

Notice of Meeting and Agenda Scotland Excel Executive Sub-committee

Date	Time	Venue
Friday, 16 September 2022	09:30	Remotely by MS Teams ,

MARK CONAGHAN
Clerk

Membership

Councillor Dominic Lonchay (Aberdeenshire Council); Councillor Brenda Durno (Angus Council); Councillor Mandy Watt (City of Edinburgh Council); Councillor Kenny Macleod (Comhairle Nan Eilean Siar); Councillor Carlyne Wilson (Dumfries & Galloway Council); Councillor Altany Craik (Fife Council); Councillor Ruairi Kelly (Glasgow City Council); Councillor Derek Loudon (Highland Council); Councillor Christina Larsen (North Ayrshire Council); Councillor Gary Robinson (North Lanarkshire Council); Councillor John Shaw (Renfrewshire Council); Councillor Dennis Leask (Shetland Islands Council); Councillor Peter Henderson (South Ayrshire Council); and Councillor Walter Brogan (South Lanarkshire Council).

Councillor John Shaw (Convener) and Councillor Altany Craik (Vice Convener).

Further Information

For further information, please either email democratic-services@renfrewshire.gov.uk or telephone 0141 618 7111.

Items of business

Apologies

Apologies from members.

Declarations of Interest

Members are asked to declare an interest in any item(s) on the agenda and to provide a brief explanation of the nature of the interest.

- | | | |
|-------------|---|----------------|
| 1 | Minute | 5 - 14 |
| | Minute of meeting of the Executive Sub-committee held on 19 August 2022. | |
| 2 | Chief Executive's Update Report to Chief Executive Officers Management Group (CEOMG) - August 2022 | 15 - 28 |
| | Report by Chief Executive of Scotland Excel. | |
| 3 | Contract for Approval: Social Care Agency Workers Flexible Framework Agreement | 29 - 66 |
| | Report by Chief Executive of Scotland Excel. | |
| 4(a) | Request for Associate Membership: David MacBrayne Limited | 67 - 68 |
| | Report by Chief Executive of Scotland Excel. | |
| 4(b) | Request for Associate Membership: Ferguson Marine (Port Glasgow) Ltd | 69 - 70 |
| | Report by Chief Executive of Scotland Excel. | |
| 4(c) | Request for Associate Membership: Hebridean Housing Partnership Limited | 71 - 72 |
| | Report by Chief Executive of Scotland Excel. | |
| 4(d) | Request for Associate Membership: Provanhall Housing Association Limited | 73 - 74 |
| | Report by Chief Executive of Scotland Excel. | |
| 4(e) | Request for Associate Membership: Southside Housing Association Limited | 75 - 76 |
| | Report by Chief Executive of Scotland Excel. | |

5 Update on the Contract Delivery Plan

77 - 88

Report by Chief Executive of Scotland Excel. **This report was withdrawn and was not considered at the meeting.**

6 Date of Next Meeting

Note that the next meeting of the Executive Sub-committee will be held at 9.30 am on 21 October 2022.



Minute of Meeting Scotland Excel Executive Sub-committee

Date	Time	Venue
Friday, 19 August 2022	09:30	Remotely by MS Teams,

Present

Councillor Brenda Durno (Angus Council); Councillor Mandy Watt (City of Edinburgh Council); Councillor Kenny Macleod (Comhairle Nan Eilean Siar); Councillor Carlyne Wilson (Dumfries & Galloway Council); Councillor Altany Craik (Fife Council); Councillor Christina Larsen (North Ayrshire Council); Councillor Gary Robinson (North Lanarkshire Council); Councillor John Shaw (Renfrewshire Council); Councillor Peter Henderson (South Ayrshire Council); and Councillor Walter Brogan (South Lanarkshire Council).

Chair

Councillor Shaw, Convener, presided.

In Attendance

J Welsh, Chief Executive, H Carr, Head of Strategic Procurement, S Brannagan, Head of Customer & Business Services, L Campbell, Corporate Services Manager, L Richard, Senior Procurement Manager, M Robertson, Marketing & Communications Manager, M MacRitchie, Business Service Assistant, E Benson, D Pettigrew, D Kerr and N Howie, all Procurement Co-ordinators, K Forrest, Office Manager and L Ftouni and F Lennie, both Modern Apprentices (all Scotland Excel); and C McCourt, Head of Finance & Business Services, L Mitchell, Managing Solicitor (Contracts & Conveyancing), K Festorazzi, Principal Accountant, and E Gray, Senior Committee Services Officer.

Apologies

Councillor Dennis Leask (Shetland Islands Council) and Councillor Derek Loudon (Highland Council).

Declarations of Interest

Councillor Shaw declared an interest in item 4(a) of the agenda for the reason that his partner was employed by Kibble. Councillor Shaw indicated that as he had declared an interest, he would leave the online meeting during any discussion and voting on the item.

1 Minute

There was submitted the Minute of the meeting of the Executive Sub-committee held on 17 June 2022.

DECIDED: That the Minute be approved.

2 Chief Executive's Update Report

There was submitted a report by the Chief Executive of Scotland Excel relative to the Chief Executive's update report considered at the meeting of the Scotland Excel Chief Executive Officers Management Group (CEOMG) held on 20 June 2022, covering the period from February 2022 to June 2022, a copy of which was appended to the report.

The report intimated that the CEOMG met quarterly and that as part of the regular governance process, the Chief Executive of Scotland Excel provided an update on the work of Scotland Excel. Following discussions with the Convener, it had been agreed that future reports, be shared with members of the Scotland Excel Executive Sub-committee, following CEOMG meetings.

DECIDED: That the report be noted.

3 Revenue Budget Monitoring Report to 22 July 2022

There was submitted a joint revenue budget monitoring report by the Treasurer and the Chief Executive of Scotland Excel for the period 1 April to 22 July 2022.

The report intimated that at the end of period 4, Scotland Excel was projecting a £77,000 underspend position by year-end in its core activities and a £76,000 drawdown from project. It was noted that both core and projects budgets would be monitored closely in order to mitigate any projected overspends and, as a result, Scotland Excel was confident that it would deliver against its planned budget by year-end. Further detail was provided in section 3 of the report.

The appendices to the report provided an analysis of the actual spend to date along with projected net expenditure for 2022/23 and included a summary of movement in both the revenue reserve and the project reserves.

DECIDED: That the report be noted.

Declaration of Interest

Councillor Shaw having previously declared an interest in the following item of business left the meeting and took no part in the discussion or voting thereon.

Chair

Following Councillor Shaw's withdrawal from the meeting, Councillor Craik, Vice Convener, took the Chair.

4(a) **Contract for Approval: Children's Residential Care and Education, including Short Breaks, Services Flexible Framework Agreement**

There was submitted a report by the Chief Executive of Scotland Excel relative to the flexible framework for children's residential care and education, including short break, for a period of six years from 1 October 2022 to 30 September 2028, unless terminated earlier in accordance with its terms. It was noted that subject to approval and completion of a standstill period, the flexible framework agreement was intended to commence on 1 October 2022.

The flexible framework would enable councils to purchase placements for children and young people from a range of independent and voluntary providers.

