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Procurex 2008 is Scotland's first dedicated public and private sector procurement exhibition.

Held in conjunction with the Scottish Government National Public Procurement Conference and the Government Opportunities magazine Scottish Business Summit, Procurex is a unique opportunity to discover new business opportunities and build relationships with both the public and private sectors.

**29-30th October 2008
SECC GLASGOW**

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Growing business through collaboration

PROACTIVE Scottish businesses have every reason to be optimistic, despite the current economic climate in the UK. While not insulated from the challenges facing businesses in the UK and internationally, Scottish firms have an increasing opportunity to compete for business in a market that is becoming increasingly transparent, open and receptive to new ideas and fresh approaches.

Procurex 2008, being held in Glasgow on 29th and 30th October at the SECC, is the first event to recognise the combined power of the business to government and business to business marketplaces. This dual approach – with one day dedicated to each sector – recognises that Scottish firms, especially SMEs, need to consider both the public and private sectors as potential customers if they are to be successful and sustainable.

Public procurement in Scotland is worth over £8 billion per year, and the Scottish Government is keen to ensure that Scottish suppliers, and in particular SMEs, have an even playing field on which to compete for the many

Exhibition will highlight opportunities for companies to compete in the ever-expanding procurement market



opportunities that arise. The public procurement market for the whole of the UK is worth over £125 billion per year, and businesses that perform well in the Scottish public sector could position themselves well for national success.

However, while the public sector is a large customer in its own

right, there are also an increasing number of opportunities for businesses to become part of the broader market, and to position themselves as an essential part of other companies' supply chains. Increasingly, prime contractors are being encouraged to stimulate their supply chains and increase

competition – the CompeteFor web portal for the 2012 Olympic Games being perhaps the best example of this.

Procurex brings together key organisations and people from both the public and private sectors, and acts as a conduit for information, innovation and inspi-

ration. With the support of organisations that are instrumental in the delivery of a successful and vibrant Scottish economy, Procurex offers businesses an unrivalled opportunity to build relationships and create competitive advantage.

This supplement, in association with the Herald, media partner for Procurex, provides the backdrop to the initiatives that are making Scotland not just a great country to do business with, but a great country to do business in.

Recent developments within Scottish public procurement are now beginning to bear fruit, and demonstrate that the Scottish Government is keen to provide businesses of all shapes and sizes equal opportunity to compete for its contracts. In addition, two major sporting events are taking place in the UK in the next six years – the 2012 Olympic Games and the 2014 Commonwealth Games – both of which offer tremendous opportunity for Scottish firms.

Those firms that want to benefit from such opportunities would do well to book their place at Procurex now.



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PROCUREX 2008 3



A CLEAR DIRECTION:
John Swinney.

On the right path

John Swinney MSP outlines his vision for public sector procurement

PUBLIC sector procurement in Scotland is changing. Spending on goods and services in the public sector amounts to around £8 billion a year and the Procurement Reform programme, which emerged as a result of the Review of Public Procurement by John McClelland, affects every public sector body in the country.

The aim of reform is simple – to help public bodies improve their procurement processes to support delivery of better public services and increase the cost-effectiveness of procurement, releasing cash for use in other priority areas.

Crucial to this is cross-sector collaboration to avoid duplication of effort, to maximise potential gains and to ensure that common suppliers and markets are managed effectively.

And, at a time of difficult global economic conditions, we have to ensure procurement makes the best possible use of taxpayers' money and makes a contribution to sustainable economic growth.

While there are signs that Scotland's economy is performing well in the current climate, there is no room for complacency.

A year has passed since I spoke at the last National Procurement Conference, and I am proud that we are continuing to drive forward the public service reform agenda.

I firmly believe we will deliver real and lasting improvements in public services and a more successful Scotland.

The reform agenda has seen some notable successes over the last year. We have launched Procurement Scotland, which will implement national strategies for buying common goods and services for the public sector. It recently announced a tender to buy electricity for the whole of the public sector, which will save millions at a time of rising energy costs.

We have seen the amount of business going through eProcurement Scotland – one of the most comprehensive and successful

eGovernment initiatives in the world – rapidly increasing, demonstrating the attraction and efficiency of doing business online.

We have introduced national indicators to improve monitoring of public sector spending on goods and services. This will lead to a culture of collaboration and continuous improvement, using up-to-date information to make better procurement decisions and improve organisational processes – ensuring every pound spent achieves the best value for money.

The sectoral Centres of Expertise are now fully operational, meaning there is no excuse not to share experience and best practice.

And our procurement reform is sustainable, taking full account of environmental, social and economic factors. Sustainability goes hand in hand with a greener Scotland and work is progressing on developing sustainable procurement within the public sector.

So what does this mean for business? Central to our procurement reform is engagement with business, especially small and medium sized enterprises. Procurement has to work for them, and business itself realises that effective procurement is important in ensuring a competitive marketplace and creating

opportunities for increasing economic growth.

Scottish suppliers want the best possible opportunity to compete and we are ensuring that there is a level playing field so that suppliers, particularly SMEs, can quickly and conveniently find out about public sector opportunities.

It is vitally important that public procurement is both open to innovation and able to encourage innovation in business, helping to increase productivity and competitiveness.

Our new single point of enquiry service will give suppliers, and their business organisations, a new channel to seek advice or register their concerns regarding public procurement practices. This will lead to improvements and better standards in procurement across the public sector.

We have changed the contract rules to allow suppliers to use an intermediary to raise finance without prior permission, meaning SMEs in particular can use factoring and invoice discounting as a source of finance.

There is work ongoing on a competitive supply base, including the Suppliers' Charter, which means public bodies must identify and reduce barriers and keep the tender process as simple as possible.

With clear direction and guidance from the Scottish Government, we are setting the public sector on the right path to better procurement.

I expect every part of the public sector to actively participate in the drive for improvements public procurement. The Public Procurement Reform Board and I are working towards that vision of an open, joined-up and professional public procurement sector.

● Cabinet Secretary for Finance and Sustainable Growth, John Swinney last year took over as chair of the Public Procurement Reform Board. He will provide the keynote address at the Scottish Government National Procurement Conference at the SECC, Glasgow, on October 29. www.scottishppc.co.uk



**CENTRAL TO OUR
PROCUREMENT REFORM
IS ENGAGEMENT
WITH BUSINESS,
ESPECIALLY SMEs**

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Improvements mean business

THE public procurement landscape in Scotland is in the throes of fundamental change as suppliers and the public sector get to grips with the reforms that have arisen from the McClelland Report. The reforms currently being embedded in the public procurement community and the businesses that supply it are aimed at improving efficiency and delivering the best value for money for the tax-payer.

While John McClelland's landmark report in 2006 set the ball rolling, the public sector in Scotland has enthusiastically embraced the procurement reform agenda and it is now driving the changes forward.

If proof were needed of the political commitment to these changes, it was given last year by Cabinet Secretary for Finance and Sustainable Growth, John Swinney, when he took over as chair of the Public Procurement Reform Board, the body set up to drive the new agenda, which has representatives from all parts of the public sector at chief executive level.

McClelland made three key recommendations, aimed at ensuring that buyers achieve the best value for

The landmark McClelland Report has led to significant reforms in public procurement and altered the economic landscape, reveals **Stephen Breen**

money for the public purse and the most efficient delivery of services.

