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# GO Awards Scotland 2008 Review





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By Grahame Steed,  
GO Managing Editor



## Welcome note

The achievements and success of all those across the public, private and third sectors who strive to make a difference to the Scottish economy have been recognised and celebrated, with the inaugural *Government Opportunities (GO) Awards Scotland 2008*.

Organised by BIP Solutions, the GO Awards Scotland are the first awards dedicated to public procurement in the region. They have been introduced to build upon the success of the national GO Awards, which are recognised as the UK's leading public procurement accolades.

The event was held in conjunction with Procurex 2008 – Scotland's first dedicated private and public sector procurement exhibition – at the Crowne Plaza Hotel, Glasgow on 29 October.

This special supplement looks at the highlights of the GO Awards Scotland 2008 and reveals the winners and highly commended entries in each Award category. Our thanks go to everyone who entered, and also to all those who made the inaugural GO Awards Scotland a success. In doing so, they have helped create the foundations for the future recognition of outstanding achievement in this field.

Enjoy the supplement  
Grahame Steed, Managing Editor



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### FACILITATING BUSINESS WITH GOVERNMENT

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By Morven MacNeil,  
GO Features Editor

# Scotland gets GOing



Grahame Steed, Managing Editor,  
GO magazine



John F McClelland, author of the  
Review of Public Procurement in Scotland



Robbie Glen, former Prison Governor  
at the Scottish Prison Service

A number of organisations and individuals have been honoured for outstanding achievement at the inaugural *Government Opportunities (GO)* magazine Excellence in Public Procurement Awards Scotland 2008.

*Government Opportunities* magazine has an established history of

***'The GO Awards are a great opportunity to celebrate progress and recognise those who have helped lead this initiative by setting an example to all of us' – John F McClelland***

showcasing the high levels of public procurement expertise, innovation and achievement to be found across the UK – through both the publication itself and the national GO Excellence in Public Procurement Awards, now in their sixth year.

The national GO Awards are recognised as the most sought-after and respected within the public procurement arena. Given the strides

that Scottish public procurement has made in recent years, the time is right for an Awards event that specifically recognises innovation and achievement in this region of the UK.

The GO Awards Scotland, organised by BiP Solutions, are the first awards to have been dedicated to public procurement in the region. The Awards ceremony took place on the evening of the Scottish Government National Public Procurement Conference on 29 October, at the Crowne Plaza Hotel in Glasgow.

John McClelland, author of the Review of Public Procurement in Scotland, opened the Awards. Mr McClelland also endorsed and supported one of the Award categories – the GO / John F McClelland Collaborative Procurement Award, which recognises the achievements of public sector organisations working together to deliver more effective and better value services.

Mr McClelland said: *"The attendance levels at the GO Awards Scotland demonstrate the level of interest in and the vibrancy of public procurement in Scotland."*

*"Great progress has been made in the public procurement agenda although a lot has still to be achieved. In my opinion, it remains the single largest*

*area of opportunity for obtaining better value for public expenditure, and this can also be done in a way that benefits the whole community, including suppliers. The progress to date and the progress still to be made will be dependent upon the effort, skills and motivation of many hundreds of people in public procurement in Scotland."*

*"The GO Awards Scotland are a great opportunity to celebrate progress and to recognise those individuals, teams and organisations who have helped lead this important initiative by setting an outstanding example to all of us."*

Hosting the event was Grahame Steed, Managing Editor of GO, and the After Dinner Speaker was Robbie Glen, former Prison Governor at the Scottish Prison Service.

