carpet fitters, warehouse and administrative staff.
- **Abbeycare (UK) Limited**, awarded to the Residential Rehabilitation flexible framework, hosted a Christmas play “Scrooge - A Christmas Carol”. The cast included aftercare community and staff and was open to the public at Johnstone Town Hall in December 2024.
- **Wallace Stone LLP**, a supplier awarded to the Engineering Consultancy framework, has recruited a Graduate Engineer in the Dingwall office, from the local area to work on the Corran Ferry Infrastructure Improvements project in the Highlands.
- **Brake Bros Ltd**, awarded to the Groceries and Provisions framework, allocate a community benefit fund based on spend, for members to utilise in their respective areas. This fund can be directed towards selected community initiatives. The total amount allocated in 2024/25 is more than £180,000, to 23 local authorities and one associate member.





Image courtesy of Foster Care Associates Scotland Limited

Over time, the methodology for including, assessing and delivering outcomes has been refined. A substantive review took place in 2022/2023, which increased stakeholder engagement, defined roles and responsibilities and developed key guidance documents. A more robust means of gathering community benefits was implemented, via an online survey (now Cognito form) which is circulated to suppliers over the agreed spend threshold. Submissions received during the reporting period are cleansed and subsequently uploaded to a master file.

A community benefits forum was established in February 2025 to introduce further enhancements to established processes. Early activities of the group are data focused, bringing the terms per arrangement alongside sources of spend data, to more readily signpost the community benefit points earned per contracting authority. This is now available through the Scotland Excel Member's Area, where a Power BI (data visualisation tool) report is published, confirming community benefit points earned per member for the entire portfolio. Development work is now underway to link this internal report with the supplier survey responses so a direct comparison can be made between what has been earned and what has been reported as delivered. This work will support community benefit officers throughout the sector to maximise outcomes achievable. In addition, bringing this data together will enable targeted intervention to ensure commitments made at the point of tender are delivered or escalated through key supplier management.

Ongoing collaborative work through the forum during 2025/2026 will cover the following areas;

- Increase consistency of community benefits terms (thresholds, menus and points)
- Introduce signposting of local wish lists or established collaborative directories
- Review approaches to data validation
- Centralised bi-annual reporting of outcomes, aligned with the Joint Committee
- Establishing communication pathways between key suppliers, Scotland Excel and local officers responsible for community benefit delivery.

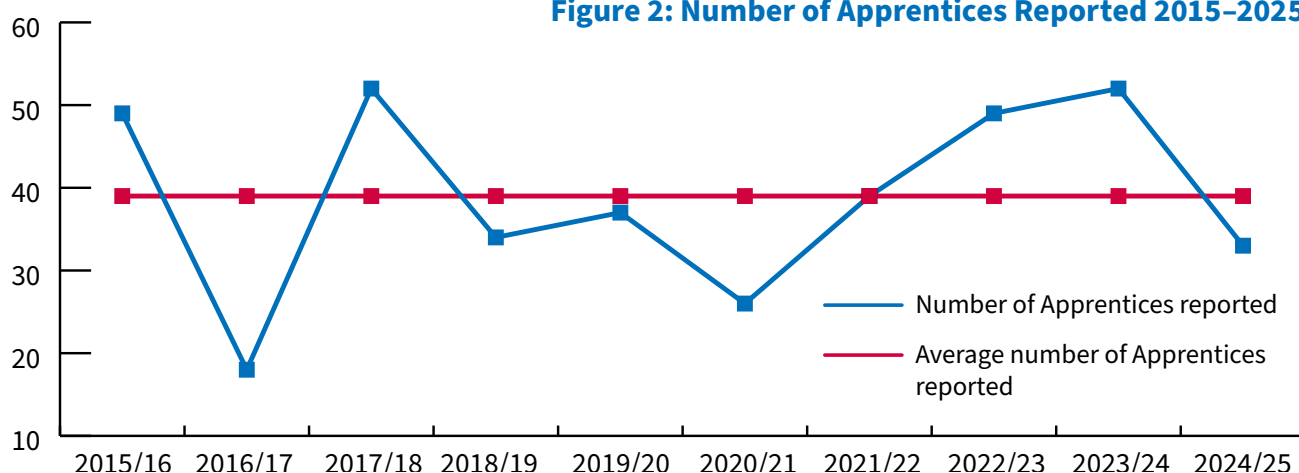
Further refinements to capturing social value added by providers of social care services are planned for 2025/26. This work has been agreed as part of a series of improvements collaboratively identified during joint project workshops between Scotland Excel, the Coalition of Care & Support Providers in Scotland (CCPS) and provider representatives.