The first was to significantly improve the skills of the buying community to tackle, in part, the problem of maverick buyers purchasing without authority. But the more fundamental objective was to ensure if procurers were up-skilled and had an enhanced understanding of what was in the market, they would buy more intelligently, thus delivering better services and achieving improved value for money.

The second part of the reform recommendation was to improve the information the supply community receives from the public sector. Quite simply, if suppliers understand clearly the requirements of the public sector, they will be in a better position to deliver.

The most far-reaching reform, however, was the creation of centres

of expertise for public sector procurers. The rationale behind the establishment of centralised buying agencies was to cut out duplication, achieve economies of scale, and to ensure that best practice solutions are shared when purchasing on a large scale for a diverse range of public bodies.

McClelland was careful to clarify that it may be appropriate to have more than one supplier contract established by the centres of expertise for each commodity.

These commodity strategies will have with them individual supplier strategies. These strategies should also address and accommodate the need for the existence and use of local supplier capability to deliver commodities and services.

McClelland was at pains to point the importance of recognising the theme of aggregation of spend is not synonymous with placing

one large contract with a single remote supplier.

The success of the centres of expertise will depend on their understanding of the structure of the market and user requirements. They will be required to address the possible need for delivery and capability within local economies and regions.

Since Mr McClelland's recommendations, these new public sector procurement centres of expertise are now up and running.

Ron Burges, chief executive officer at BiP Solutions, which is organising the 4th Scottish Public Procurement Conference and Procurex, said the centres of expertise were a welcome development. However, he added there is a risk this policy could create a culture of 'bigger is better' and ultimately lead to less competition.

The centres of expertise, therefore, must not only have commodity strategies but also strong supplier strategies. He added: "I doubt anyone will disagree that the existence of a base of high quality and cost competitive suppliers benefits the Scottish economy. To ensure their own success, suppliers therefore need to optimise their skills in relation to selling to and understanding the public sector. The public sector is a great market for those suppliers who really work at it."

Small to medium sized enterprises (SME's) looking to get involved in the public sector tendering market in Scotland today need to face two questions. The first is how to get into the market. The second is determining if they have products and service quality the public sector needs.

Scotland has led the way in the UK by mandating Scottish public authorities should openly advertise low-value contracts. The Scottish Public Contract Regulations 2006, by requiring all public sector contracts be advertised, ushered in a major change on the procurement landscape that has opened up opportunities for SME's. Previously, the threshold for advertising public contracts was around £100,000 for central government and £150,000 for local. The results so far have been good news for small business.

"People tend to drag behind the



legislation, but we are seeing more local authorities opening up, particularly in the £25,000 to £100,000 range," said Mr Burges. "Now they are going out to advertise, you will get more interest in public contracts, which will hopefully lead to more competition and the public sector body getting better value for money."

Outwith Scotland, the innovative approach being taken by the 2012 Olympic Games in London may provide a model that allows for larger public sector contracts and yet still opens up the public sector supply chain to smaller businesses.

The Olympic Delivery Authority is working with their main contractors looking for other suppliers to advertise these opportunities on the CompeteFor website.

"Usually there is a closed supply

BiP SOLUTIONS IS HERE TO HELP

BiP SOLUTIONS, the event organiser of Procurex, began operations in 1984 publishing public sector contract information that allowed the private sector to compete for public sector business.

The Glasgow-based company has since grown rapidly and now offers a range of innovative complete procurement solutions.

More than 500 government organisations in the UK use BiP's internet solutions to manage their contract information. BiP is a member of the EU's taskforce that is standardising the way tender information is submitted, created and disseminated. Two out of three public procurement professionals in the UK use services provided by BiP Solutions. The core businesses of the company now are contract and



market intelligence services; e-tendering services; accreditation services; commercial internet solutions; management of conferences and events such as Procurex; procurement consultancy; and publishing procurement related media such as Government Opportunities and the MoD Defence Contracts Bulletin.

Today the company is one of the world's leading providers of public sector procurement intelligence,

giving buyers and suppliers access to what is arguably the biggest database in the world containing information on current contract opportunities.

The procurement world can be extremely complex as new rules and guidelines come into force. BiP Solutions has been able to help thousands of organisations in the UK and Europe with best practice advice.

Last year BiP Solutions was named AXA Small to Medium Business of the Year in the National Business Awards for Scotland. The fast-growing company has plans to acquire new business in the coming year. With 160 employees and a turnover of £11 million, BiP Solutions has ambitions to be the leading provider in the world of procurement information and services.

For further information, visit www.bipcorporate.com



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VISION: the chief executive officer at BiP Solutions, Ron Burges.

THE FIGURES SPEAK FOR THEMSELVES

THERE are huge opportunities for Scottish companies to do business with the public sector north of the Border and UK-wide. Until recently, public spending in Scotland was rising at the rate of around 7% per year. That has now stabilised, but the public sector still spends £8 billion with private sector suppliers every year.

UK-wide, the public sector spends around £150 billion in products and services. Around £33 billion is spent on construction, £32 billion on defence, £13 billion on social housing, and £11 billion on social care. The 2008-09 draft budget for the Scottish Government is £32.4 billion, rising to £32.8 billion in 2009-10 and £33.1 billion the following year.

Private Finance Initiative (PFI) and Public Private Partnerships (PPP) created a spending bonanza, which allowed the public sector to embark on an unprecedented round of capital projects delivering new hospitals, schools and roads.

There is much less appetite for public private partnerships now – although more than 600 PFI's with a capital value of £57 billion have been signed – and construction and engineering sectors are significantly over-stretched. Major public sector projects such as the 2012 London Olympics and the 2014 Commonwealth Games in Glasgow will place further strain on the supply side.

Health and Wellbeing accounts for the biggest slice of Scottish Government spending in this year's budget, accounting for £10.92 billion, followed by local government (£10.84 billion), and finance and sustainable growth (£5.83 billion).

Total public spending in the UK is expected to be around £589 billion this year – a massive £9,700 for every man, woman and child in the UK. UK public sector spending is projected to rise to £617 billion in 2008-09, £647 billion in 2009-10, and £678 billion in 2010-11.

The good news, from a business point of view, is that the departments that traditionally spend heavily on private sector suppliers – health, education and defence – are all expected to see significant increases in spending between now and 2010.

Spending on health is forecasts to rise from £94.5 billion in 2007 to £117.8 in 2010, education will increase from £71 billion to £84.9 billion, and defence from £36.3 billion to £39.4 billion.

(All Government sources)

curement and consolidation and SME's want for more opportunities to win contracts."

So the outlook for SMEs seeking to supply the public sector over the coming years certainly has more positive aspects to it than negative ones. Mr Burges's advice to SMEs trying to break into public sector tendering is to look at the local market first. In Glasgow alone, he points out, there are more than 100 public sector bodies with purchasing pounds to spend.

A common mistake made by some smaller companies was to take the 'scattergun' approach of bidding for everything without considering if they have the capacity to deliver. Government is a "hard task master but a fair task master" and companies bidding for contracts they can-



TO ENSURE THEIR OWN SUCCESS, SUPPLIERS NEED TO OPTIMISE THEIR SKILLS IN RELATION TO SELLING TO AND UNDERSTANDING THE PUBLIC SECTOR

not deliver are simply wasting everyone's time. However, he advises Scottish companies with turnover of at least £1 million to be expanding their horizons and looking to bid throughout the UK and across the European Union, where the same rules apply for public contracts.