Mr Steed explained to the finalists and guests the importance of the GO Awards Scotland and why they were established: *"Scotland's success in driving the procurement reform agenda in recent years has created many innovative and high-quality initiatives. While Scotland's procurement spend is only a fraction of the UK whole, it is still a significant amount, and the diversity of the services provided on behalf of the taxpayer, and the geographic spread of its population, present many unique procurement challenges."*



A group photograph of the winners and those highly commended

*"GO magazine believes that the excellent work of Scottish procurement professionals – and their private and third sector partners – is deserving of unique recognition. Perhaps now more than ever, the professionalism of procurement staff is needed to ensure the right balance between quality of service and value for money."*

*"When we created the GO Awards Scotland, we did so because we believed that innovation, achievement and expertise in Scottish public procurement warranted specific recognition. Our intention is that these Awards will act as a profile raiser not just for those individuals and organisations who entered, but for the procurement function in Scotland as a whole – and the many private and third sector organisations who support it."*

The judging panel for the GO Awards Scotland comprised a number of leading figures from the Scottish procurement and business communities: Brian Baverstock, Chief Executive of APUC Ltd; Nick Bowd, Director of the Scottish Procurement Directorate; Duncan Eaton, former Chief Executive of NHS PASA; John McClelland, author of the Review of Public Procurement in Scotland; Iain McMillan, Director, CBI Scotland; Jim Miller, Strategic Sourcing Director, NHS Scotland; Dr Lesley Sawers, CEO of the Scottish Council for Development and Industry; and Grahame Steed, Managing Editor, GO magazine.

The finalists were as follows:

#### GO Sustainability Award sponsored by HP

**Winner** – Raploch URC Project Team  
**Highly Commended** – Quality Meat Scotland (QMS); working with Aberdeen City Council & Aberdeenshire Council, East Ayrshire Catering, Fife Council, Highland Council and Tayside Council

#### Other finalists

- Commodity Team, Glasgow City Council
- Neighbourhood Renewal Team, Glasgow Housing Association
- Procurement Office & Energy and Sustainability Office, University of Edinburgh

#### GO Corporate Social Responsibility Award

sponsored by BiP Solutions  
**Winner** – Fresenius Medical Care  
**Other finalists**

- G4S Security Services (UK)
- NVT Group Ltd
- Thistle Scientific Ltd

#### GO Healthcare Supplier Award

sponsored by NHS Scotland  
**Winner** – MTS Medication Technologies  
**Other finalists**

- Fresenius Medical Care
- Muirgroup Interiors Ltd / NHS Ayrshire & Arran
- Muirgroup Interiors Ltd / NHS Greater Glasgow
- Tecnica Ltd

#### GO Best Service Award

sponsored by Danwood Scotland  
**Winner** – Stellex Ltd / Fife Council  
**Highly Commended** – The Electric Heating Company Ltd / North Lanarkshire Council  
**Other finalists**

- CLM Group Ltd / Aberdeenshire Council
- DDL Group / Visit Scotland
- The Morris Furniture Group / Oxfordshire County Council

#### GO / John F McClelland Collaborative Procurement Award

**Winner** – Scotland Excel Project Team, Scotland Excel  
**Highly Commended** – Strathclyde Fire and Rescue

#### Other finalists

- Aberdeen City Council & Aberdeenshire Council
- Central Government Centre of Procurement Expertise
- Corporate Procurement Team, North Lanarkshire Council

#### GO Team Excellence Award

sponsored by SPS Consultancy Services  
**Winner** – Corporate Procurement Team, North Lanarkshire Council  
**Highly Commended** – Supplier Development Programme, Glasgow City Council  
**Other finalists**

- Community Benefits in Procurement, Falkirk Council
- ePS Team, APUC
- Procurement Office, University of Edinburgh
- Scotland Excel Project Team, Scotland Excel

#### GO Individual Excellence Award

**Winner** – Andy Kordiak, University of Edinburgh  
**Other finalists**

- Pamela Brown, Raploch URC Ltd
- Fraser Pass, Scotland Excel
- George Sked, University of Edinburgh

Each of the finalists in the GO Awards Scotland 2008 would be a fitting addition to the many entries GO receives for the national Awards – we expect to see them represented in those Awards in June 2009.