The report advised that following the publication of the Independent Care Review's reports in February 2020, the Promise Team had been established to implement the Care Review's recommendations with the objective of keeping 'the Promise' to improve the care system as outlined in the reports. The Independent Care Review had highlighted that the period between April 2021 and March 2024 would be a 'bedding down' period where the necessary legislative reform would be underway. In order to ensure that the flexible framework remained fit for purpose the flexible framework had been designed to allow for any legislative or policy changes and to accommodate any updates or ways of working that would further support councils and providers to keep 'the Promise'.

The report summarised the outcome of the procurement process for the framework which had been divided into four service options, as detailed in table 1 of the report.

The report advised that the framework had been advertised at a total value of £951.6 million over its maximum lifetime of six years, which equated to £158.6 million per annum. It was noted that this spend could vary significantly depending on the nature, type and length of placements made under the framework. Appendix 1 to the report detailed the participation of councils.

Tender responses had been received from 41 suppliers and Appendix 2 to the report provided a summary of the offers received.

Based on the criteria and scoring methodology set out in the tender document, a full evaluation of the compliant offers had been carried out and Appendix 3 to the report confirmed the scoring achieved by each bidder for each service.

Based on the evaluation undertaken, and in line with the criteria and weightings set out in the report, it was recommended that 39 providers across the four service options be awarded to the flexible framework from its commencement, as outlined in Appendix 3 to the report.

Appendix 4 to the report detailed the approach taken by suppliers in relation to fair work practices and their position on the payment of the Real Living Wage.

The report intimated that, in accordance with Scotland Excel's established contract

and supplier management programme, the framework had been classified as class A in terms of risk and spend, as detailed in Appendix 5 to the report.

DECIDED:

(a) That the award of the flexible framework for multi-supplier framework for children's residential care and education, including short break, as detailed in Appendix 3 to the report, be approved;

(b) That authority be delegated to the Chief Executive of Scotland Excel, or Head of Strategic Procurement in the Chief Executive's absence, to approve recommendations following the evaluation of offers received during the lifetime of the flexible framework, or following the consideration of formal requests from existing providers for the addition of new services; and

(c) That it be noted that the Executive Sub-committee would be updated on the appointment of any new providers to the flexible framework on an annual basis via incorporation to the annual performance report.

Chair

Councillor Shaw re-joined the meeting and assumed the Chair.

4(b) Contract for Approval: Outdoor Play and Sports Facilities Framework

There was submitted a report by the Chief Executive of Scotland Excel relative to the award of a renewal framework for outdoor play and sports facilities for the period 1 August 2022 to 31 July 2024, with the option to extend for up to two 12 months. It was noted that subject to approval and completion of a standstill period, the flexible framework agreement was intended to commence on or around 14 September 2022.

The framework would provide members with a mechanism to procure goods, services and works relating to outdoor plan area, including outdoor parks, gyms and learning areas, multi-use games areas, wheeled sports areas and artificial surfaces.

The report summarised the outcome of the procurement process for the framework which had been divided into 11 lots, as detailed in table 1 of the report. It was noted that lots 7, 8, 9 and 10 had been subdivided by 5 regions and that tenderers could opt to offer for one, some or all regions; that lot 11 had been split into four product groups and that tenderers could opt to offer for one, some or all product groupings; and that for lots 1, 2, 3, 4 and 6, councils would only be able to award contracts under the framework using mini-competitions.

The report advised that the framework had been advertised with an estimated spend of £60 million over the maximum four-year period and that all 32 councils would participate in the framework as detailed in Appendix 1 to the report. The report advised that Advanced Procurement for Universities and Colleges, the NHS and the Scottish Government had confirmed participation in the framework.

Tender responses had been received from 37 tenderers and Appendix 2 to the report provided a summary of the offers received.

Based on the criteria and scoring methodology set out in the tender document, a full evaluation of the compliant offers had been carried out and Appendix 3 to the report

confirmed the scoring achieved by each tenderer for each lot and regions and product groupings, where applicable.

Based on the evaluation undertaken, and in line with the advertised criteria and weightings set out in the report, it was recommended that a multi-contractor framework arrangement be awarded to 29 suppliers across the 11 lots, as outlined in Appendix 3 to the report.

Appendix 4 to the report detailed the approach taken by suppliers in relation to fair work practices and their position on the payment of the Real Living Wage.

The report intimated that, in accordance with Scotland Excel's established contract and supplier management programme, the framework had been classified as class C in terms of risk and spend, as detailed in Appendix 4 to the report.

DECIDED: That the award of the multi-contractor framework for outdoor play and sports facilities, as detailed in Appendix 3 to the report, be approved.

4(c) **Contract for Approval: Supply and Delivery of Roadstone Materials**

There was submitted a report by the Chief Executive of Scotland Excel relative to the award of a third-generation framework for the supply and delivery of roadstone materials for the period 1 October 2022 until 30 September 2026. It was noted that subject to approval and completion of a standstill period, the flexible framework agreement was intended to commence on 1 October 2022.

The framework covered a range of coated, uncoated and recycled roadstone as well as ready mixed concrete to support the requirements of councils' road departments.

The report summarised the outcome of the procurement process for the framework which had been divided into four lots, as detailed in table 1 of the report.

The report advised that the framework had been advertised with an estimated value of £80 million over the maximum four-year period and Appendix 1 to the report detailed the participation, spend and savings summary of those councils participating in the framework.

Tender responses had been received from 14 suppliers and Appendix 2 to the report provided a summary of the offers received.

Based on the criteria and scoring methodology set out in the tender document, a full evaluation of the compliant offers had been carried out and Appendix 3 to the report confirmed the scoring achieved by each bidder.

Based on the evaluation undertaken, and in line with the advertised criteria and weightings set out in the report, it was recommended that a multi-supplier framework arrangement be awarded to 14 suppliers across the four lots, as outlined in Appendix 3 to the report.

Appendix 4 to the report detailed the approach taken by suppliers in relation to fair work practices and their position on the payment of the Real Living Wage.

The report intimated that, in accordance with Scotland Excel's established contract and supplier management programme, the framework had been classified as class D in terms of risk and spend, as detailed in Appendix 5 to the report.

DECIDED: That the award of the multi-supplier framework for the supply and delivery of roadstone materials, as detailed in Appendix 3 to the report, be approved.

4(d) **Contract for Approval: Salt for Winter Road Maintenance**

There was submitted a report by the Chief Executive of Scotland Excel relative to the award of a fourth-generation framework for salt for winter road maintenance for the period 1 November 2022 until 31 October 2026. It was noted that subject to approval and completion of a standstill period, the flexible framework agreement was intended to commence on 1 November 2022.

The framework covered a full range of salt and de-icing equipment and accessories including bulk and bagged rock salt, marine salt and treated salt to allow councils to deliver various public services.

The report summarised the outcome of the procurement process for the framework which had been divided into seven lots, as detailed in table 1 of the report.

The report advised that the framework had been advertised with an estimated value of £70 million over the maximum four-year period and Appendix 1 to the report detailed the participation, spend and savings summary of all councils participating in the framework, together with Tayside Contracts and associate members.