Mr Burges is hopeful the Scottish Business Summit, which runs on day two of Procurex, will be a great opportunity for suppliers to identify opportunities in the private sector and to learn how to open doors.

"There is a huge perception that the private sector is a golf club and that it is always difficult for suppliers to get into the supply chain," he said.

Big companies like BT, BAA and BP have opened their supply chains and other major companies are getting better at this. Many companies

suffered from the belief that their supply chain was unbeatable, resulting in them never looking for alternatives.

"You always find there is another supplier you had never thought about or a different way of doing things or a better service or price," said Mr Burges. "There is a lot that businesses can do about talking up opportunities.

"I hope that on day two businesses will start talking to other businesses about the opportunities and have a forum where they can talk about it.

"That's where local business can help local business and generate more money back into the Scottish economy."

● Visit BiP Solutions on stand 81 at Procurex.



Procurex 2008 will bring together leading authorities on procurement from across the pan-government and private sector markets, including:

- Procurement Directors/Managers • Facilities Managers
- Contract Managers • Finance Managers • Chief Executives
- IT Managers • Private Sector Buyers • MSPs

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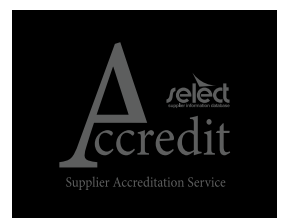
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PROCUREX 2008 7

Invaluable opportunities

Procurement conference offers an ideal forum for Scottish businesses

THE Scottish Government National Procurement Conference is now in its fourth year, but the addition this year of the GO Scottish Business Summit, and development of the exhibition under the title Procurex, means this is a must-attend event for anyone working in the procurement profession, or anyone interested in public sector reform.

The public procurement landscape in Scotland is in the midst of fundamental changes arising from the Review of Public Procurement in Scotland carried out in 2006. This year's events at the Scottish Exhibition & Conference Centre on October 29 and 30 are the ideal opportunity for the public and private sector to come together to review progress, exchange ideas and look at how they can work together more effectively.

If procurement processes are to become more efficient, the public and private sectors must collaborate. The benefits to Scotland are instrumental. Fair and efficient procurement practice supports the delivery of better services across the public sector and delivers savings so cash can be used in other priority areas.

The event, run alongside Procurex and the Scottish Business Summit, offers a unique chance for all involved in either sector to hear key messages from the Scottish Government and others about successes to date. It offers invaluable opportunities for both buyers and suppliers to meet, exchange information and network.

John Swinney, the Cabinet Secretary for Finance and Sustainable Growth, will deliver the keynote address at the Scottish Government's National Procurement Conference on October 29.

The conference will be chaired by BBC Scotland Political Editor Brian Taylor, and Mr Swinney will be joined by Ian Howie, head of Procurement Scotland, Professor John Seddon from Vanguard and representatives from Audit Scotland. There will also be opportunities to hear updates from the newly established centres of public sector procurement expertise, established following the McClelland Report.

Around 100 public and private sector organisations will be taking part in Procurex 2008, which runs on both days and brings private and public sector players in the industry together for the first time in an exhibition. Within Procurex

2008 there will be a series of workshops giving a varied insight into public sector contracting from a diverse range of speakers. Buyers will be able to use the event as a one-stop shop to check out opportunities in the marketplace. And suppliers can showcase their services, check out the competition, and have face-to-face engagement with key procurement decision-makers.

A wide range of public and private sector organisations will be taking part, including the Scottish Procurement Directorate of the Scottish Government, Scotland Excel, Advanced Procurement for Universities and Colleges (APUC), Central Government Centre of Procurement Expertise (CGCoPE), Scotland Excel, Toshiba, Barclaycard Business, Edinburgh and Glasgow Chambers of Commerce, and representatives from the 2012 London Olympics and the 2014 Commonwealth Games in Glasgow.

The Government Opportunities (GO) Scottish Excellence in Public Procurement Awards 2008 will take place on October 29 in the Crowne Plaza Hotel, Glasgow. Awards will be presented to public and private sector organisations that have shown excellence in procurement practices showing the benefits to the wider community that smart, effective and sustainable purchasing can make.

The GO Scottish Business Summit takes place on day two, where companies can gain an insight into opportunities available for growth by bidding for public sector contracts. Among subjects covered will be maximising engagement in Scotland's event programme, competing for business, and working and developing in

Scotland. Delegates will hear from Minister for Enterprise, Energy and Tourism, Jim Mather, Morag Stuart, head of Procurement for the 2012 London Olympic Delivery Authority, and John Scott, chief executive of the Glasgow 2014 Commonwealth Games Organising Company.

Nick Bowd, director of the Scottish Procurement Directorate, said: "These events provide an excellent opportunity for practitioners, their management and others to have a direct interface with the public sector procurement industry in Scotland, to share experiences, and hear key messages. We are on a programme of continuous change and continuous improvement but with the number of bodies and the number of people involved, it is not going to change overnight. The primary purpose of the conference is to engage with as many

people as possible to ensure that we get consistency of behaviour and improve our approach and practice".

The Scottish Government is on a drive to embed collaboration across the public and private sectors, though as Mr Bowd pointed out, this does not mean aggregating contracts.

The new centres of expertise – CGCoPE, Procurement Scotland,

Scotland Excel, APUC, and NHS National Procurement – are all now operational. Mr Bowd said one of the main benefits is buyers go to the market with a better understanding of what they're trying to procure and what is out there. This allows groups to share information with peers on the best services they have encountered, which ultimately leads to better value for money for the tax-payer.

"Our fundamental message is we are still looking for value for money, but we seek to engage with suppliers in a way that makes doing business with the public sector something that they will consider worthwhile."

● Nick Bowd will address delegates at the Scottish Government National Procurement Conference on October 29 and the GO Scottish Business Summit on October 30, both being held at the SECC, Glasgow.

WE SEEK TO ENGAGE WITH SUPPLIERS



Nick Bowd, director of the Scottish Procurement Directorate

NATIONAL PUBLIC PROCUREMENT

CONFERENCE & EXHIBITION 2008

29 OCTOBER 2008

SCOTTISH EXHIBITION & CONFERENCE CENTRE (SECC) GLASGOW

Year on year, the Scottish Government National Public Procurement Conference has proven to be the forum for discussion on all the latest procurement issues, and 2008 is no exception. Delegates will have the opportunity to hear from John Swinney MSP, Cabinet Secretary for Finance and Sustainable Growth, John Seddon from Vanguard and representatives from all of the Centres of Expertise.

KEYNOTE ADDRESS:

John Swinney MSP,
Cabinet Secretary for Finance and Sustainable Growth, Scottish Government

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29 October - Day One

Scottish Government National Procurement Conference

Ready for anything

THE way public services are purchased, delivered and measured in Scotland is being transformed as a result of the Public Procurement Reform Programme. Closer collaboration between different branches of the public sector has created centres of purchasing expertise that are designed to use best practice to procure services more efficiently, with the ultimate objective of saving money for the tax-payer.

Central Government Centre of Procurement Expertise.

BBC Scotland Political Editor Brain Taylor will chair the event, and the keynote speaker will be Cabinet Secretary for Finance and Sustainable Growth, John Swinney. He has taken an active interest in driving forward the procurement reform agenda, and last year took over as chair of the Public Procurement Reform Board, which consists of representatives of all parts of the public sector at chief executive level.

