



## Government Opportunities (GO) Excellence in Public Procurement Awards Scotland



**Deadline  
for entries:  
28 September  
2009**

**The National *Government Opportunities (GO) Excellence in Public Procurement Awards* have become the most coveted recognition of excellence, innovation and achievement within this multi-billion pound sector.**

The success of the *GO Awards* has led to the creation of the *GO Awards Scotland*, which will be unveiled again on 28 October 2009. The Awards presentation will follow the Procurex public sector procurement conference, being held at the SECC in Glasgow on that date.

Scotland is receiving its own *GO Awards* because we believe that the outstanding progress and achievements of Scottish buyers, and suppliers to the Scottish public sector, warrant special recognition. With so many successful initiatives in the region, and an agenda-setting approach to public procurement, we believe the *GO Awards Scotland* will be very well contested, and can act as a showcase of Scottish excellence to the rest of the UK.

Scottish buyers and suppliers are able to enter both the *GO Excellence in Public Procurement Awards Scotland* and the National *GO Awards*, which are held in June each year.

The *GO Awards Scotland* recognise the outstanding work of individuals, teams and organisations from across the public, private and

third sectors. They will demonstrate not just best practice but exceptional practice, and set the benchmark for others to aspire to.

Entering the *GO Awards Scotland* costs nothing, but can deliver tremendous value to your organisation. Even the process of completing an entry form challenges you to consider achievements that have been made, and can have a positive impact on morale and motivation. Becoming a finalist brings additional benefit and exposure, while winning a *GO Award* creates value that extends far beyond the presentation of one of the unique trophies.

There are eight categories to choose from, and entries into several categories are encouraged. The categories provide for both individual and team excellence, and also for successful collaboration between the public, private and third sectors. The Healthcare Procurement Award reflects the important role that procurement plays in the delivery of high-quality health services.

Receiving a *GO Award* is the ultimate accolade within the public procurement sector. So, if you have a story of outstanding success and achievement to tell, make sure you share it. Good luck with your entry, and we hope to see you at the *GO Awards Scotland 2009*.

Entry forms can be requested from: [www.goawards.co.uk](http://www.goawards.co.uk)

## Categories and Criteria

### 1. GO Sustainability Award

**Open to Scottish public and third sector organisations.**

This Award recognises an organisation which has demonstrated an original and innovative approach to procurement issues while satisfying the demands of current legislation and best practice under the sustainability agenda. The Award focuses on organisations which have delivered quantifiable and sustainable environmental, social or community benefit as a result of their procurement activities.

*Criteria:*

- Have demonstrated an original, innovative approach to procurement issues which satisfies the demands of current legislation and best practice
- Have delivered quantifiable and sustainable environmental, social or community benefit as a result of their procurement activities
- Have recognised the needs of individuals, the local community or the environment within their procurement activities
- Have demonstrated a long-term approach to procurement activities
- Have involved a broad range of stakeholders within their procurement process – such as local communities, interest groups, suppliers and the third sector

### 2. GO Corporate Social Responsibility Award

**Open to private sector organisations that have delivered a service in connection with a procurement exercise undertaken by a Scottish public or third sector organisation.**

This Award recognises the growing importance of corporate social responsibility, and its role in ensuring that services are delivered in an ethical, environmentally aware and sustainable way; with due regard being given to the end-users of the service and the wider community. Private sector firms that can demonstrate measurable commitment to their CSR, and have demonstrated innovation in its delivery, will be considered for this Award.

*Criteria:*

- Can demonstrate a clearly defined and communicated CSR policy
- Can provide evidence of how company CSR policy and practices have benefited stakeholders and society
- Can demonstrate measurable commitment to ensuring CSR is integrated into all company activities and organisational practices

*Other:*

Endorsement of the buyer (public sector) is required for entries in this category as the Award recognises the achievements of all parties to the contract.