Tender responses had been received from six suppliers and Appendix 2 to the report provided a summary of the offers received.

Based on the criteria and scoring methodology set out in the tender document, a full evaluation of the compliant offers had been carried out and Appendix 3 to the report confirmed the scoring achieved by each bidder.

Based on the evaluation undertaken, and in line with the advertised criteria and weightings set out in the report, it was recommended that a multi-supplier framework arrangement be awarded to six suppliers across the seven lots, as outlined in Appendix 3 to the report.

Appendix 4 to the report detailed the approach taken by suppliers in relation to fair work practices and their position on the payment of the Real Living Wage.

The report intimated that, in accordance with Scotland Excel's established contract and supplier management programme, the framework had been classified as class D in terms of risk and spend, as detailed in Appendix 5 to the report.

DECIDED: That the award of the multi-supplier framework for salt for winter road maintenance, as detailed in Appendix 3 to the report, be approved.

4(e) **Contract for Approval: Provision and Delivery of Washroom Solutions and Sanitary Products**

There was submitted a report by the Chief Executive of Scotland Excel relative to the award of a framework for the provision and delivery of washroom solutions and sanitary products for the period 1 October 2022 until 30 September 2026. It was noted that subject to approval and completion of a standstill period, the flexible framework agreement was intended to commence on 1 October 2022.

The framework would provide councils and associate members with a mechanism to procure a range of products and services including sanitary waste disposal, nappy waste disposal sanitisers, air fresheners, sharps disposal, and medical waste disposal. It was noted that an 'on-loan' provision was included for certain equipment and that this was free to Scotland Excel members and also that there was a second lot for sanitary products to support the Scottish Government's commitment to promote dignity to women in educational establishments by providing free sanitary products.

The report summarised the outcome of the procurement process for the framework which had been divided into two lots, as detailed in table 1 of the report.

The report advised that the framework had been advertised at a total value of £6 million per annum, which equated to an estimated spend of £24 million over the maximum four-year terms of the framework and Appendix 1 to the report detailed the participation, spend and savings summary of all councils participating in the framework, together with Tayside Contracts.

Tender responses had been received from 11 tenderers and Appendix 2 to the report provided a summary of the offers received.

Based on the criteria and scoring methodology set out in the tender document, a full evaluation of the compliant offers had been carried out and Appendix 3 to the report confirmed the scoring achieved by each bidder.

Based on the evaluation undertaken, and in line with the advertised criteria and weightings set out in the report, it was recommended that a multi-supplier framework arrangement be awarded to 11 suppliers across the two lots, as outlined in Appendix 3 to the report.

Appendix 4 to the report detailed the approach taken by suppliers in relation to fair work practices and their position on the payment of the Real Living Wage.

The report intimated that, in accordance with Scotland Excel's established contract and supplier management programme, the framework had been classified as class D in terms of risk and spend, as detailed in Appendix 5 to the report.

DECIDED: That the award of the multi-supplier framework for the provision and delivery of washroom solutions and sanitary products, as detailed in Appendix 3 to the report, be approved.

5(a) **Request for Associate Membership: Dovetail Enterprises (1993) Ltd**

There was submitted a report by the Chief Executive of Scotland Excel advising that Dovetail Enterprises (1993) Ltd had submitted an application to become an associate member of Scotland Excel.

The report provided details of the organisation and the legislative position in relation to the application.

DECIDED: That the application by Dovetail Enterprises (1993) Ltd to become an associate member of Scotland Excel, with an annual membership fee of £500, be approved subject to completion and signing of the agreement documentation.

5(b) **Request for Associate Membership: Eden Court Highlands**

There was submitted a report by the Chief Executive of Scotland Excel advising that Eden Court Highlands had submitted an application to become an associate member of Scotland Excel.

The report provided details of the organisation and the legislative position in relation to the application.

DECIDED: That the application by Eden Court Highlands to become an associate member of Scotland Excel, with no annual membership fee, be approved subject to completion and signing of the agreement documentation.

5(c) **Request for Associate Membership: Partick Housing Association Limited**

There was submitted a report by the Chief Executive of Scotland Excel advising that Partick Housing Association Limited had submitted an application to become an associate member of Scotland Excel.

The report provided details of the organisation and the legislative position in relation to the application.

DECIDED: That the application by Partick Housing Association Limited to become an associate member of Scotland Excel, with an annual membership fee of £2,649, be approved subject to completion and signing of the agreement documentation.

6 **National Care Service (Scotland) Bill - Call for Views Response**

There was submitted a report by the Chief Executive of Scotland Excel seeking approval for Scotland Excel's proposed response to the Call for Views on the National Care Service (NCS) issued by the Scottish Government Health, Social Care and Sport Committee and other committees, a copy of which was appended to the report.

The report intimated that on 21 June 2022, the National Care Service (Scotland) Bill had been published allowing Scottish Ministers to transfer social care responsibility from local authorities to a new, national service. This could include adult and children's services, as well as areas such as justice social work and Scottish Ministers would also be able to transfer healthcare functions from the NHS to the NCS.

On 8 July 2022, a Call for Views on the National Care Services (Scotland) Bill had been published by Committees in the Scottish Parliament, of which three were likely to take evidence.

DECIDED: That the response, as appended to the report, be approved for submission to the Scottish Government.

7 **Operating Plan Update 2022/23**

There was submitted a report by the Chief Executive of Scotland Excel providing an update on the activity undertaken during the first quarter of the operating plan 2022/23, covering the period from 1 April to 30 June 2022.

The report intimated that a new operating plan, covering the period from 1 April 2022 to 31 March 2023, had been approved at the meeting of the Scotland Excel Joint

Committee held on 10 December 2021.

The report highlighted that 31 of the operating plan commitments were progressing in line with plans and were indicated as green; two commitments were progressing at a slower pace than anticipated and were indicated as amber; and one commitment was indicated as white as it had, as yet, not commenced.

It was noted that progress reports were produced quarterly to track Scotland Excel's activity against operating plan commitments and at the end of each quarter reports were submitted to the Executive Sub-committee with half-yearly and annual reports submitted to the Joint Committee.

DECIDED: That Scotland Excel's progress in delivering the commitments contained within the operating plan 2022/23 be noted.

8 **Date of Next Meeting**

DECIDED: That it be noted that the next meeting of the Executive Sub-committee would be held remotely on MS teams at 9.30 am on 16 September 2022.

Scotland Excel

To: Executive Sub-Committee

On: 16 September 2022

**Report by:
Chief Executive of Scotland Excel**

Chief Executive's Update Report to Chief Executive Officers Management Group (CEOMG) – August 2022

1. Summary

The purpose of this report is to share the Chief Executive's Update Report which was issued to Council Chief Executives at the CEOMG on 17 August 2022.

2. Background

The Scotland Excel CEOMG meets quarterly. As part of the regular governance process the Chief Executive provides an update on the work of Scotland Excel. Following discussions with the Scotland Excel Convener, it was agreed that this report – and any future reports – will be shared with members of the Scotland Excel Executive Subcommittee following the CEOMG meeting. The report shown at Appendix 1 provided an update to the CEOMG for the period between June 2022 and August 2022.