These major changes have far-reaching implications for the public and private sector supplier community, and the fourth Scottish Government National Procurement Conference and Exhibition is the perfect forum for all those involved to assess the progress made to date and to hear key messages about the procurement reform agenda.

The Minister will talk about the procurement reform agenda and outline some of the procurement successes of the past year. He will also look ahead to future challenges, including increasing collaboration across the public sector.

The conference, which is being held by the Scottish Government, will be of interest to private sector suppliers and public sector procurement professionals.

Ian Howie, head of Procurement Scotland, will address delegates on the subject of overcoming challenges and delivering results, followed by John McClelland, whose report into public procurement in Scotland laid the foundation for the current reform agenda. Mr McClelland will stress how the perspective of the private sector will be essential to delivering successful results.

It will be an excellent opportunity for professionals to network with peers and exchange ideas about successful procurement solutions.

Dick Gill and Irene Coll of Audit Scotland, will give an update from Audit Scotland, and Gordon Master-ton Vice President of the Environment Business Unit at Jacobs, will talk about construction procurement.

Delegates will have the chance to hear updates from the centres of expertise: Scotland Excel, Advanced Procurement for Universities and Colleges, NHS National Procurement and the

Donald Biggar, the Chairman of Quality Meat Scotland will give a presentation on sustainable food procurement, and the morning session will end with a question and answer session.

IT WILL BE AN EXCELLENT OPPORTUNITY FOR PROFESSIONALS TO NETWORK WITH PEERS AND EXCHANGE IDEAS

In the afternoon, there will be presentations from Vanguard founder, Professor John Seddon, and James Fothergill, the head of Public Policy Services at the CBI.

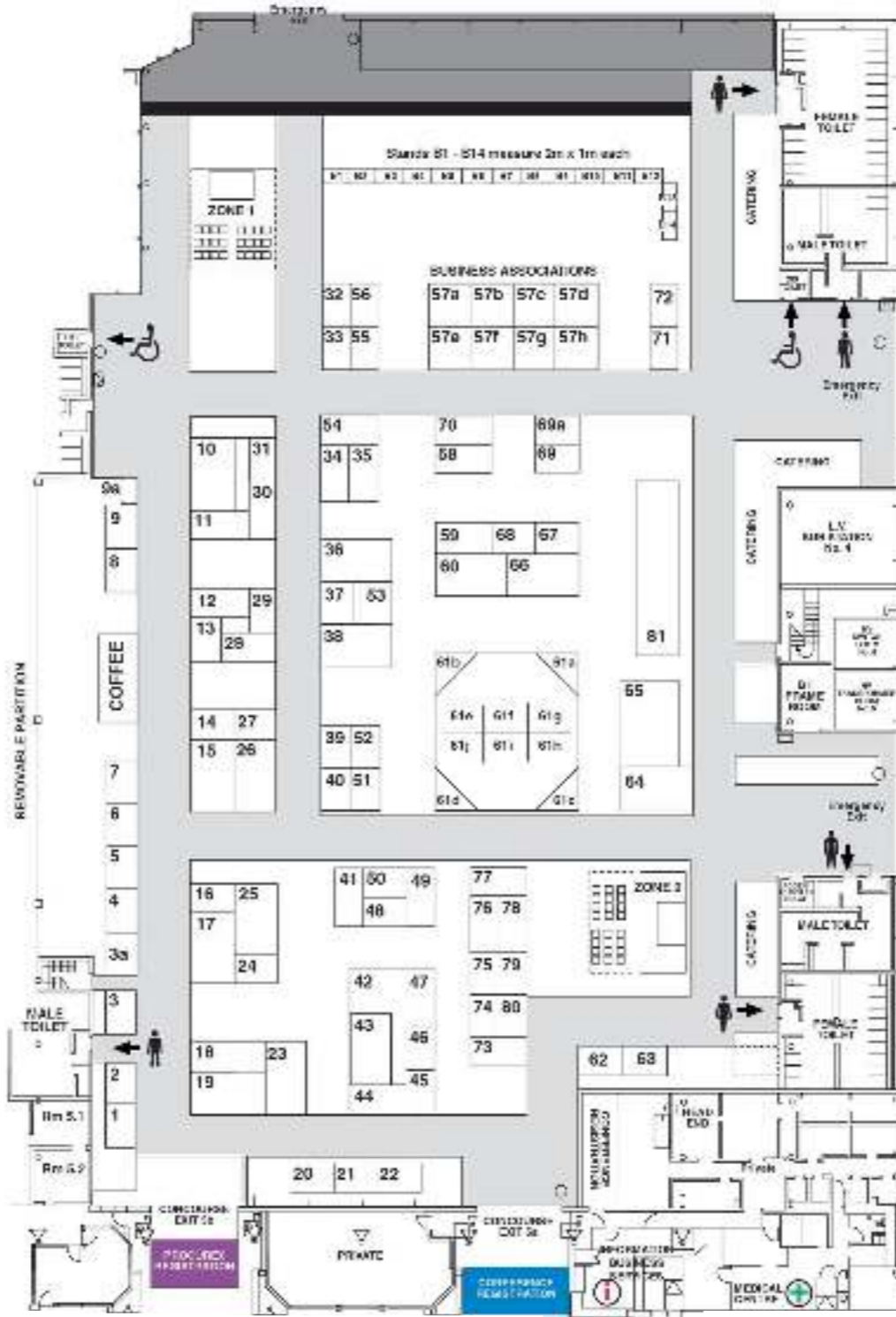
There will also be five specialist sectoral seminars covering: Scotland Excel - Procurement in Action; APUC - Compliance, Contracting and Measuring; NHS Scotland - logistics within NHS procurement and developing future cross-sector collaborative opportunities; Central Government Centre of Procurement Expertise - Collaborative Procurement; and eProcurement Scotland - eCommerce Vision.



SCOTLAND'S PROCUREMENT EXHIBITION 29-30 October 2008 - SECC Glasgow

Exhibitors

Company Name	Stand No
Advanced Procurement for Universities & Colleges (APUC)	61e
Advanced Stairlifts (Scotland) Ltd	24
ALC Filesmart	511
Analysis Mosen Ltd	56
Apex Audio Systems	89
Appsoft (Print Management)	83
APS Group	78
B&Q	46
Barclaycard Business	78
Barron McConn Technology	80
BIP Solutions Ltd	81
BOC Ltd	8 & 9
Braemar Jewells	2
Braemar Ltd	20
Brand Addition	48
BT	77
Canon UK Ltd	58
Care UK	64
Castle Computer Services	32
CBI Scotland	57c
Central College Glasgow	3a
Central Government Centre of Procurement Expertise (CGCoPE)	51h
Central Scotland Fire & Rescue Service	61b
CLM Ltd	66
CMS Enviro Systems	74
Comet Business Services	65
Commonwealth 2014	51d
Constructionline	14
Darwood Scotland	48
DE&ISS Commercial Services	57f
ICS Catalogue	75
Defence Supplier Service	62
Edge Testing Solutions	96
Edinburgh Chamber of Commerce	57g
EME Furniture	810
Enterprise Rent A Car	42
eProcurement Scotland	61i
Equanet	1
Federation of Small Businesses (FSB)	57a
G4S Security Services (UK)	41
Glasgow Chamber of Commerce	57e
Gresham Office Furniture Ltd	15
Guinette UK Ltd	26
Harris of Saltcoats	37
Hartdean Ltd	512
Hays Purchasing & Supply	27
HP	50
IP Product Design Ltd	81
IGN Document Efficiency At Work	12
Infotec UK Ltd	6
Isocem Ltd	84
J&S Promotions & Distribution	79
Joden Ltd	17
Kingspan Scotland	23
Le Medical (Clen Dimplex Home Appliances)	4
Lenovo	19