Mr Steed added: *"Congratulations go to all GO Award Scotland finalists, winners and those who were highly commended – on the evidence of their submissions, the future of public procurement in Scotland is in safe hands."*

#### Further information...

For further information, please visit:  
[www.goawards.co.uk](http://www.goawards.co.uk)

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## GO Sustainability Award

**S**ustainability is now interwoven with procurement processes and best practice. Sustainability is also more than just about environmental concerns; the positive impact of procurement practices on individuals and communities is an important further consideration.

The GO Sustainability Award, sponsored by HP, sought out innovation and invention, and the judges were keen to see entries which considered both the economic and the wider social impacts of procurement activity. They wanted entries to outline how a wide range of stakeholders were involved in the delivery of services, and to demonstrate evidence of a long-term commitment to addressing the sustainability agenda.

**Highly Commended – Quality Meat Scotland (QMS), working with Aberdeen City Council & Aberdeenshire Council, East Ayrshire Catering, Fife Council, Highland Council and Tayside Council**

QMS demonstrated a strong commitment to the sustainability agenda, with initiatives in place for local authorities across Scotland. Few areas within public procurement are as sensitive as food – with quality, traceability, food miles and local sourcing all hot topics. QMS demonstrated awareness and a willingness to tackle each of these areas, and as a result is deserving of its recognition.

Gordon Sloan, Marketing Executive, QMS, said: "We're absolutely delighted to receive the Highly Commended Award. The Award was in collaboration with a number of authorities including Aberdeen City Council and Aberdeenshire Council, East Ayrshire Catering, Fife Council, Highland Council and Tayside Council."



From left to right: Graham Steed, GO Managing Editor; Gordon Sloan, QMS; Norma Murray, Highland Council; Elaine Brown, Tayside Contracts; and Bruno Zago, UK & Ireland Environmental Manager at HP



From left to right: Bob Laverty and Pamela Brown, Raploch URC Project Team; Grahame Steed, GO Managing Editor; Judy Barrow and Nicole DeBrincat, Raploch URC Project Team; Stevie News, Raploch URC Project Team; and Bruno Zago, UK & Ireland Environmental Manager at HP

*"The project that we undertook with them was to trace red meat products back to the farmer of origin to highlight how the buyers were helping sustainable local economies through their public contracts, and how the income generated was staying within those local economies. We're delighted to gain such recognition for our work."*

### Winner – Raploch URC Project Team

The Raploch URC Project Team did more than just meet the judges' criteria; in many areas they significantly exceeded them. The judges felt that the Project Team demonstrated that sustainability is also about people, highlighting the huge benefit that can be derived from involving a local community in the regeneration of their area.

Raploch Sustainable Community Enterprise (RSCE) partnered with Raploch Urban Regeneration Company (URC) to develop an assured outcome for local unemployed people through the legally binding Community Benefit in Procurement (CBiP) clause embedded in the Regeneration Agreement. Raploch Sustainable Community Enterprise devised a specific training model for local people within the framework of the URC's regeneration activities which targeted hard-to-reach people in tandem with a tailored programme of qualifications developed with the

individual's aspirations in mind, linked to procured regeneration contract work. After this pilot they set up a Community Benefit Recruitment Office specifically to support and advise local people to take full advantage of the training and jobs on offer under the CBiP, and to become trainees of the RSCE to take those furthest from the labour market into local regeneration-related employment.

Judy Barrow, Sustainability Manager, Raploch URC Project Team, said: "It is fantastic to win this Award. It means we can tell our community projects and the people who work in our community that because of the effort they have contributed to our work, we have won an Award which we will share with them."