3. Recommendations

Members are asked to note the report.

Scotland Excel

To: Chief Executive Officers Management Group

On: 17 August 2022

Chief Executive's Update Report

1. Introduction

The purpose of this report is to provide the group with an update on key developments within Scotland Excel since the last meeting of the Chief Executive Officers Management Group on 20 June 2022.

2. Summary

Since the group last met there have been a number of developments:

3. Framework Portfolio

3.1 Corporate Services (including Digital)

ICT and Education Team

The ICT and Education team is developing the tender documents for the following contracts; National Shared Digital ARC (Alarm Receiving Centre), Technology Enabled Care and Fire Safety Equipment with the intention that these contracts are approved at the December Executive Subcommittee.

The team is in the process of mobilising two contracts, Digital Publications and Services and Library Books and Textbooks. The team manages the following contracts: Education Materials, Online School Payments and Social Care Case Management. A relationship is being developed with the Northern Ireland Education Authority and we are working together on a few shared areas including, a benchmarking exercise for school exercise books, and we are discussing price increase applications from several suppliers on our respective Education Materials frameworks.

The team is engaged in a number of projects with our partner the Scottish Local Government Digital Office. These projects include Office 365, STAMP and Security Operation Centre. The team regularly attends and provides procurement input for the following boards – Digital Assurance, Public Sector Innovation, DFE four nations roundtable and Telecare Steering Group?. We are also developing a proposal to assist the Improvement Service with some of its key procurements for 2023.

Corporate Developments

Food price inflation over recent months remains an area of concern. Food prices in the UK continue to rise, with food price inflation reaching 9.8% in the 12 months to June 2022. Overall inflation has reached another 40 year high, with the latest ONS figures showing overall inflation of 9.4% in the 12 months to June 2022- largely driven by rising fuel and food costs. Economists estimate that overall inflation will continue to rise, with some predicting a 11% rise this autumn due to the Ukraine war and economic sanctions on Russia. Compared to the annual increase in May, June figures shows that prices have risen across the food categories (except sugar and confectionery), with the highest increase seen in milk, cheese, eggs, meat and vegetables. The June 2022 Food and Agricultural Organisation of the United Nations (FAO) Food Price Index has seen a slight decline since April 2022, although it is still 23% above its value a year ago. While international meat and dairy prices are still increasing, these increases have been offset by decreasing international prices of vegetable oils, cereals and sugars.

The current Scotland Excel Framework for Fresh Meats, Cooked Meats and Fresh Fish was due to expire in September 2022. A six-month extension to this framework has been approved under Regulation 72 to accommodate changes in this sector, including the introduction of the Good Food Nation Bill and current volatile pricing in food. The Good Food Nation Bill is a new piece of legislation, aiming to make positive change to our food system. The Bill requires the Scottish Ministers and certain public bodies (referred to in the Bill as 'relevant authorities') to create Good Food Nation Plans. The relevant authorities identified in the Bill are health boards and local authorities. Other public bodies may be required to produce plans in the future. These functions will be set out by the Scottish Ministers in secondary legislation that will be considered by the Parliament. By delaying this tender Scotland excel will be able to better plan the strategy around the Good Food Nation Plans our members will be developing.

Work is also under way on the retender of Janitorial Products which is due to go live in March 2023. A prior information notice has been issued to the market through Public Contracts Scotland and planning is under way to hold user information groups with our members.

Prior information notices have also been issued through Public Contracts Scotland for various upcoming Operations Suppliers and Services (OSS) tenders including First Aid Materials, Bottled Gas, Fire Safety Equipment and Commercial Catering Equipment.

3.2 Care Services

3.2.1 Adult and Older Peoples Care

National Care Home Contract (NCHC)

The Redesign process for the NCHC is now underway. The collaborative process involves the Scottish Government, Local Government, COSLA, Provider Representatives, Unions, Care Inspectorate, Healthcare Improvement Scotland, Carers Groups, Independent Advocacy, Care Home Providers and Care Workers.

There have been concerns raised by provider representatives that the process is going to take too long which has result in a delay in the progress however, the collaborative group remains committed to undertaking a redesign in a manner that encapsulates the recommendations of the Independent Adult Social Care Review.

All new guidance and proposed legislation which has an impact on the older persons care home sector is being included to ensure it meets the changing demands of this sector. The main themes of the NCHC discussions have been on users of the service being at the centre of the contract with a model built on the sustainability of the sector and its workforce.

3.2.2 Residential Rehabilitation

Phase 1 market research and analysis of this project is currently in progress to consider commissioning options for residential rehabilitation services. Information has been requested from commissioners about contracting and commissioning arrangements and future options via a questionnaire to Alcohol and Drug Partnerships (ADPs) and more detailed template to Health and Social Care Partnership Contracts and Commissioning teams. The approach was modified to reduce the amount of information requested from ADPs on advice from the Scottish Government. Letters to Integrated Joint Board, Chief Officers and Heads of Council Procurement have been sent to advise them of the work. Spend per ADP is available from publicly available data, but not spend or rates per provider. The spend information requested is required to identify options and will be reviewed following returns from commissioners and providers.

A Prior Information Notice and questionnaire for providers has also been issued and links published on Twitter and LinkedIn, as well as direct communications to known providers. The closing date for both surveys was 22 July 2022 although this has been extended to allow follow up with ADPs, commissioners and providers.

3.2.3 Care and Support

Following the most recent re-opening of the flexible framework for care and support services, 20 new providers (24 services) have successfully joined the framework. For the newly awarded providers, 2 framework mobilisation sessions were held on 26 May (7 Attended) and 30 May (7 Attended). In addition, 2 refresher sessions were held with current framework providers on 24 June (21 Attended) 28 June (32 Attended). Commissioners have been informed that the newly appointed providers will be awarded to the framework on 22 April 2022 and one further provider from 29 April 2022 following further checks.

Regular stakeholder meetings are held with participating Councils to discuss ongoing mobilisation planning and any issues relating to the operation of the framework. The meetings will mainly focus on mobilisation planning and operational support for the Councils that are purchasing from the framework or planning to do so within the next year.

3.2.4 Social Care Agency Workers

The tender for the 3rd generation framework was published on 24 May 2022. Following extended consultation with the User Intelligence Group, the framework will retain many elements of the current arrangement with amendments to the structure of the lots, care roles, simplifying ordering procedures and modification of the evaluation methodology. The tender closed on 30 June 2022 and is at the final stages of the evaluation process with the new framework anticipated to be in place for 1 November 2022.

3.2.5 Children's Services

Children's Residential Care & Education

Scotland Excel has been consulting with key stakeholders in relation to future plans for the national framework for Children's Residential Care & Education. The renewal tender was published in May this year and the new framework is scheduled to go live in October 2022. The renewal framework reflects the feedback received from providers and councils to create a streamlined process that reduces the administrative burden on providers whilst increasing the information sharing and transparency around services and fees. The renewal framework also features continuing care services, which reflects the policy direction of supporting children and young people in placements over a longer time period, where it is appropriate to do so.