Company Name	Stand No
Libisco Ltd	9a
Loonix	76
Lyneo UK Ltd	35
Morris Furniture	59
Mott McDonald Ltd	25
Nalms Carvakes	40
Nat-Defence Ltd	7
NHS National Procurement	61f
Nordian Ltd	55
NVT Group Ltd	36
OCé UK	69a
OCeOutgoing Solutions	67
Osprey Water Services Ltd	31
P&R Services (Glasgow) Ltd	88
Parasonic Computer Products Europe	57
Priority Management	29
Procurement Scotland	61c
Product Development Corporation	71
Provision	16
Public Contracts Scotland	61j
Quality Meat Scotland	60
Qube Vocational Development Ltd	33
Rainbow International	34
Remedy	69
Ricoch	38
Ricoch UK	18
Samsung Electronics (UK) Ltd	60
Scotland Excel	61a
Scottish Council for Development & Industry (SCDI)	57b
Scottish Enterprise	57i
Scottish Police Service	61g
Centre of Expertise	61k
Scottish Procurement Directorate	61l
Security Services Group	30
Senator International	64
Spectrum Computer Supplies	47
SPS Consultancy Services	51
Stemah Stairlifts	7
Supplier Development Programme	57g
Supply2.gov.uk	69
Swift Vehicle Rental	52
Synthetic Grass Solutions	87
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30 October - Day Two

GO Scottish Business Summit

A STAGGERING number of major business opportunities will be coming on-stream for Scottish companies in the next few years as a result of the 2012 Olympic Games in London and Commonwealth Games in Glasgow in 2014.

The GO Scottish Business Summit on October 30 is the perfect opportunity to gain an insight into what contracts are available and learn how to get involved in the tendering process. There has never been a better time for Scottish companies to do business with the public sector. It is estimated the London Olympics alone will generate £10 billion of contracts for British companies. And the public sector in Scotland spends £8 billion each year buying goods and services from private businesses.

Mr Morag Stuart, head of procurement for the Olympic Delivery Authority, and John Scott, chief executive of the 2014 Commonwealth Games Organising Committee, will be at the summit to encourage Scots businesses to take full advantage of the opportunities that will arise. Both will join Jim Mather, the Minister for Enterprise, Energy and Tourism, in delivering keynote addresses to delegates. Mr Mather will look at how SMEs can engage productively with the public sector, and the benefits to business from interacting and competing for public sector business.

He will also discuss how SMEs can win public sector business to increase sustainable economic growth. Organisers of the summit are the Scottish Business Summit 2008, the Scottish Government, the Scottish Enterprise, the Scottish Police Service, the Scottish Procurement Directorate, the Scottish Chamber of Commerce, the Glasgow Chamber of Commerce, the Edinburgh Chamber of Commerce, the Suppliers Development Programme, Supply2.gov.uk, the Scottish Enterprise, the 2012 Commonwealth Games Organising Committee and the Olympic Delivery Authority for the 2012 London Games.

Companies interested in bidding for these contracts must register with the site, and Ms Stuart will be urging Scottish businesses to do so. Olympic organisers anticipate there will be at least 10,000 opportunities and, to date, more than 400 Scottish companies have registered.

Mr Scott will be using Procurex as an opportunity to interface with Scottish suppliers and highlight the wide range of business opportunities that will be coming on-stream in the

London Olympics are keen to spread the benefits of the games to as many UK companies as possible.

In order to open up the supply chain to small and medium sized enterprises, all contractors will be required to advertise any business opportunities they have on the CompeteFor website: www.london2012.com/business

Companies interested in bidding for these contracts must register with the site, and Ms Stuart will be urging Scottish businesses to do so. Olympic organisers anticipate there will be at least 10,000 opportunities and, to date, more than 400 Scottish companies have registered.

Mr Scott will be using Procurex as an opportunity to interface with Scottish suppliers and highlight the wide range of business opportunities that will be coming on-stream in the

lead up to 2014. The summit represents a unique chance for Scottish companies to get an insight into the latest tendering opportunities, and meet key decision makers.

The meeting will also give companies the chance to network and build up new business opportunities.

The conference begins on the theme of working and developing in Scotland, with presentations from Mr Mather, the director of the Scottish Procurement Directorate, Nick Bowd, and Scottish Enterprise's director of procurement, Phil Martin.

Lesley Sawers, chief Executive of the Scottish Council for Development and Industry, will join Ms Stuart and Mr Scott in urging Scottish companies to maximise the business opportunities that will arise from Scotland's busy events programme. Delegates will have three opportunities throughout the day to network and visit the 100 public sector organisations and business taking part in the exhibition.

For further information, visit: www.goconferences.co.uk/summit



Procurex - a unique marketplace

PROCUREX 2008 is a unique opportunity for all of the key public and private sector players in the Scottish procurement industry to come together. Procurex is the essential marketplace for private sector companies who are already involved in supplying the public sector, or for those hoping to branch out into this business.

Among the benefits for private sector suppliers are: opportunities to make new contacts that could lead to business; creating awareness of products and services; positioning the company against competitors; and reducing the sales cycle by talking directly to key decision-makers. The exhibition will also give businesses a chance to discuss partnership opportunities with other private sector contractors.

The public sector in Scotland purchases a vast array of services from private businesses each year, and Procurex is a perfect platform for companies hoping to showcase their services to key buyers.

Delegates will be drawn from central government, local government, emergency services, a third sector, health, prison service, education and the private sector.

This one stop shop can help deliver the Scottish Government's objectives of improved communication between private sector suppliers and public sector purchasers, resulting in efficiency savings and improved services.

The key decision-makers will be working in positions such as procurement directors or managers, facilities managers, contract managers, finance managers, chief executives, IT managers, and private sector buyers.

The key areas where the public sector purchases services are: ICT, consultancy services, e-procurement services, outsourced services, energy contracts, design and print, commercial vehicles, financial services, document management, office equipment, and stationery.

The organisations exhibiting at Procurex include Toshiba, Barclaycard Business, BOC, Hays, Panasonic, HP, B&Q, the Scottish Procurement Directorate, eProcurement Scotland, Scotland Excel, Advanced Procurement for Universities and Colleges (APUC),

Central Government Centre of Procurement Expertise (CGCoPE), NHS Procurement, Central Scotland Fire and Rescue, Public Contracts Scotland, Comet, Glasgow Chamber of Commerce, Edinburgh Chamber of Commerce, Suppliers Development Programme, Supply2.gov.uk, Scottish Enterprise, 2012 Commonwealth Games Organising Committee and the Olympic Delivery Authority for the 2012 London Games.

Exhibitors can choose from a series of options ranging from a micro zone for SME's through to a gold package costing £4,500 plus VAT, which includes a 5x3 metre stand manned by four people, four delegate places at the conference, corporate logo and link to your website from the Procurex website, logo and 150 word profile in the Exhibition Show Guide, and access to the delegate list for a one-off direct mailing after the event.