### Finalists...

- Commodity Team, Glasgow City Council
- Neighbourhood Renewal Team, Glasgow Housing Association
- Procurement Office & Energy and Sustainability Office, University of Edinburgh
- Quality Meat Scotland (QMS) – working with Aberdeen City Council & Aberdeenshire Council, East Ayrshire Catering, Fife Council, Highland Council and Tayside Council
- Raploch URC Project Team

## GO Corporate Social Responsibility Award

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From left to right: Grahame Steed, GO Managing Editor; Denis Griffin, Lesley Hill, Helen Thaw and Ann Cassidy from Fresenius Medical Care; and Simon Burges, Sales and Marketing Director at BiP Solutions

**E**xpectations of public services are high, and it follows that expectations of the organisations that form the public sector supply chain should be high too.

The GO Corporate Social Responsibility Award, sponsored by BiP Solutions, recognises the importance of good corporate ethics and practice and the impact of an organisation's activities on the wider community. The Award was open to private sector organisations who had delivered a service in connection with a procurement exercise undertaken by a Scottish public or third sector organisation.

### Winner – Fresenius Medical Care

Fresenius Medical Care (FMC) demonstrated a comprehensive approach to Corporate Social Responsibility (CSR) across all their operations, and powerfully communicated the ethical approach they take to service provision. Importantly, they also recognise that CSR is an ongoing process which requires continuous attention and

development. A strong entry, and the unanimous choice of the judging panel.

FMC encourages its Scottish team to maintain a strong customer focus to achieve the requirements of the company's CSR goals. The local team is granted creative freedom and encouraged to think long term. This has allowed them to pioneer significant advancements in patient care and reduce NHS costs.

FMC's achievements in CSR are communicated to external stakeholders at contract review and planning meetings, in tender submissions, through the media, and in the company's publications. Continual improvement and innovation is driven by ongoing dialogue with these stakeholders. This allows FMC to predict and then match or exceed stakeholder expectations.

Lesley Hill, Business Manager – Scotland, Fresenius Medical Care, said: "On behalf of Fresenius Medical Care I would like to thank NHS National Procurement for encouraging us to enter for this Award. Being recognised as displaying supplier excellence is of

the utmost importance to us, as it is our aim to deliver better products and services for dialysis patients which improve their quality of life. It is pleasing to see the strides that are being made

### FMC demonstrated a comprehensive approach to CSR across all their operations

by Scottish public procurement and that these advancements for 'better health and better care' are being recognised. I believe this places Scotland among the leaders in European healthcare innovation."

### Finalists...

- Fresenius Medical Care
- G4S Security Services (UK)
- NVT Group Ltd
- Thistle Scientific Ltd

Supported by



# GO Healthcare Supplier Award

Quality healthcare is pivotal to everyone's quality of life. The dedicated work of doctors and nursing staff is well documented, but behind every treatment, procedure or stay in hospital is a long chain of suppliers.

The GO Healthcare Supplier Award aims to recognise suppliers' contributions to national well-being, and is supported by NHS Scotland. The Award was open to private or third sector organisations of all sizes who had delivered a contract requirement in partnership with the National Health Service in Scotland.

## MTS stood out because of their approach to helping highly vulnerable people deal with their healthcare issues

### Winner – MTS (Medication Technologies) Ltd

MTS stood out because of their approach to helping highly vulnerable people deal with their healthcare issues. Providing such patients with better control over their medication not only benefits them, but also relieves pressure on the healthcare system as a whole, enabling resources to be more effectively directed. The winning entry's approach showed a commendable understanding of such patient issues.

MTS Ltd provides disposable compliance aids to the National Procurement division of NHS National Services Scotland, which covers the commodity requirements for all NHS Scotland organisations involved in the management and provision of healthcare to the general population of Scotland.

The company's tender win is in line with National Procurement's objective

to achieve significant cost reductions and standardised levels of service through the coordinated rationalisation of contracted suppliers.

MTS Ltd's ability to improve compliance among patients, enhance pharmacy workflow and increase financial efficiencies for public sector organisations drives the development of all its products and services.