Community Benefit Type	2013/2014	2014/2015	2015/2016	2016/2017	2017/2018	2018/2019	2019/2020	2020/2021	2021/2022	2022/2023	2023/2024	2024/2025	Total
No of Apprentices	9	92	49	18	52	34	37	26	41	49	52	33	492
No of New Jobs	78	43	29	53	146	280	249	340	432	296	381	292	2,619
No of Work Placements	0	5	6	17	30	107	43	47	39	14	216	36	560
Hours of Volunteering & Mentoring	95	377	1,279	1,570	1,637	803	853	608	607	3,815	7,551	14,561	33,756
Hours of Work Experience	5,305	28,214	16,734	7,852	2,541	667	10,360	19	1,292	15,411	8,527	3,040	99,962
Value of Other Community Benefits	£2,474	£16,550	£46,140	£87,814	£311,549	£437,443	£901,410	£858,590	£400,917	£783,214	£1,501,238	£1,187,377	£6,534,716

Table 2: All Community Benefits Reported 2013-2025

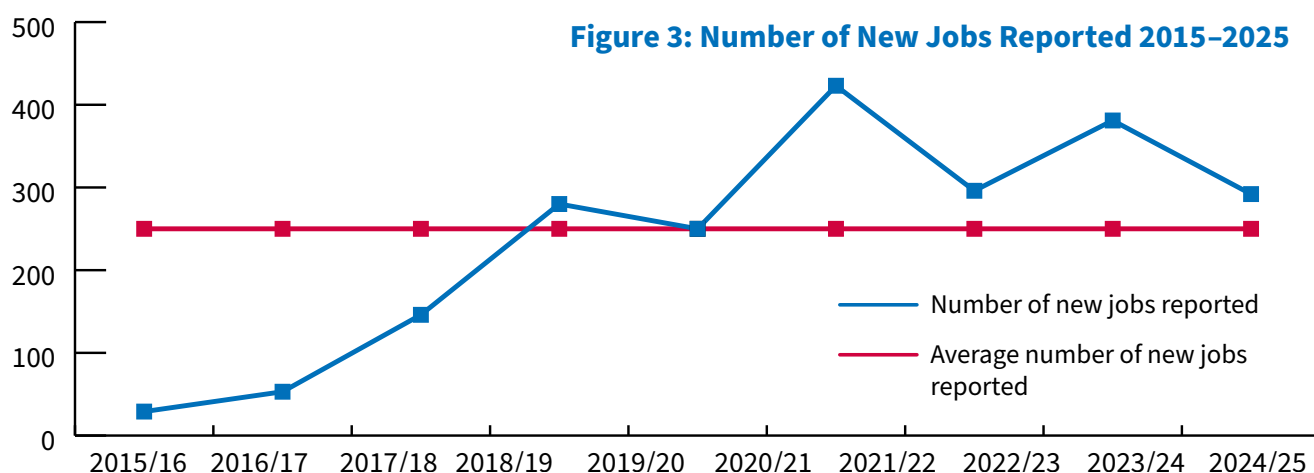
As community benefits have been embedded since 2013, **Table 2** (**Appendix 5b** in larger font) quantifies those benefits delivered over time, with effective supply chain collaboration delivering tangible outcomes for local communities. **Figure 2** demonstrates that the number of apprentices recruited to service contracts during the period has reduced for the first time since 2019/2020.

Figure 2: Number of Apprentices Reported 2015–2025



For new jobs, although a reduction has also been reported, results are above average as set out in **Figure 3**.