Those interested in promotional opportunities at Procurex should call BIP Solutions on 0845 270 7066 or visit: www.procurexscotland.co.uk

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10 PROCUREX 2008

A golden opportunity

Commonwealth Games in Glasgow is a huge boost for Scottish business

THE 2014 Commonwealth Games in Glasgow will offer huge opportunities for Scottish businesses in the years ahead.

Glasgow City Council will be financing most of the big infrastructure projects for the games, such as new National Indoor Sports Arena, the Velodrome and the Athletes Village, and improved transport links. But the 2014 Commonwealth Games Organising Committee will also have a multi-million pound budget to purchase services such as catering, ticketing, information technology, offices, financial advice, advertising, marketing, public relations, printing and merchandising.

John Scott, chief executive of the Organising Committee, says the Games represent a golden opportunity for Scottish businesses – but warns they must demonstrate they have the quality and the capacity to deliver because Glasgow will be benchmarked against successful games, such as Melbourne and Manchester.

Mr Scott took up his post last month and will work out his procurement policy when he has appointed his senior management team. He says: “We’ve given a commitment to share opportunities and co-operate with the development of the Scottish Government’s Public Contracts Scotland e-portal.

“In the next six months to a year we will be working out opportunities and putting deadlines down for the next five to six years, which will be extremely helpful for people to see upcoming opportunities.”

The organising committee and Glasgow City Council have held events with business organisations such as the CBI Scotland, the Federation of Small Business and Glasgow Chamber of Commerce to ensure companies, particularly SMEs, are made aware of the opportunities open to them and the process for tendering.

“In planning the games, there are opportunities for businesses to demonstrate their creativity and we will be looking for what’s out there in the marketplace to see if there are

any new approaches,” he said.

“Scotland has a busy events programme ahead of the Games, so there will be lots of opportunities for us to see how different parts of events are dealt with.

“Although still in our infancy, attending Procurex will be the first real chance we have to establish ourselves and engage with local businesses to highlight the extensive range of contracts and opportunities available in the run up to and during the actual running of the event.”

“This is a big opportunity and we don’t get a second chance, so we need to make sure everything is in place and fit for purpose.”

The City Council has received more than 70 notes of interest from companies wanting to tender to build the athletes’ village.

Mr Scott will join Morag Stuart, head of procurement at the London 2012 Olympic Delivery Authority and Dr Lesley Sawers, chief executive of the Scottish Council for Development and Industry, in speaking to the Scottish Business Summit at Procurex on October 30 in a session emphasising how Scottish business can get the most from involvement in Scotland’s events programme.

Organisers of the 2012 London Olympics are committed to spreading the business throughout the UK and to maximising the involvement of SME’s.

It has been reported that the London Games will generate £10 billion of business opportunities to suppliers, and the Olympic Delivery Authority (ODA) is keen to ensure that companies across the UK benefit from this. There are expected to be 7000 direct contracts associated with the Games and the Paralympic Games, which should result in an estimated 75,000 opportunities down the supply chain worth at least an estimated £6 million

From manufacturing and construction through to engineering, advertising, merchandising, creative and retail, the range of business opportunities that are up for grabs is enormous. The ODA itself will have around 2000 direct contracts, half of which have already been awarded.

So far, 65% of contracts have gone



COMMITMENT:
John Scott, chief executive of the Commonwealth Games Organising Committee

ALTHOUGH STILL IN OUR INFANCY, ATTENDING PROCUREX WILL BE THE FIRST REAL CHANCE WE HAVE TO ESTABLISH OURSELVES AND ENGAGE WITH LOCAL BUSINESSES

to SME’s, and 12 direct contracts have been awarded to Scottish companies. In a bid to open the supply chain to smaller businesses, companies which win contracts from the ODA are obliged to advertise Games-related opportunities on the CompeteFor website at www.london2012.com/business.

“We anticipate there will be 10,000 opportunities on that site and that should be the main target for SMEs right across the country,” said ODA’s Head of Procurement, Morag Stuart.

The London 2012 website has a

future opportunities section that lists upcoming major ‘tier one’ contracts. Businesses can sign up for an email alert on particular contracts or contract classes. Ms Stuart, who will be speaking at the Scottish Business Summit at Procurex on October 30, is keen to spread the message to SMEs they need to register on the CompeteFor website to find out about upcoming opportunities.

“We are trying to encourage people to register on the systems because it is really important for us to get a spread of opportunities

throughout the whole of the UK because it is UK tax-payers money,” she said. “It is really important that that people understand how to access these opportunities in every region and nation. We also want to explain where the opportunities are, how they can access them, and what information they can use.

“There are already 400 Scottish companies on the site and, although we have started to build it up, there is no reason why Scottish businesses should not be able to compete equally well with anywhere else.

“We are anticipating there will be great opportunities throughout the supply chain.

“Even though the ODA is halfway through the procurement process, as we start to go down the supply chain, we are one or two years away from the maximum height of opportunities. When you include the additional contracts from the London Organising Committee, there are lots of opportunities coming up in the next one to two years.”

■ John Scott and Morag Stuart will be speaking at the GO Scottish Business Summit on 30 October at the SECC Glasgow – www.goconferences.co.uk/summit



WE ANTICIPATE THERE WILL BE OPPORTUNITIES THROUGHOUT THE SUPPLY CHAIN



GUEST SPEAKER: Morag Stuart.



Scottish Business Summit 2008

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12 PROCUREX 2008

You've got to be in it to win it

SMEs are well placed to win public sector business in Scotland, thanks to a number of developments, says **Morven MacNeil**, features editor of GO Magazine

SMALL and medium-sized enterprises (SMEs) in Scotland have the right to know about contract opportunities being let by public authorities. The Scottish Contract Regulations, which interpret the EU Procurement Directives into Scottish law, require all authorities in Scotland to openly advertise their lower value contracts.

There are a number of ways in which SMEs can access this information; for example on the authority's own website, via the Contrax Weekly publication, or online at the Public Contracts Scotland portal or the lower-value contract notice service Supply2.gov.uk – which publishes below and above threshold notices for the whole of the UK, and not solely Scotland.

In addition, the Olympic Delivery Authority is working with its main contractors looking for other suppliers to advertise these opportunities on the CompeteFor website (www.competefor.com). These opportunities are as much of interest to businesses in Scotland as they are in the rest of the UK.

Public authorities are also required by the European Commission to publish award notices in the OJEU for all high-value contracts and these notices should identify the winning bidder, in order to help SMEs seek subcontractor opportunities.

It may be too late to gain part of that business but the same companies will be tendering and

winning new business in the future, so promoting a company's skills set will not be a waste of time.

The Federation of Small Businesses (FSB) has previously raised concerns over how public sector procurement is carried out in Scotland. However, since the publication of the McClelland review of public procurement in 2006, the Scottish Government with input from organisations such as FSB Scotland, have been making a concerted effort to drive forward change in Scottish public procurement practice.

This has led, for example, to the creation of the centres of expertise, aimed at further professionalising the field.

While the centres of expertise have been seen as a positive initiative within public procurement, FSB Scotland retains concerns on what it sees as a potential impact upon SMEs.

Colin Borland, Press and Parliamentary Affairs, FSB Scotland, said: "There is the possibility that any changes could disrupt the relationships and procedures built up between SMEs and the public bodies they currently supply.

"Small businesses which have consistently delivered quality products and quality service to public bodies should not be dissuaded from re-applying simply by a new set of rules and faces."

Mr Borland added that the FSB hopes that the Scottish Government and the centres of expertise recognise that, without enough of Scotland's quarter of a million SMEs competing for public sector contracts, it is impossible to have a genuinely competitive supplier base.