David Teasdale, Head of Sales and Marketing, MTS (Medication Technologies) Ltd, said: "All our staff are delighted with this Award. It is good to see recognition for the value of what we do for healthcare, but

I have to emphasise the huge role pharmacists across Scotland play in taking our product and making it work for patients."

### Finalists...

- Fresenius Medical Care
- MTS (Medication Technologies) Ltd
- Muirgroup Interiors Ltd – NHS Ayrshire & Arran
- Muirgroup Interiors Ltd – NHS Greater Glasgow
- Tecnica Ltd



From left to right: Grahame Steed, GO Managing Editor; Gabriella Denn and David Teasdale, MTS Ltd; and Jim Miller, Strategic Sourcing Director for National Procurement at NHS Scotland

Scotland has taken a number of steps to ensure it is a good place for businesses to work with government. There are now many opportunities for private sector organisations – including SMEs – to create a sustainable business supporting the public sector. Many companies have already achieved this, as the finalists in this category demonstrate.

The GO Best Service Award, sponsored by Danwood Scotland, recognises the achievements of a private or voluntary sector organisation involved in the delivery of a public service. To be considered for this Award, entries had to demonstrate service levels above and beyond the norm and exceptional levels of customer satisfaction. Entries had to be supported by the public sector authority on whose behalf the organisation was working.

### Highly Commended – The Electric Heating Company Ltd / North Lanarkshire Council

The Electric Heating Company Ltd was praised by the judging panel for its work in the utilities sector. The company demonstrated a willingness to go beyond the requirements of its client, North Lanarkshire Council, and showed a real appreciation of the issues affecting the end users of its services.

North Lanarkshire Council has a

five-year programme to remove existing heating systems in 2500 properties. The systems to be replaced are considered to be ineffective and are to be replaced with more controllable and efficient products. This programme of works is now in its second year. The Electric Heating Company has worked with the Council to establish a heating system for tenants which is fully controllable and operationally affordable. With fuel poverty high on every social housing landlord's list of concerns, and energy costs forecast to increase considerably, the products needed to be of the highest quality and efficiency and the electricity tariff had to be the best available; this has been achieved.

David Lee, Director, The Electric Heating Company, said: "It is fantastic to be Highly Commended for the Best Service Award – it recognises the hard work and team effort of all involved within the business."

### Winner – Stellex Ltd / Fife Council

Stellex Ltd demonstrated all the benefits of understanding end users' needs before commencing a procurement exercise. The company worked closely with Fife Council, and the measures of success established at the outset of the project were more than delivered – in terms of both user uptake and the positive impact the project has had upon the end users.

From left to right: Grahame Steed, GO Managing Editor; Antony Chamberlain, Stellex Ltd; Angus Thomson, Fife Council; Andy Mathieson, Stellex Ltd; and Danny Cameron, Managing Director of Danwood Scotland



From left to right: Grahame Steed, GO Managing Editor; David Lee and Bill Walters from the Electric Heating Company; and Danny Cameron, Managing Director of Danwood Scotland

The positive approach shared between Fife Council and Stellex Ltd was reflected in their mutual drive and ambition to create a successful dining experience for Kirkcaldy High School staff and students. Communication and the sharing of information is of the utmost importance and always a key element when working on public sector projects; without familiarity and understanding, the joint objectives for this project could not have been achieved. The objectives were to promote healthy eating, social interaction and a customer-friendly environment which would impact positively on the present and future health and welfare of students.

Angus Thomson, Fife Council, said: "I think this Award is well deserved. It's a typical example of a private company, Stellex Ltd, working in partnership with Fife Council. We refurbished a high school in Fife well beyond anyone's expectations. The numbers have increased dramatically, as has the income. It's just a winning example of the private and public sectors working together."