Figure 3: Number of New Jobs Reported 2015–2025

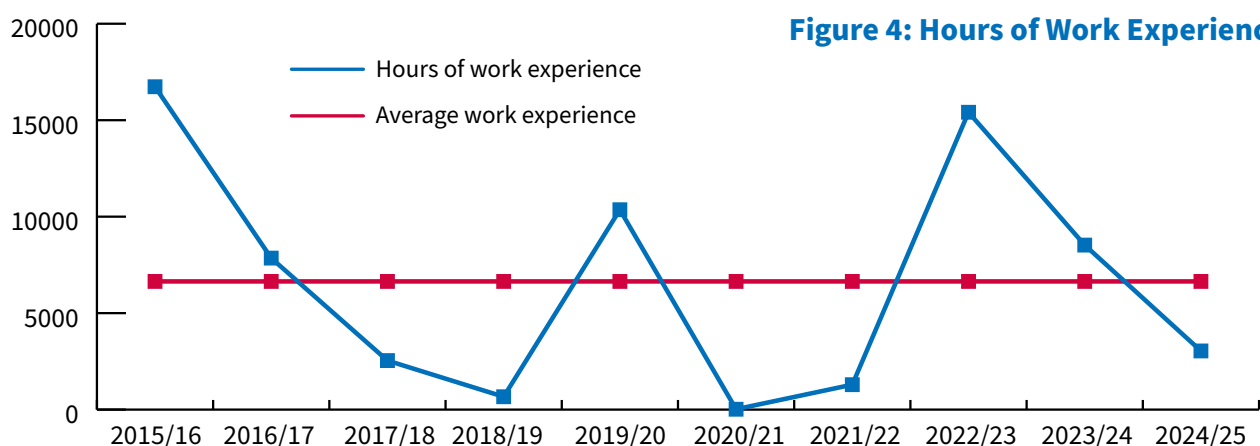


Work placements have reduced compared with 2023/2024, however, results for 2024/2025 are closer to the average return, 2023/2024 representing an exceptional year for the specific measure. Hours of volunteering and mentoring reported has almost doubled in 2024/2025. This can be attributed to a minority of significant contributors as opposed any overall move from one type of community benefit delivery to another.

Conversely, the hours of work experience have reduced considerably in 2024/2025, this can be volatile year on year and has returned to pre-pandemic levels after a spike in 2022/2023.

Total Monetary Value (£) of Other Community Benefits is also less than reported in 2023/2024 but represents the second highest return since 2013/2014. With all but one community benefit measure reducing this year it is important to consider the drivers for this outcome.

Figure 4: Hours of Work Experience





Cost Pressures

In October 2024 the UK Government budget confirmed a change to employer's National Insurance contributions (eNIC) to take effect from April 2025. The change brings an increase to the rate of contribution to be paid from 13.8% to 15%. The individual threshold at which contributions are required also changes from £9,100 to £5,000.

This adds over £700 per annum to the employers National Insurance costs of a full-time employee on the National Living Wage and adds over £800 per annum to the cost of an employee on the UK average salary of £29,800. A review of supplier submissions indicates that 60% of new apprentices and 66% of new jobs were recruited April-September 2024. The second community benefit reporting period for 2024/2025 demonstrates a slow down on recruitment to service the contracts from October 2024.

A third of council spend is attributable to a range of construction services, including design, build, maintenance and operation. Services sourced by Scotland Excel are diverse and include a range of different labour needs, at a wide range of rates. It is not possible to offer a precise figure on how the uplift in eNIC will impact on the total budget needed to continue with the present level of service delivery.

A further third of all expenditure relates to the provision of care services to people. These services are typically delivered by care workers, meaning the impact of the eNIC changes are significant for this sector. Many providers have been reporting concerns about the sustainability of services due to the impact of long-term budget pressures. Cost pressures related to eNIC changes threaten to exacerbate existing risk in this challenging environment.

Over the reporting period the Consumer Price Index (CPI) rate rose to 3.5% in the 12 months to April 2025, up from 2.6% in the 12 months to March 2025. This was in part attributed to rising employment costs for businesses. CPI is anticipated to reach 3.7% by the third quarter of 2025, continuing to impact businesses and consumers throughout 2025.