"SMEs looking to become part of that supplier base should, of course, be reading up on the material available and arming themselves with the facts. But attending events like Procurex will also allow them to speak to the people who are involved in the process and voice their own opinions", he said.

This year also saw the launch by the Scottish Government of the Single Point of Enquiry (SPoE) – an impartial service

GOVERNMENT OPPORTUNITIES ONLINE – THE ESSENTIAL RESOURCE FOR PROCUREMENT MARKET INTELLIGENCE

THE GOVERNMENT Opportunities (GO) magazine website is the leading online authority for all issues relating to public procurement and business opportunities, and is essential for anyone involved in buying for 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.

The GO website keeps visitors up to speed with the latest developments and new legislation, not just in the UK but also in Europe and further afield. On the site, you will find the current issue's content, exclusive articles and an archive of features from previous editions, plus details of how to receive GO magazine.

WWW.GOVOPPS.CO.UK



EURO SUPPORT FOR COMPANIES

PUBLIC procurement in the EU is a vast market, most recently estimated to be worth £1800 billion in 2006 and estimated at about 16% of GDP. Although 99% of companies in the EU are SMEs, which are defined as companies with a maximum of 250 employees and a maximum turnover of £50 million, most legislation and administrative procedures do not distinguish on the basis of company size. As a result, 23 million SMEs often have the same administrative requirements as Europe's 41,000 large companies.

To rectify this problem, the European Commission (EC) has announced the Small Business Act for Europe (SBA), based on ten guiding principles and proposes policy actions to be undertaken by both the Commission and Member States. The Commission is proposing a political partnership

between the EU and the Member States in order to recognise the central role of SMEs in the EU economy and to put in place for the first time a comprehensive policy framework for the EU and its Member States.

The SBA proposal goes hand in hand with the recently announced plans of the European Investment Bank Group to simplify, modernise and diversify the range of its instruments to support SMEs.

One of the aims of the SBA is to facilitate access by SMEs to public procurement. In order to identify the problems SMEs face in accessing public contracts and to explore possible solutions, the Commission carried out consultations with stakeholders and assessed the economic dimension of the issue on the basis of an external study.

The outcome of the consultations

was very clear: stakeholders stressed a change in contracting authorities' procuring culture, not legislative changes to the EU Public Procurement Directives, is most needed in order to facilitate SMEs' access to public contracts.

Against this background, the Commission has prepared a 'European Code of Best Practices Facilitating Access by SMEs to Public Procurement Contracts'.

This Code of Best Practices (http://ec.europa.eu/internal_market/publicprocurement/key-docs_en.htm) is expected to help in showing how to make an SME friendly use of the provisions of the EC Public Procurement Directives, and also in highlighting a number of SME-friendly rules and practices at national level, gathered through consultations with member states and other stakeholders.

through which businesses can seek advice or raise concerns about public procurement practices in confidence. The SPoE positions itself as an 'honest broker', where concerns can be raised and an initial response given within 15 working days.

Procurex provides an excellent opportunity for SMEs and others

to hear about the collective achievements to date, such as the ones listed above. A collaborative approach has been behind the development of the Suppliers Charter, the publication of Community Benefits in Procurement, the launch of Public Contracts Scotland – the national advertising portal, and

steps towards the standardisation of processes. A Scottish Government spokesperson added: "We will continue to nurture and support joint working across and between sectors to drive forward changes in public procurement processes and to support a genuinely competitive supply base."



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Constructionline

Leading the way

Constructionline is the UK's largest register of pre-qualified construction suppliers and provides a simple service in the often complex area of construction sector procurement. Constructionline completes the standard pre-qualification process with suppliers and displays this information online.

Holding pre-qualification information on over 15,500 contractors and consultants and used by some 8,000 buyers, the service was established by the Government to reduce duplication for both buyers and suppliers. All Constructionline suppliers are vetted to the Government-approved pre-qualifications standard, making it more than just a self-certification database and all information is assessed by an experienced team and kept up to date in real time. Constructionline's pre-qualification criteria is updated when necessary to reflect changes in industry and procurement legislation.

Capita has recently been re-awarded the contract to manage Constructionline for a further four years. As a result they will be introducing a number of new developments to the service, including a new online system with a fresh, contemporary look and feel and an enhanced user experience. In 2009 they will also be introducing more continuous financial monitoring, a small business package, industry procurement advice, a tender notice board and regular local 'meet the buyer' events.

Twenty-seven out of the 32 local authorities in Scotland are using Constructionline, along with many other buyers including the Scottish Government, North and South Lanarkshire Councils, City of Edinburgh Council, Transport Scotland, West and East Lothian Councils, Argyle and Bute, Strathclyde Police, Strathclyde Fire and Rescue, and Falkirk Council. The two most recent authorities to join are Moray Council and Highland Council and as a result, Constructionline saw the biggest growth in the use of the service during 2007, with the number of buyer searches increasing by 60 per cent and more than 2800 new suppliers being vetted.

Constructionline is committed to ensuring that it is easy for SMEs to register with the service, and a number of initiatives are in place to help them including subsidised membership fees, a telephone application service and different financial criteria to suit new start-up organisations. Constructionline champions best practice by working with central government, local government, other pre-qualification services and key industry organisations to support industry goals.

City of Edinburgh Council - working in partnership with Constructionline

Identifying the right suppliers can be a difficult task, with so many firms offering their services and claiming to have the expertise required. But the task of choosing the right suppliers and getting their pre-qualification details has been simplified for the City of Edinburgh Council by their decision to join Constructionline.

Keith Hunter, Technical Assistant at the Council, explained: "One of the main benefits of using the database has been the ability to source suppliers for the different skills, with the added peace of mind that being on Constructionline offers."

Constructionline has proven to be an invaluable tool for the Council, by helping them to simplify the task of gathering the main pre-qualification details of suppliers, and ensuring that all of these details are up to date.

Mr Hunter explained the Council's procedure for choosing suppliers: "The Council advertises all contracts in accordance with the Public Contracts (Scotland) Regulations 2006 and selects the shortlist to be invited to tender on the basis of a technical questionnaire related to the specific requirements of the project. This questionnaire asks whether the applicant is registered with Constructionline and provides additional reassurance that the contractor has sufficient skills and experience for the project."

The experience of working with the Constructionline team has been a very positive one for the City of Edinburgh Council, and Keith is full of words of praise. "The support from the Constructionline team in terms of training, knowledge, availability and general support, both from our Client Relationship Manager and from the helpline, has been very good indeed," he adds.

"The Constructionline team have always been very helpful indeed, worthy of praise and recommendation."

For further information on Constructionline, buyers please call: 0844 892 0313; for supplier enquiries, please call 0844 892 0312; for any additional information, please visit: www.constructionline.co.uk

14 PROCUREX 2008

Only way to GO

Scottish public procurement has improved considerably since 2006 and these achievements are now to be showcased at an awards ceremony, says **John McClelland**

AS many will know, my report was published in March 2006. This Review of Public Procurement in Scotland was requested by the Scottish Government in 2005 as it began to see the relevance and opportunities offered by a new focus on this important area of public expenditure.