Entry forms can be requested from: [www.goawards.co.uk](http://www.goawards.co.uk)

## Categories and Criteria

### 3. GO Healthcare Supplier Award

**Open to private or third sector organisations of all sizes that have delivered a contract requirement in partnership with the National Health Service in Scotland.**

This award recognises suppliers that have delivered an innovative approach to their procurement activity, resulting in not only savings or other measurable benefits, but a demonstrably improved quality of service delivery for healthcare professionals and/or their patients.

*Criteria:*

- Have demonstrated an original, innovative approach to procurement
- Have delivered measurable benefits for both healthcare professionals and/or patients
- Have demonstrated stakeholder involvement in their procurement exercise
- Have demonstrated procurement best practice in the areas of collaboration, sustainability and best value

### 4. GO Best Service Award

**Open to private or third sector organisations of all sizes that have delivered a contract requirement in partnership with the public sector in Scotland.**

This Award recognises the successful delivery of a contract, particularly one which has demonstrated an in-depth understanding of the requirements of both the buyer and the end-user, and which has met or exceeded the expectations of both. Organisations which have demonstrated innovation and creativity in the delivery of the requirement are sought.

*Criteria:*

- Have demonstrated a high level of collaboration and/or partnership with the buyer
- Have demonstrated a high level of customer/end-user understanding
- Have delivered a service which exceeds the expectations of the buyer and the end-user
- Have added value by adopting an innovative or creative approach to addressing the requirements of the contract

*Other:*

Endorsement of the buyer (public sector) is required for entries in this category as the Award recognises the achievements of all parties to the contract.

Entry forms can be requested from: [www.goawards.co.uk](http://www.goawards.co.uk)

## Categories and Criteria

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

**Open to all Scottish public and third sector organisations, including purchasing consortia.**

This Award, endorsed by John McClelland - the author of the Review of Public Procurement in Scotland – recognises the power of collaboration, and its ability to deliver more than could be achieved by organisations working on their own. Collaboration can be between any number of organisations, irrespective of size or scale of activity. The collaboration can be on an ongoing or project basis. Evidence of innovation and the creation of additional end-user benefits are the keys to success in this category.

*Criteria:*

- Can demonstrate a track record of collaboration which has delivered more benefit than would have been achieved by working independently
- Can provide evidence of a partnership approach to procurement
- Can demonstrate innovative and creative thinking
- Can demonstrate measurable benefits as a direct result of a collaborative approach to procurement
- Can demonstrate additional end-user benefit as a direct result of collaborative procurement
- Can demonstrate consistent application of best-practice procurement techniques throughout the collaborative initiative

### 6. GO Individual Excellence Award

**Open to those working within a procurement function in the public or third sector in Scotland.**

This Award recognises those who have exceeded expectations in their role, and who have taken an innovative approach which has resulted in either efficiency gains and/or a higher quality of service delivery.

*Criteria:*

- Have consistently exceeded expectations in their role
- Have helped create and/or deliver significant savings or efficiency gains on behalf of their organisation
- Have demonstrated an original, innovative approach to procurement issues which satisfies the demands of current legislation and best practice
- Have helped to cultivate partnering and collaboration in public procurement (either within or outside their own organisation)
- Have committed to developing their own skills and experience
- Have contributed to the benefit of the wider community through their actions
- Have demonstrated outstanding ability to lead a team or project
- Have set a positive example for others to follow

Entry forms can be requested from: [www.goawards.co.uk](http://www.goawards.co.uk)

## Categories and Criteria

### 7. GO Team Excellence Award

Open to teams working within a procurement function in the public or third sector in Scotland. Teams can comprise individuals working in separate organisations or across disparate locations, as well as teams from a single organisation.

This Award recognises achievements that have been made possible as a result of team-working; demonstrating collaboration, innovation and greater results than would have been achieved individually.

*Criteria:*

- Have worked as a team to deliver measurable benefits in their procurement activities
- Have collaborated with other teams or organisations in order to meet their objectives
- Have demonstrated an original, innovative approach to procurement issues which satisfies the demands of current legislation and best practice
- Have delivered more as a result of team-working than could have been achieved individually

### 8. GO Outstanding Contribution Award

Open to an individual who has played a significant role in effecting positive change within the Scottish business and/or public sector procurement community.