3.2.6 £500 Special Recognition Payment Project

A Special Recognition Payment (SRP) for eligible staff is being administered by Scotland Excel on behalf of the Northern Ireland Department of Health. Two portals were set up to receive submissions with both closed on 31st July 2022. Whilst applicants are approx. 20% of the estimated number, this would be in line with the experience of administering the Scotland £500 payment.

The Number of applications is as follows:

Main portal for Personal Assistants: 2605

Portal for employees of organisations no longer trading: 103

It is estimated that support for applicants will continue until early December 2022.

3.3 Construction Transport and Environment

3.3.1 Transport

Work in this category has been focused in three areas: contract delivery, increased lead times and lower emission transport solutions. Two frameworks will be renewed this month, Salt for Winter Maintenance and the supply and delivery of Roadstone Materials. Both of these frameworks rely on haulage of either mined or quarried materials and are impacted by fuel costs and changes to fuel duty exemptions on plant equipment. In both cases the commercial offers on renewal have been at lower rates of increase than those predicted from the rising market, suppressing the cost increases for our membership.

Scotland Excel worked in partnership with Transport Scotland, Scottish Enterprise and the Scottish government to bring together a supply chain development event for Zero emissions mobility in Dundee at the end of June. Scotland Excel has also created capacity in the Heavy Vehicles supply framework for alternatively fuelled heavy and niche vehicles. This work will now focus on tracking innovation in this market sector and procuring the latest solutions for the Scottish public sector.

3.3.2 Outdoor Play and Sports Facilities

This framework will be renewed in August, facilitating installations, upgrades and maintenance of outdoor spaces in communities. This framework has been developed in consultation with the Local Authority Play Park Renewal Programme, a collaborative group looking at ways of maximising investment in outdoor play.

3.3.3 Building Construction Consultancy

Evaluation of tender responses is continuing with the framework due to be presented to committee in autumn. This is a first generation framework which will complement the growing portfolio of frameworks for the completion of works, including New Build Residential construction and Energy Efficiency Contractors.

3.3.4 Property Repair, Maintenance and Refurbishment

Following discussions with councils, an opportunity has been identified to develop a collaborative framework for property repair maintenance and refurbishment, which will complement other current construction activity. This is a first generation framework developed to work with a broad range of contractors across all 32 local authority areas. Events promoting the framework locally and nationally have been set up, engaging with suppliers that can provide services relating to Bathrooms, Electrical, Fencing and Gates, Flooring, Heating, Joinery, Kitchens, Painting & Decorating, Plastering and Ceramic Tiling Works, Plumbing, Renewables (Solar, PV, Heat Pumps), Roofing, Ventilation, Windows and Doors, and Multi-Trades. The tender documentation will be issued in mid-August.

3.3.5 Construction Materials

Development work to combine several existing frameworks for the supply of construction materials continues. A review of all related product lines has resulted

in the decision to introduce road maintenance materials in the new framework. Tender documentation is being prepared and a Prior Information Notice to raise awareness of the upcoming framework has been issued.

3.4 Contract Delivery Plan Update

There are 72 current frameworks in the Scotland Excel contract portfolio, with 3 new frameworks to be developed and added to the portfolio. 26 of these frameworks are to be renewed before 30 June 2023. A further 23 of the frameworks on the current portfolio have extension options that are available to be exercised in 2022/2023, with 19 of these extensions already being approved.

Overall, efficiencies delivered to date in 2022/2023 are 2.09%, which is within the forecast range. This efficiencies figure will continue to be monitored throughout 2022/2023.

The following contracts have been approved at Executive Sub Committee since June 2022:

3.4.1 Repair and Maintenance of Catering Equipment

This framework will provide councils and associate members with a mechanism to procure repair and maintenance services for commercial gas, electrical and refrigeration catering equipment. The projected average increase is 10%, which equates to an estimated total of approximately £83,000 per annum across all councils based on current forecast spend levels. Given the market movement forecast of 9.5% over the period of the current framework as demonstrated in figure 1, the impact through transition to the new framework is more tangible estimate at an increase of 0.5% or c £4,000 across all councils.

3.4.2 Supply, Delivery, Installation and Maintenance of Water Coolers and Associated Consumables

This framework will provide stakeholders with a mechanism to purchase and rent a range of water coolers including free standing bottled water coolers and plumbed-in water coolers. Councils and associate members can also procure the associated maintenance and sanitisation services. The projected average saving across all councils is 5%, which equates to an estimated total saving of approximately £56k per annum based on current forecast spend levels.

3.5 Supply Chain Disruption

A further detailed update on the issues affecting public sector supply chains was issued to our members at the end of June. This covered the factors contributing to the levels of disruption being experienced and went on to describe the impact in primary categories of spend.

One of the hardest hit areas has been food; the Ukraine has traditionally been a significant provider of various foodstuffs, particularly cereals and cooking oils. The sanctions imposed on Russia have constricted supply lines, notably gas which is having a widespread impact on supplies globally.

Managing costs when inflation is running at the highest level for 40 years is challenging, and Scotland Excel has been experiencing an intense period of price and fee negotiation. This work to minimise the cost impact of rising markets will continue with proactive work underway to identify alternative sourcing strategies to support members in controlling their costs.

4. National Care Service (NCS) Bill Consultation

The Scottish Government has published a National Care Service Bill for the delivery of social care, social work and community health in Scotland. The Scottish Parliament has initiated Stage 1 - Scrutiny of the Bill, with a call for views led by the Health, Social Care and Sport Committee, supported by other committees.

Following publication of the Bill, Scotland Excel has participated in key stakeholder meetings to seek clarity on the content of the Bill in preparation to respond to the Call for Views published on 8th July. The draft response will be presented to the Executive Sub Committee on 19th August.

5. Scotland Excel 5 Year Strategy

A new five-year strategy is being developed in conjunction with local authority stakeholders and staff and will be presented to the Joint Committee for approval in December 2022. Initial consultation has taken place with a number of senior stakeholders and Scotland Excel staff to create a new strategic framework. Consultation with corporate procurement managers is scheduled for August and a series of elected member meetings and workshops are planned.

Initial thoughts on the corporate goals which would underpin value to our members across key strategic areas are:

- Journey towards a net zero Scotland by 2045
- Drive for efficiency to support the financial sustainability of public services
- Community wellbeing with equal access to services, economic development and fair work jobs across Scotland
- Development of resilient supply chains that maximise opportunities for Scottish businesses and the third sector
- Advancement of skills to deliver Scotland's economic transformation

6. Savings Opportunities – A National approach to new opportunities

Initiated by the Chief Executives Officers Management group, Scotland Excel has been working on the identification of additional savings opportunities that are achievable by taking a more holistic and firmer approach to procurement across the sector.

A number of approaches have been undertaken including analysis of council spend data, review of product choices, consideration of prior options that may have been unpalatable and review of new technologies and products.

In addition to this, Scotland Excel has considered a number of the foundation elements of its core operations to identify savings opportunities for its members. Examples of these are taking a more directive approach to framework participation by members and the consideration of the impact of a more commitment based approach.

To support the process, a number of meetings have been initiated with senior representatives from a number of the Scotland Excel suppliers to seek their input and participation on the desire to identify national savings opportunities. Initial ideas will be presented to the CEOMG in August.