The rate of inflation slowed in the 12 months to March 2025, the International Monetary Fund (IMF) has forecasted two further interest rate reductions by the end of 2025. The Bank of England (BoE), however, has confirmed a cautious and gradual approach given current global trade tensions.

Overall, supply chain intelligence reports that business confidence is low, as firms are braced for the effects of rising employment costs amid global market uncertainty. Consequently, community benefits delivered across the portfolio have been adversely impacted. Scotland Excel will continue to work with members and supply chain partners to minimise disruption and maximise value through our portfolio. A centralised and more consistent approach to reporting community benefits through the forum will facilitate collaborative and innovative working during market instability to optimise benefits available.

Fair Work

Following the publication of SPPN 1/2024, the Fair Work First in Procurement eLearning and Best Practice guidance in 2024/2025 sets out the relationship between equalities, fair work and community benefits as mutually reinforcing.

In accordance with updated statutory guidance, proportionate and relevant inclusion of fair work practices is a key consideration for each procurement undertaken at Scotland Excel.

Early engagement with members and the market is key to informing the strategic procurement objectives, segmented priorities of the arrangement and therefore appropriate methodologies to embed fair work considerations. Minimum expectations are enshrined through selection criteria in compliance with relevant exclusionary grounds. More holistic approaches have been developed in complex service driven procurements, where Equality Impact Assessments (EQIA) inform the co-production of specifications or award criteria with a defined User Intelligence Group (UIG).

Fair Work First is the Scottish Government’s policy for ensuring high quality fair work across the labour market. These principles are included in the technical section of national collaborative tenders, the criteria for which are set out as follows;

- Payment of at least the Real Living Wage
- Provide appropriate channels for effective workers’ voice, such as trade union recognition
- Investment in workforce development
- No inappropriate use of zero hours contracts
- Address workplace inequalities, including pay and employment gaps for disabled people, racialised minorities, women and workers aged over 5
- Offer flexible and family friendly working practices for all workers from day one of employment and
- Oppose the use of fire and rehire practices.

Of the regulated procurements completed in 2024/2025 (Appendix 1), 90% contained scored questions on fair work criteria as deemed proportionate and relevant to the procurement.

Scotland Excel has included formal consideration of the payment of the Real Living Wage in tenders issued since early 2015. Each Contract for Approval report to Scotland Excel’s Executive Sub Committee includes

information on the respective position of all bidder’s work practices, including payment of the Real Living Wage. Appropriate monitoring procedures are in place as part of contract and supplier management. Annual reports assess the performance of suppliers relative to Real Living Wage commitments made at the point of tender. In relevant social care contracts, Scotland Excel incorporates the payment of Scottish Government’s social care pay policy for eligible social care roles. The Strategic Commissioning Team continues to support national work on fair work in social care through participation in the Fair Work in Social Care Group and on workstreams considering Ethical Commissioning and Ethical Procurement of Social Care.

At the close of the financial year 1115 suppliers were awarded to Scotland Excel framework agreements, of which 1001 (89.8%) notified that they pay the Real Living Wage. For frameworks awarded during 2024/25, 249 (89.9%) of suppliers notified that they pay the Real Living Wage. This is recorded in the following categories, recognising the accreditation of some suppliers and the self-assessment of others.



Paying and Accredited	Paying and Progressing to Accreditation	Paying and Commitment to Accreditation	Paying but No Commitment to Accreditation	Not Paying but Commitment to Pay	Not Paying
319 (28.61%)	56 (5.02%)	99 (8.88%)	527 (47.26%)	38 (3.41%)	76 (6.82%)

Table 3: Payment of Real Living Wage

“In 2024/2025 circa £3million spend was reported by four supported businesses awarded onto a Scotland Excel arrangement.”

Supported Businesses Summary

Section 18(2)(e) of the Act requires organisations to summarise steps taken to facilitate the involvement of supported businesses in regulated procurement. Scotland Excel recognises that supported businesses provide a crucial contribution to the Scottish economy.

Regulation 21 of The Public Contracts (Scotland) Regulations 2015 defines a supported business as “...an economic operator whose main aim is the social and professional integration of disabled or disadvantaged persons where at least 30% of the employees are disabled or disadvantaged persons”. Regulation 21 also permits a contracting authority to reserve the right to participate in the procurement to a supported business.