### Finalists...

- CLM Group Ltd / Aberdeenshire Council
- DDL Group / Visit Scotland
- Stellex Ltd / Fife Council
- The Electric Heating Company Ltd / North Lanarkshire Council
- The Morris Furniture Group / Oxfordshire County Council

## GO / John F McClelland Collaborative Procurement Award

Collaborative procurement was identified in John McClelland's Review of Public Procurement in Scotland as an important, indeed essential, mechanism for driving efficiency and improving the delivery of public services across Scotland.

Recent years have seen a number of collaborative projects come to fruition. Collaboration clearly makes a great deal of sense, delivering enormous benefits not just in terms of efficiency, but also in terms of sustainability and quality. GO was delighted that Mr McClelland was willing to lend his support to this Award category.

### Highly Commended – Strathclyde Fire and Rescue

Strathclyde Fire and Rescue impressed the judging panel with their focus, attention to detail and coordinated approach; not just with the



Pictured is Grahame Steed, GO Managing Editor (far left) and John McClelland (second from right) with the Scotland Excel Project Team

from similar organisations elsewhere in the UK and overseas.

The development of a multi-task Technical Rescue Garment by Fire and Rescue personnel based on operational experience has resulted in a garment being specifically designed to meet the needs of the modern firefighter without any compromise in protection to the individual wearing the garment.

Sarah O'Donnell, Deputy Director of Finance, Strathclyde Fire and Rescue, said: "Strathclyde Fire and Rescue is delighted to have received the Highly Commended Award in this hotly contested category. As we move forward with our colleagues in the other Scottish Fire and Rescue services towards a dedicated Centre of Expertise, it is pleasing to note that we have a sound model of collaboration on which to build."

### Winner – Scotland Excel Project Team, Scotland Excel

A great deal of progress has been made since the Project Team initiative began in 2006 to drive the development of the new Centre of Expertise for local authority procurement – Scotland Excel. However, while much has been achieved to date, these are still early days – and the expectations are that Scotland Excel will go on to deliver a

great deal more through its collaborative ventures in the future.

The Project Team is composed of staff employed short term specifically for the project and staff secondments from various councils. Other support has come from the sponsoring local authority, Renfrewshire Council, and from the Project Steering Committee (comprising officers from local authorities across Scotland).

Dorothy Cowie, Director, Scotland Excel, said: "We're absolutely delighted to win this Award. It's a real recognition for everyone who worked with us in the project. This includes the Scotland Excel staff, the local authorities and the steering group that helped us get through it."

### Finalists...

- Aberdeen City Council and Aberdeenshire Council
- Central Government Centre of Procurement Expertise
- Corporate Procurement Team, North Lanarkshire Council
- Scotland Excel Project Team, Scotland Excel
- Strathclyde Fire and Rescue

other parties to the contract, but also with suppliers and end users. The result has been the delivery of a product which is not only fit for purpose in Scotland, but has also received widespread interest



From left to right: Grahame Steed, GO Managing Editor; Stephen McDonagh, Sarah O'Donnell and Angela Van Gelder from Strathclyde Fire and Rescue; and John McClelland

## GO Team Excellence Award

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Much is made of the power of teamworking, and with good reason. A tight-knit group of individuals with a common vision and purpose can achieve a great deal.

The GO Team Excellence Award, sponsored by SPS Consultancy Services, recognises this. This category received more entries than any other; evidence if it were needed that teamworking is highly prized within the procurement profession.

### Highly Commended – Supplier Development Programme, Glasgow City Council

The Supplier Development Programme (SDP) team at Glasgow City Council has worked successfully with a number of partners to help drive the growth of small businesses across Scotland. The judging panel remarked positively on the range of activities it is involved in.

The SDP is a specialised business advisory support programme which helps a diverse range of suppliers to apply for and compete to win contracts in the public procurement marketplace.