7. The Academy

The Academy has 1,296 registered learners accessing content on our Moodle platform, with 136 learners participating in 8 accredited cohorts - four in procurement, two in leadership & management, one in project management and one in business analysis and innovation. We also have two hybrid procurement and leadership & management development programmes spanning five NHS health boards.

Nine accredited programmes are planned - three in procurement, three in leadership & management, two in project management and one in business analysis and innovation.

The planned procurement and leadership & management programmes are in response to our customers' requests for lower priced, shorter duration development programmes, so the Academy is working with the SQA to scope development programmes at significantly lower price points.

The new procurement programmes will be co-branded by the Academy and the Scottish Government Property and Procurement Directorate, and will be fully aligned to the national procurement development framework.

The Academy is also exploring the creation of a new Graduate Apprenticeship programme in Procurement and Supply Chain Management targeting a free degree development programme for our customers, funded by Skills Development Scotland through the apprenticeship levy.

The Academy is delivering the Scottish Government procurement and commercial training framework across our public-sector, with 186 people attending 14 workshops to date. Workshops can be restricted to organisations (closed) or provide access to any organisation (open). A further five open workshops are scheduled and twelve closed workshops are scheduled.

The Academy is also –

- Developing a serious organised crime prevention programme.
- Developing and delivering a delegated procurement programme for Dumfries and Galloway council.
- Developing and delivering a procurement and project management programme for Aberdeen Corporate Procurement Shared Service.

- Developing and delivering a contract management programme for the Highland Council.

8. Projects Update

8.1 Dumfries and Galloway Council

The programme of work within Dumfries and Galloway Council continues with the aim of improving control and visibility of procurement spend by restricting delegations to services for a period to give time for a full improvement programme to be delivered.

Training sessions are in development for staff who have Delegated Procurement Authority to enhance skills and raise awareness of procurement within the organisation. These will take place in late Autumn and will complement training sessions previously held with the council Elected Members and other Senior Stakeholders.

Scotland Excel continues to support the Council on their Community Wealth Building journey and met with representatives from Dumfries & Galloway Council procurement team, Business Gateway, Economic Development, and South of Scotland Enterprise on 17th June to initiate discussions on the role and information that each group can provide and ways in which they can work together on an ongoing basis. Scotland Excel supported a meet the buyer event in Dumfries on 22nd June.

8.2 South Lanarkshire Council

The transformation programme with South Lanarkshire Council is now eight months into the first year and progressing well. Phase 1 and 2 projects have been approved and in the process of being implemented and savings realised. The target set at the start of the programme for savings in year one; 2022/23 was £300,000 and in year two £500,000. To date, CMT have approved projects with identified savings which exceed year one target and identified savings for delivery in 2023/24.

Phase 3 projects are currently being developed with the procurement team and resources and are due to be presented to CMT in September 2022.

8.3 Stirling Council

The first annual Community Wealth Building event was held in Stirling in July with over 60 local suppliers in attendance. The event was coordinated in partnership with the Supplier Development Programme and local partner organisations Federation of Small Businesses and Forth Valley Chamber of Commerce were in attendance along with a number of other local partners and prime suppliers. Planning is underway for a series of thematic or spend area specific events in the coming months.

The initial self-assessment stage of the Scottish Government Procurement Development framework is complete with the results showing three areas of focus for upskilling and training, and a number of competencies to be addressed on an

individual basis which will support personal development plans. Work continues around the future team structure , which the development framework work will help to support, along with career and succession planning.

8.4 East Renfrewshire Council

Work has recommenced on year three of the project and the focus is on Community Wealth Building. Scotland Excel is working with the Council's Chief Procurement Officer and the new Assistant Economic Development Manager to develop a programme. Initial activity will focus on data set analysis and the planning of a stakeholder workshop for heads of service to help develop a shared understanding of local procurement, identify opportunities to boost economic wellbeing in their area, as well as highlighting current good practice, challenges, and possible constraints on local procurement activity. The Community Wealth Building programme is at early stages and an update on progress will be provided later in the year.

Case studies in relation to enhancing procurement skills, and procurement and economic development working together have been created and published and these will provide organisations with an insight to key aspects of the project.

8.5 Flexible Procurement Services

The flexible procurement team has agreed a longer-term commitment of the service with two Councils and an Associate Member, delivering a variety of procurement exercises and related activity on their behalf. The team is also working with several new clients as there continues to be a growth in demand for Flexible Procurement Services, in particular where organisations have procurement resource or expertise gaps.

The team is developing several case studies to highlight the way our members use the resource and the results achieved when making use of the flexible procurement services.

8.6 City Property Glasgow (Investments) LLP

City Property Glasgow (Investments) LLP continues to engage with Scotland Excel as their 'Procurement Partner' with a number of tenders being prepared covering the waste streams from the Blochairn Food Market in the City. The tender for a General Waste recycling partner has been completed and the contract commenced with Enva on 1st July 2022. The tenders for the Cardboard and Wood Waste Streams are now in development and are expected to be published later in the summer.

8.7 Improvement Service – Employability Services

Scotland Excel is providing support to the Improvement Service and Scottish Government for the development of a procurement process for employability services.

A Flexible Dynamic Purchasing System (DPS) was issued in February 2022 and providers could apply to be part of this arrangement.

151 providers responded to the contract notice. 111 were successful in meeting the selection criteria and have been awarded to the DPS on 27th July 2022 with another 19 updating their insurance coverage prior to being awarded. The 21 providers which were unsuccessful in the evaluation stage can re-apply at a future date for inclusion on the DPS.

The DPS will run alongside local commissioning arrangements and provisions and is intended to complement local contractual or procurement arrangements and therefore is not a mandatory route to market.

8.8 Community Wealth Building

Scotland Excel continues to work with Scottish Government and Local Authority partners, focussing on the 'Progressive Procurement' Community Wealth Building pillar.

A Community Wealth Building Toolkit has been created and published on the Scotland Excel Academy

<https://academy.scotland-excel.org.uk/mod/page/view.php?id=2667>

This will provide a repeatable model to share with councils in support of their Community Wealth Building journeys and will be presented at a future Heads of Procurement event.

Scotland Excel continues to engage with a number of councils on Community Wealth Building with stakeholder workshops in progress. These are designed to help develop a shared understanding of local procurement, identify opportunities to boost economic wellbeing in their area, as well as highlighting current good practice, challenges, and possible constraints on local procurement activity.

9. Climate Change

Scotland Excel is developing a 'Net-Zero' themed Strategy that is likely to focus on how our current and future arrangements can support councils in achieving their own internal climate change targets by providing options in terms of goods and services, maximising collaborative opportunities which at the moment we anticipate to be in a position to share during Quarter 3.

As part of ongoing participation in the cross sectoral Climate and Procurement Forum Operational Procurement Work Stream, Scotland Excel has recently submitted PIACC (Primary Impact Area for Climate Change) guidance for both Waste Services and Fleet areas. The aim of these documents is to provide guidance on what considerations/actions may be applied at each stage of the Procurement Journey to reduce the impacts of Green House Gas (GHG) emissions.