Section 9 of The Procurement Reform (Scotland) Act 2014 places a duty on contracting authorities to “...facilitate the involvement of small and medium enterprises, third sector bodies and supported businesses in the process...”.

Involvement of supported businesses is undertaken during strategy development and engagement facilitated through Prior Information Notices (PIN). Continuing collaboration with the British Association for Supported Employment (BASE) has signposted upcoming tender opportunities and guidance. Furthermore, during contract strategy development, category teams consider appropriate interventions to facilitate involvement. For example, sub-lot product groupings to reduce barriers to entry or encourage tier one suppliers to target their community benefit commitments to the establishment of supply chain relationships with supported businesses.

No procurements were reserved during 2024/25. In accordance with updated guidance, communicated through Scottish Procurement Policy Note (SPPN 1/2025) in May 2025, a review of supported business participation in the portfolio has been undertaken. In 2024/2025 circa £3million spend was reported by four supported businesses awarded onto a Scotland Excel arrangement. This equates to circa 2.5% of spend for frameworks on the Scotland Excel portfolio where a supported business offers relevant goods or services. In addition, circa £16m spend was reported by social enterprises in 2024/2025.

Section 4 sets out the challenging market conditions cited as the driver for Dovetail Enterprises entering administration in March 2025. Scotland Excel will continue to engage with supported businesses to maximise opportunities for participation in the portfolio in response to those conditions.

Scotland Excel signed up to the Buy Social Pledge in 2024-2025 as an early adopter of the initiative “...for those bodies looking to make a commitment to bring social enterprises into their supply chains”. This commits action on the recognition of Fair Work for all, embracing a net zero policy, supporting social enterprises and prompt payment as well as measuring impact.

Scotland Excel will continue to work across the sector to promote the advancement of working relationships with local supported businesses. This is in recognition of the contribution made by those organisations in supporting local economies and providing essential job opportunities for disabled and disadvantaged people within communities.

Net Zero Strategy and Environmental Reporting

In March 2023, Scotland Excel's Executive Sub-Committee approved Scotland Excel's Net Zero Strategy 2023-2028. This Strategy supports members in the delivery of their individual and collective net zero goals linked to Scottish Government 'climate emergency' policy and legislation. The strategy will ensure that Scotland Excel's arrangements will continue to meet the needs of councils via the products they buy, suppliers they contract with, and services they deliver.

Responsible for the activity matrix published with the strategy, the Scotland Excel Net Zero Working Group drives workstreams to deliver on this organisational commitment. Its primary objective is to identify, develop, and implement initiatives that contribute directly to achieving net zero carbon emissions, in alignment with national and global climate targets. The activity matrix sets out our short and medium term (2023-2025) and longer term (2025-2028) net zero related priorities.

Within the scope of the action plan is a revised sustainability policy for publication in 2024. This was delivered in 2024/2025 representing a significant update to our Sustainable Procurement Handbook to bring this into alignment with our Net Zero strategy and carbon reduction focus. Updates included;

- Embedding a segmented approach
- Incorporating Circular Economy considerations
- Measures associated with Scottish Procurement Policy Note (SPPN) 3/2022 which aligns climate change reporting duties with procurement policy and legislation
- Collaboration on environmental reporting mechanisms.

As part of this development work, extensive collaboration to explore the feasibility of measuring, monitoring and reporting environmental metrics

has been undertaken. There is an opportunity to test the availability of quantitative carbon related data. Engagement with environmentally segmented suppliers, with a high proportion of spend, was completed via survey to investigate reporting capabilities. This led to the introduction of additional measures for the October-March 2024/2025 supplier data request. Of the 180 suppliers that made a community benefits submission, 21 completed the environmental questions. Intelligence from supplier returns is being reviewed to inform meaningful approaches to future reporting, and how we can best collaborate with the supply chain and the wider sector to build our dual capabilities.