The programme is currently a partnership of 14 local authority economic development units and operates with the support of the Scottish Government, the Centres of Expertise and corporate procurement teams throughout the public sector. It has a company reach of around 10,000 small and medium-sized



From left to right: Grahame Steed, GO Managing Editor; Robert Andrew, Lindsay McCready and Pauline Wilkie from SPD; and Ken Cole, Projects and Practice Director at SPS Consultancy Services



Pictured is Grahame Steed, GO Managing Editor (far left) and Ken Cole, SPS Consultancy Services (far right) with the Corporate Procurement Team at North Lanarkshire Council

businesses and is actively working with over 2500 SMEs, including 500 social enterprise organisations.

Robert Andrew, Manager, Supplier Development Programme, said: "I am absolutely delighted for everyone in the team, and for everyone working in partnership with us. For those organisations who don't know about us, visit the SDP Scotland website ([www.sdpscotland.co.uk](http://www.sdpscotland.co.uk)) and join us."

### Winner – Corporate Procurement Team, North Lanarkshire Council

The Corporate Procurement Team at North Lanarkshire Council was the unanimous winners choice of the judging panel. The team has not only made significant progress in tackling the recommendations of the McClelland Review of Public Procurement in Scotland, delivering significant efficiency and sustainability gains along the way, but has also broken new ground in areas such as performance measurement and spend analysis.

North Lanarkshire Council has introduced a five-year change management programme – 'Service and People First'. It aims to increase efficiency savings, free up more resources to support frontline and priority services, provide increased

opportunities for workforce development, and develop the working culture within the Council to ensure a focus on service users. Procurement efficiencies are expected to make a contribution of £11 million to the overall target of £50 million savings.

Graham Proudfoot, North Lanarkshire Council, said: "It feels absolutely fantastic to win this Award. It's great recognition for all the hard work that's gone into procurement transformation across the Council. There were nine of us here to pick up the Award but it's a testament to the hard work of the hundreds of people who work in the Council."

### Finalists...

- Community Benefits in Procurement, Falkirk Council
- Corporate Procurement Team, North Lanarkshire Council
- ePS Team, APUC
- Procurement Office, University of Edinburgh
- Scotland Excel Project Team, Scotland Excel
- Supplier Development Programme, Glasgow City Council

# GO Individual Excellence Award



Pictured is winner Andy Kordiak, University of Edinburgh (centre), with Grahame Steed, GO Managing Editor (left) and Nick Bowd, Director of the Scottish Procurement Directorate

While the importance of teamworking cannot be overstated, individual commitment and the desire for self-improvement also deserve to be recognised. The finalists in the GO Individual Excellence Award each demonstrated these attributes, and deserve the acclaim that their finalist status brings.

#### Winner – Andy Kordiak, University of Edinburgh

Andy Kordiak has not only shown his ability in delivering complex procurements, but has also shown that he is willing to invest in improving his skills.


Andy had worked for the NHS in Scotland and elsewhere in the UK in major hospital equipping projects for many years before joining the

University of Edinburgh. He has developed his skills from technical/engineering to project management and procurement strategy management roles.

Consistently exceeding expectations in his current role as Equipment Purchasing Manager, he is an excellent communicator and supports the Strategic Board and Principal Investigators in various ways during major projects. He ensures issues are both raised and addressed.

Andy has also helped create and deliver significant savings and efficiency gains on behalf of the University. He has implemented the whole-life costing approach to equipment procurement in an effective manner and always applies EU procurement legislation and good practice, using Research Affinity Group Standards.

Andy has managed procurement for the Chancellor's Building (£5 million), Queen's Medical Research Institute (£5 million) and other medical research and modality suites (£1-2.5 million), and is currently working with the University's Little France site.

Mr Kordiak said: "It's great to win this Award, and for the University as well. I think it recognises the work that Karen Bowman has put into developing the department for the last ten years. Hopefully it is good news for the department as a whole." 

#### Finalists...

- Pamela Brown, Raploch URC Ltd
- Andy Kordiak, University of Edinburgh
- Fraser Pass, Scotland Excel
- George Sked, University of Edinburgh

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