Following the very well received launch event for the Energy Efficiency Contractors Framework held at Dynamic Earth on the 26th May, Scotland Excel has seen an increase in usage of the framework.

Scotland Excel supported and presented at The Scottish Zero Emission Mobility Manufacturing Conference on the 30th June at the Michelin Scotland Innovation Park in Dundee. This well attended event, jointly organised by Transport Scotland and Scottish Enterprise, was to help build collaborative partnerships for zero emission mobility manufacturing in Scotland. Scotland Innovates, an online portal for suppliers to submit their truly innovative ideas to the entire public sector for consideration was announced at this event. As part of this initiative, Scotland Excel has been involved in the project to deliver the service, and will continue to assist with triaging and assessing submissions along with other public sector partners.

10. Associate Membership including new Members

There have been Eight new associate members since the last CEOMG:

Fife Resources Solutions LLP
MYtownMYcommunity Ltd
Scotrail Trains Ltd
Scotland's Natural Heritage (NatureScot)
Scottish Enterprise
Shire Housing Association Ltd
Skills Development Scotland
2023 Cycling World Championships Ltd

The total number of associate members of Scotland Excel currently stands at 136 for this reporting period. Since the last reporting period, Scotland Excel has continued to engage with housing associations and other associates about the benefits of framework utilisation. Early discussions have taken place with third sector organisations about the benefits of working together and membership opportunities, with one supported business being proposed for membership at the August committee.

Scotland Excel

To: Executive Sub-Committee

On: 16 September 2022

**Report by:
Chief Executive of Scotland Excel**

Tender: Social Care Agency Workers Flexible Framework Agreement

Schedule: 1721

Period: 1 November 2022 until 31 October 2024 with two further periods each of up to twelve months until 31 October 2026

1. Introduction and Background

This recommendation is for the award of a national flexible framework for Social Care Agency Workers. The proposed renewal framework will be for a period of two years from the commencement date with an option to extend for up to two twelve-month periods.

Agency workers are individuals who are supplied by a recruitment agency to work for a third party, which in this case, is councils and associate members of Scotland Excel ("purchasers").

There is a need for temporary agency workers to supplement purchasers' workforce at times to cover gaps.

The COVID-19 pandemic has also increased the use of social care agency workers due to staff sickness and self-isolating, thus necessitating the use of temporary agency workers during this challenging period.

The key objectives of this flexible framework are to:

- Assist purchasers to consolidate and manage expenditure on social care agency workers to ensure best value;
- Provide detailed management information (MI) by stipulating reporting requirements in the contract terms;
- Increase competition to encourage maximum response from the market and from small and medium sized enterprises (SME's);
- Address supply issues in rural areas of Scotland;
- Fix pricing for two years as a minimum, providing purchasers with pricing stability;
- Encourage innovative approaches to reduce transaction costs for time-sheets, billing and invoicing;
- Deliver a range of community benefits and sustainability objectives.

The flexible framework also aims to provide the scope to meet the diverse needs of purchasers by allowing the addition of new suppliers throughout the duration of the agreement, where required; this will support the continued delivery of best value and service coverage across all of Scotland.

2. Scope, Participation and Spend

The procurement strategy was informed by the User Intelligence Group (UIG), which was keen to ensure that there was sufficient geographical coverage and capacity available. The structure of the flexible framework has been developed from the current model, with minor adaptations in response to purchaser feedback.

The advertised value of the flexible framework is approximately £80 million over the maximum 4-year period. It should be noted, however, that spend can vary significantly depending on the requirement for agency staff and there is no guarantee of any spend through the flexible framework.

The flexible framework has retained many elements of the current arrangement with minor amendments to the structure of the Lots and the “core roles” listed within each of the 3 Lots to simplify purchase order procedures. Each Lot contained detailed specifications for the core roles within the Lot. The lotting structure is shown in Table 1.

Table 1: Lotting Structure

Lot No.	Description	Number of Core Roles	Estimated % Spend through Lot
1	Care Roles	4	85%
2	Professional Roles	6	12%
3	Ancillary Roles	5	3%

Additionally, as detailed in the published tender documents, tenderers are recommended for appointment to each Lot of the flexible framework by reference to 17 geographical Regional Sub-lots, with Regional Sub-lot 5 being split into two for mainland and islands as requested by Argyll and Bute Council. The aim of this is to encourage SME participation and also allow suppliers operating in specific geographical areas to submit competitive bids. The Regional Sub-lots and corresponding councils for each Lot are shown in Table 2.

Table 2: Regional Sub-lots

Regional Sub-lot	Purchasers
1 – Highland	The Highland Council
2 – Moray	The Moray Council
3 – The Islands	Orkney Island Council Shetland Island Council
4 – Western Isles	Comhairle nan Eilean Siar
5a – Argyll and Bute (Mainland)	Argyll and Bute Council
5b – Argyll and Bute (Islands)	Argyll and Bute Council
6 – South West	Dumfries and Galloway Council East Ayrshire Council North Ayrshire Council South Ayrshire Council
7 – Glasgow	Glasgow City Council
8 – Lanarkshire	North Lanarkshire Council South Lanarkshire Council
9 – Renfrewshire and Inverclyde	East Renfrewshire Council Inverclyde Council Renfrewshire Council
10 – West Dunbartonshire	West Dunbartonshire Council
11 – Aberdeen City	Aberdeen City Council
12 – Aberdeenshire	Aberdeenshire Council
13 – Tayside	Angus Council Dundee City Council Perth and Kinross Council
14 – Edinburgh	City of Edinburgh Council
15 – Central	Clackmannanshire Council Falkirk Council East Dunbartonshire Council Stirling Council
16 – Lothians and Borders	East Lothian Council Midlothian Council Scottish Borders Council West Lothian Council
17 – Fife	Fife Council

The flexible framework is for use by all 32 Councils and Scotland Excel's Associate Members (including the Scottish Prison Service, the National Health Service and Housing Associations).

The estimated annual spend and Purchaser participation is detailed in Appendix 1 – Participation, Spend and Savings Summary.

Scotland Excel will, throughout the lifetime of the flexible framework, engage with both purchasers and suppliers to ensure the flexible framework continues to meet purchaser's needs.

3. Procurement Process

The procurement strategy was developed through a series of meetings held with both suppliers and purchasers. These meetings were used to inform the final strategy, particularly in developing the flexible approach which was tailored to reflect the requirements of the social care agency recruitment market.

The remit of this procurement falls within the 'Social and Other Specific Services' category as defined in Schedule 3 and is subject to the procurement regimes set out in section 7, both of the Public Contracts (Scotland) Regulations 2015. These regulations contain a more flexible set of rules for the procurement of certain services (including those related to the provision of social care) and this is known as the 'light-touch' regime. The 'light-touch' regime gives broader options for the procurement of care services and therefore this framework has been developed as a flexible framework.

The procurement options applied to this process, enable the flexible framework to be re-opened on a Lot and Regional Sub-lot basis at any time during the flexible framework period, dependent on need and demand. In addition, appointed suppliers can request to vary their appointment by altering or adding service offerings within Lots and Regional Sub-lots.

Applications for admission from new entrants and service variation requests shall require to fulfil the selection criteria initially established when the arrangement was set up.