Our evolving approach to embed and report environmental measures will be considered alongside the provisions of the updated statutory guidance. Scotland Excel drafted and submitted a comprehensive response to the consultation published in February 2025 and participated in an event hosted by Adaptation Scotland network in preparation for this response. The purpose of this statutory guidance is to support public bodies in performing their climate change duties. It aims to help public bodies to minimise their operational emissions, adapt and become resilient to the current and future impacts of the changing climate, live within environmental limits and ensure a strong, healthy and just society. Themes of the response included a request for the updated guidance to consider:

- The potential for regional inequalities
- A whole life costing approach in the calculation of carbon impact
- A robust and standardised methodology for measuring scope 3 emissions
- Consideration of how guidance can be applied out with the context of a major project.

Future Regulated Procurements Summary

Section 18(2)(f) of the Act states it is mandatory that an annual procurement report must include "a summary of the regulated procurements the authority expects to commence in the next two financial years."

Scotland Excel undertakes extensive stakeholder engagement in the development of national collaborative arrangements. Portfolio information is available to encourage competition and achieve best value and can be accessed via the Contracts Register [here](#). Most commonly market engagement is facilitated

by the issue of a Prior Information Notice, consistently providing advance notice of future opportunities.

Scotland Excel has 49 regulated procurements due for renewal (or subject to contract extension) over the next two financial years. In addition, Scotland Excel plans to complete regulated procurements for three new contract areas in financial year 2024/2025. Details of these anticipated contract requirements are shown in [Appendix 6](#).



Scotland Excel winning the Collaboration Award at the GO Awards Scotland 2024

Additional Considerations

Our Flexible Procurement Service team was established five years ago to provide expert consultancy, tendering and project management services to support our members with their flexible procurement needs. During this time, circa 200 projects for 26 Scottish organisations have been undertaken. This unique service has a proven record of delivery and is anticipated to grow in the coming years.

In September 2024 Scotland Excel's first Estates Management Expo took place at the Royal Concert Hall in Glasgow. Comprising a conference and exhibition where delegates had the opportunity to hear from some of the country's foremost experts in the built environment as well as meet framework suppliers to Scotland Excel's construction portfolio.

Commercial opportunities to increase savings possible through economies of scale have been investigated by our National Savings Team. A total of 24 opportunities have been presented by the team representing an additional £7.9 million savings for members through product swaps, collaboration and targeted negotiation.

Scotland Excel also offers an award-winning learning and development programme. There are 3,017 registered learners in our Virtual Learning Environment (VLE) who access a range of people development programmes, workshops, video content, eLearning modules and discussion forums. Learners have secure access to accredited programmes and public access to free learning and development materials. In addition, the Academy;

- Delivers the Scottish Government Procurement and Commercial Training Framework, engaging 334 learners across 28 workshops in 2024/25
- Awarded 4 people Chartered Manager in 2024/25. This is the highest award in the leadership and management profession

- Engaged 407 learners in 7 commercial improvement workshops during 2024/25.

The organisation has won several awards for its work, as well as holding accreditations which reflect a commitment to best practice in procurement, organisational development and workforce matters.

- Investors in People (IiP) Gold accreditation - IiP is a UK government initiative, providing a best practice people management standard, and is regarded as an indication that Scotland Excel is a great employer, an outperforming place to work and has a clear commitment to sustainability
- Chartered Management Institute Approved Centre- Scotland Excel is an approved centre for the delivery and assessment of CMI leadership and management qualifications
- Living Wage - Scotland Excel is proud to be a Living Wage employer. Living wage is a voluntary hourly rate set independently and updated annually, calculated according to the basic cost of living in the UK.

At the 2024 Scottish GO Awards, Scotland Excel won the Collaboration Award for its work with the Digital Office for Local Government and other partners. This was to develop the first national framework to help public bodies source Digital Alarm Receiving Centre (ARC) services.

Our Chief Executive Julie Welsh was crowned Individual of the Year at the awards. The judging panel recognised Julie's advocacy for public procurement and her passion for what it can deliver. Grahame Steed, Chair of the GO Awards Judging Panel said; "Overall the award recognises Julie's obvious passion and commitment to Scotland Excel and procurement more widely, as well as her fantastic track record of success – especially in the last ten years."

Get in touch

Contact us to find out more about our services
and how we can help your organisation:

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