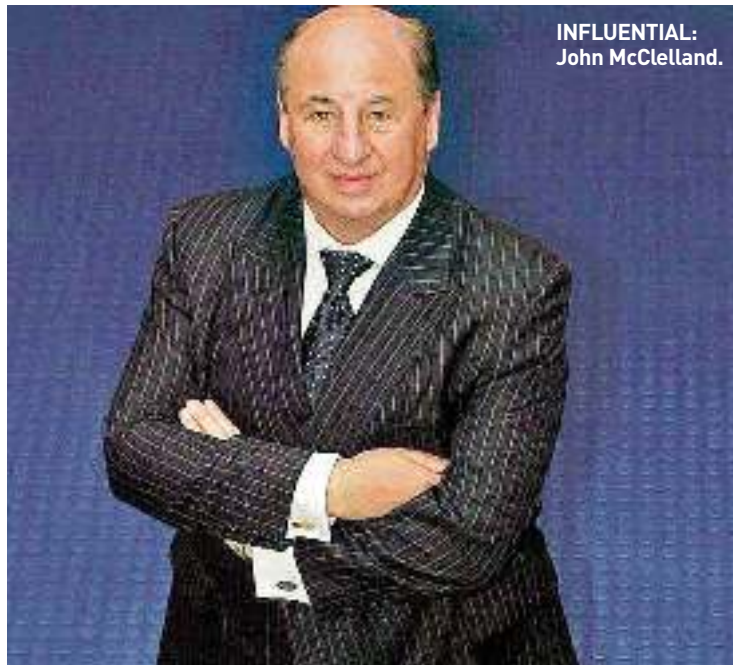
There were a number of concerns identified in my report but I will highlight a few. One disappointment was the realisation that, although there were some exceptional 'exemplar' organisations, in general the priority given to procurement was lower than it should have been, especially as £8 billion was being spent annually by the sector in Scotland. This weakness in priority was evidenced by a shortfall of skilled procurement staff in many organisations.

Associated with this issue was a worrying level of expenditure being administered through informal or devolved procurement activities within individual organisations.

Also, I found collaborative procurement, although being addressed, was at best in its preliminary stages, and in many organisations little detailed thought or planning had taken place regarding implementation. Yet, at the same time, the public sector in Scotland was leading compared to other countries in the development of eProcurement systems, fundamental in building up and supporting collaborative practices.

There were 82 recommendations in the report. The most important of these addressed the issues mentioned above. Specifically in the area of priority and resources it was recommended all organisations should ensure their approach and staffing and skills levels were consistent with at least the minimum required to support the principles of good governance and other codes for conducting business in the public sector.

The recommendations also proposed a step change increase in the level of collaborative procurement and pointed out the opportunity to obtain better value for the public purse by consolidating procurement spend within central contracts rather than having many organisations buying the same products or services separately from often the same sup-



INFLUENTIAL:
John McClelland.

pliers. It was suggested five Centres of Expertise be established. I am pleased to say all of these five centres are now established and are already offering financial savings and procurement efficiencies to organisations across the country.

It is vital, however, that individual bodies complete the loop by taking up and utilising these contracts. However, I believe there is a strong and positive spirit and determination to succeed within most organisations.

THE ACHIEVEMENT OF SIGNIFICANT PROGRESS THROUGH HIGH PROFESSIONAL STANDARDS IS EXCITING AND CAN BE MOTIVATIONAL

Indeed some challenging savings targets have been set. Through these changes and progress in implementation, now is the perfect time to recognise those organisations and individuals who have strived to take on board my recommendations.

Government Opportunities (GO) magazine has introduced the GO Awards Scotland, aimed at recognising excellence within procurement in Scotland – showcasing the benefits to the wider business and social community that smart, effective and sustainable purchasing can deliver.

All of us know the achievement of significant progress through high professional standards is exciting and can be motivational, especially if these achievements are formally recognised. This is why I am delighted to be associated with the GO/John F. McClelland Award for Collaborative Procurement.

My review of Public Procurement in Scotland highlighted collaboration as an important factor in improving the efficiency of public procurement, and I believe this award will stimulate further development in this area by highlighting the best examples of it.

● John McClelland will be introducing the GO Awards Scotland on 29 October at the Crowne Plaza, Glasgow. Further information on the Awards can be found at www.goawards.co.uk

GO Awards Scotland

Crowne Plaza, Glasgow - 29 October



THE time has come to recognise the achievements and celebrate the success of all those across the public, private and third sectors who strive to make a difference to the Scottish economy, with the establishment of the Government Opportunities (GO) Awards Scotland.

The GO Awards Scotland, organised by BiP Solutions Ltd, are the first awards dedicated to public procurement in the region.

They build upon the success of the national GO Awards, recognised as the UK's leading public procurement awards.

Entries are still being accepted for the GO Awards Scotland, but time is running out.

To make sure your organisation receives the recognition it deserves, now is the time to submit your entries before the final closing date of September 26.

The eight categories available for entrants are as follows:

GO Sustainability Award – sponsored by HP

Sustainability is one of the hottest topics in procurement today, and this award recognises those who have taken an innovative and original approach to procurement, satisfying the demands of current legislation and best practice. The award, which is open to Scottish public and third sector organisations, focuses on organisations that have delivered quantifiable improvements.

GO Corporate Social Responsibility Award

Corporate social responsibility is becoming an ever more important issue, and this category rewards those organisations that deliver services in an ethical, environmentally-aware and sustainable fashion. The award is open to private sector businesses that have delivered services in connection with a Scottish public sector or third sector organisation procurement exercise.

GO Healthcare Supplier Award – supported by NHS Scotland

This award recognises the efforts of healthcare suppliers to deliver procurement solutions that not only produce savings and other measurable benefits, but which have improved the quality of service for healthcare professionals and or their patients. It is open to third sector or private sector organisations of any size that have supplied services in partnership with the National Health Service in Scotland.

GO Best Service Award – sponsored by Danwood Scotland

Great service is about recognising the needs of both buyers and the end user community. This award is

in recognition of innovation, creativity and delivering beyond expectations, and it is open to private or third sector organisations of all sizes that have delivered contracts in partnership with the public sector.

GO/John F McClelland Award for Collaborative Procurement

Collaboration is at the heart of the public sector reform agenda. Better, more efficient services can often be delivered as a result of collaboration between a number of organisations, and this category rewards those whose innovative approach has delivered efficiency gains and/or a higher quality of service. It is open to those working within procurement in the public or third sector in Scotland.

GO Individual Excellence Award

Individuals who innovate can make all the difference to deliver better public services. This award is open to those working within a procurement function in third of public sector in Scotland.

GO Team Excellence Award – sponsored by SPS Consultancy Services

Excellent teamwork is the key to delivering results in procurement and this category rewards those whose innovation and collaboration has delivered better results that would have been achieved individually. It is open to teams working in procurement in the public or third sector in Scotland and can include individuals working in separate organisations as well as single entities.

GO Outstanding Contribution Award

Individuals can transform organisations and this award is about outstanding people who have helped deliver change within the public sector procurement sector in Scotland. This award can be entered by a person or on their behalf, and it is open to individuals who have been responsible for making a positive difference within the Scottish business and/or public sector procurement community.

● The GO Awards Scotland, which are being held in conjunction with Procurex, take place on the evening of the Scottish Government National Procurement Conference, (29 October) at the Crowne Plaza, Glasgow.

● Entry forms for the GO Awards Scotland can be found at www.goawards.co.uk

● Enquiries regarding GO Awards Scotland can be addressed to shellie.toal@goawards.co.uk. The final closing date is September 26.



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