This Award can be entered into either by an individual or on behalf of an individual. The Award recognises the transformational role that an individual has made within the business and/or public sector procurement community; and the effort and commitment that they have demonstrated in delivering change within Scotland. The change that they have made may have been as a result of a specific initiative, or as part of their role within an organisation.

The individual concerned will be seen as a positive and inspiring example to others.

*Criteria:*

- Can demonstrate exceptional achievements which have had a fundamental impact on public procurement in Scotland and beyond
- Have raised public procurement's profile through positive action
- Have been at the forefront of strategic change within Scottish public procurement
- Have set a positive example for others to follow

## GO Awards 2009 – judging panel

The GO Awards Scotland judging panel is made up of experts in the field of public procurement. *Judges confirmed include:*

- **Duncan Eaton**, Strategic Advisory Board, BiP Solutions
- **Barry Graham**, Head of CGCoPE
- **John McClelland** CBE, Author of the *Review of Public Procurement in Scotland* and the most recent recipient of the National GO Lifetime Achievement Award
- **Iain M McMillan**, CBE Director, CBI Scotland
- **Paul McNulty**, Deputy Director of the Scottish Procurement Directorate at the Scottish Government
- **Jim Miller**, Director, Strategic Sourcing, NHS Scotland
- **Grahame Steed**, Managing Editor, *Government Opportunities* magazine
- **Angus Warren**, Chief Executive of Advanced Procurement
- **Vince McKeown**, Membership Relations Manager, SCDI



## What the judging panel are looking for:

1. Entries which detail outstanding achievements in the context of the category or categories entered
2. Entries which give a detailed outline of the achievements made, but written in a clear and concise manner
3. Evidence of sustainability – achievements described should have a lasting benefit
4. Tangible measures of success to be provided – eg savings and efficiency gains quantified
5. A clear explanation of each individual's role
6. Supporting statements from those who have been involved in the activity described, or those who have benefited from it
7. All questions answered
8. Relevant supporting evidence/documentation

## GO Awards entries – do's and don'ts:

1. Do ensure that you have answered each question thoroughly, providing clear evidence of achievement and supporting statements where available
2. Do spell-check the entry before submitting it, and check the information provided is consistent throughout
3. Do give yourself ample time to prepare your entry
4. Do ensure others besides you, or the Awards entry team, review your entry before submitting. An independent review can be a good test of your entry's quality
5. Don't attach appendices or supplementary information without either a) having a strong justification for doing so or b) referencing it in the main body of your entry

The finalists in the 2008 National GO Awards were successful because their entries told a clear and concise story – backed up with facts and figures – of outstanding achievement in their particular area. A great story told badly will not achieve finalist status – so please give your entry the time and attention it deserves.

Further information on the GO Awards Scotland can be found at: [www.goawards.co.uk](http://www.goawards.co.uk)

Further information on the Procurex event can be found at: [www.procurexscotland.co.uk](http://www.procurexscotland.co.uk)

Further information on *Government Opportunities* magazine can be found at:  
[www.govopps.co.uk](http://www.govopps.co.uk)

## Government Opportunities Magazine



The *GO Awards* and *GO Awards Scotland* are organised by *Government Opportunities (GO)* magazine – the UK's leading guide to public procurement.

*GO* provides its readers with a unique insight into this fast-moving, multi-billion pound sector. It features contributions from the most influential and high-profile figures within public procurement, and is essential reading for anyone buying on behalf of, or supplying to, the public sector.

The public procurement landscape is constantly changing, with new demands being made to ensure value for money, quality and sustainability are an integral part of every procurement exercise. *GO* keeps its readers up to speed with the latest developments, not just in the UK but also in Europe and further afield.

*GO* is an invaluable tool for buyers and suppliers, helping them to understand the legislation, policies and best practice shaping public procurement now and in the future.

The magazine will feature regular updates on the 2009 *GO Awards Scotland*. The finalists will be announced in a special preview edition and the winning and highly commended entries will be revealed in a review supplement in November 2009.

To find out more about *GO* magazine, please go to [www.govopps.co.uk](http://www.govopps.co.uk)