This approach offers Scotland Excel the flexibility to select the procurement methodology most suited to the market whilst fundamentally adhering to the principles of best practice procurement such as non-discrimination, equal treatment, transparency and proportionality.

Scotland Excel has adopted a procedure similar to an open tender procedure under the 'light-touch' regime and suppliers were evaluated against predetermined criteria.

The Invitation to Tender (ITT) was published on 24 May 2022 and closed on 30 June 2022. Offers were evaluated against the following criteria:

- Qualification – pass/fail;
- Technical – 70%;
- Commercial – 30%.

Qualification was conducted using the Single Procurement Document (SPD). Within the SPD, tenderers were required to answer a number of qualification questions along with questions on insurance, financial standing, quality management, health and safety and environmental management.

For the commercial element, the UIG supported the use of the current framework's commercial structure, which allows tenderers to offer a fair rate of pay to their agency workers without negatively impacting their scoring. Further information on providers commitment to Fair Work First and payment of the Real Living Wage was also gathered and detail on responses is provided later in this report.

In recognition of this, tenderers were asked to submit a range of hourly rates for each core role to provide flexibility and choice for purchasers depending on their specific requirements. To ensure transparency of costs, the total hourly fee payable for an agency worker is split into the following elements:

- Agency worker's rate per hour – the minimum and maximum hourly rate payable to the agency worker from the supplier including national insurance, employer pension contributions, statutory sick pay, apprenticeship levy, training costs, and any other applicable employer contributions; and
- Supplier's fee – overheads costs including training costs, property costs, supplies and services, management costs and surplus.

A commercial score was awarded on the basis of the elements shown in Table 3.

Table 3: Commercial elements

Price Heading	Points Available
Part 1 – Suppliers Fee	20%
Part 2 – Non-Core Roles	4%
Part 3 – Long Term Assignment Discount	6%

Within the technical element, tenderers were assessed on their approach to offer community benefits and sustainability, and their commitment to delivering fair work practices. Tenderers were also required to evidence their knowledge and experience by responding to seven method statements. The maximum available score for each method statement is shown in Table 4.

Table 4: Technical elements

Method Statement	Score
1. Recruitment, Training and Skills	18%
2. Service Capabilities	18%
3. Customer Service	9%
4. Complaints and Issues	10%
5. Fair Work First	5%
6. Sustainability	5%
7. Community Benefits	5%

Scotland Excel has taken cognisance of the current situation relative to the Coronavirus pandemic. Balancing this with the need for purchasers to be able to source additional social care workers to assist in the delivery of essential services, Scotland Excel has determined to proceed with the tender exercise to establish this Social Care Agency Workers Flexible Framework Agreement. Scotland Excel has carefully monitored the situation throughout the period of the tender exercise and has taken cognisance of all relevant circumstances in coming to this decision to recommend the award of framework placings to successful tenderers.

4. Report on Offers Received

Offers were received from 36 suppliers, across the three Lots. Of that figure, 32 were micro/small-medium sized organisations (89%) and 4 were large organisations (11%).

Two tenderers were rejected as non-compliant bids. One tenderer failed to submit a completed 'Schedule 7 – Financial Information' document and one tenderer failed at qualification stage. A full breakdown of the SME status of the 34 awarded suppliers responses is at Appendix 2.

One supplier submitted proposals to amend the framework terms and conditions. Given consideration and in the interests of transparency and equal treatment of all tenderers, the amendments requested represented substantial change to the published terms and were not accepted. All tenderers were treated equally and proposals to amend the published flexible framework terms and conditions were not accepted. This supplier subsequently accepted the framework terms.

Based on the criteria and scoring methodology set out in the published tender documentation, a full evaluation of the remaining compliant offers received was conducted and details of the overall scores achieved by tenderers as a result is shown at Appendix 3 – Scoring and Recommendations.

5. Recommendations

Based on the evaluation undertaken, and in line with the criteria and weightings set out above, it is recommended that 34 suppliers across the three Lots are awarded to the flexible framework from its commencement, as outlined in Appendix 3.

The recommended suppliers offer best value and comprise of a mix of small, medium, and large organisations. The recommended suppliers also represent improved geographical coverage in all Regional Sub-lots, a key objective of the flexible framework renewal.

In addition, it is recommended:

- (a) that authority be delegated to the Chief Executive of Scotland Excel (or Head of Strategic Procurement in the Chief Executive's absence) to

approve recommendations following the evaluation of offers received on the periodic re-opening of the flexible framework, or following the consideration of formal requests from existing suppliers for the addition of new services; and

- (b) that the Executive Sub-Committee will be updated on the appointment of any new suppliers to the flexible framework on an annual basis via incorporation to the Annual Procurement Report.

6. Benefits

Savings

Scotland Excel has conducted a benchmarking exercise against the supplier's fee for all three Lots. Due to past difficulties in recruiting, particularly in rural areas, and changing demand for certain roles, it is difficult to accurately forecast the actual requirements and spend, therefore there is no guarantee to suppliers of business or continuity of business.

A benchmarking exercise was undertaken to compare the supplier fees on the current framework to the supplier fees offered in the renewal framework. Using the methodology outlined below, this represents an overall increase of 0.5%, or approximately £3,500 per annum.

Lots 1 and 3 – benchmarked each council and associate member's current spend by comparing the supplier fee for Care Assistants (Lot 1) and Cooks, Domestic Assistants and Kitchen Assistants (Lot 3) on the current framework to the equivalent supplier fee on this renewal flexible framework for the supplier currently being used by the council or associate member.

Lot 2 – the benchmarked approach adopted for Lot 2 applied an alternative calculation as one high value supplier on the current framework did not submit a tender for this renewal flexible framework. Unlike Lots 1 and 3, it is not possible to make a direct comparison, and therefore the average of supplier fee tendered by the incumbent suppliers has been applied instead.

The high-level comparison results show that in Lot 1 there is an increase of 6.9%, Lot 2 a saving of 11.8%, and Lot 3 a 20% increase, however there is low spend with minimal impact overall for Lot 3. The supplier's fee benchmarking is detailed in Appendix 1.

Price Stability

The framework applies fixed pricing until 1 November 2024. Thereafter, all requests for fee reviews will be evaluated annually against prevailing market conditions and in line with the applicable contract conditions. Scotland Excel's indexation tool will be used to assess supplier's annual fee variations requests following the end of the two-year fixed price period. However, during this period, Scotland Excel will reserve the right to review the price rates to take account of any significant policy changes and to market conditions. For example, the

Scottish Government, Fair Work Policy for the Adult Social Care Pay Uplift and increases in the Real Living Wage.

Sustainable Procurement Benefits

The community benefits attained will continue to be delivered at a local level for each purchaser and will be aligned to the Scottish Government's National Indicators. Discussions will be managed locally, between the purchaser and supplier, and the type and nature of community benefit to be delivered is aligned to the annual threshold value reached. Innovative community benefits are encouraged and can be discussed and agreed between the purchaser and the supplier.

When purchasers reach annual spend thresholds with a supplier they will accrue "Community Benefit Points". The community benefits lead officer or other designated person will liaise with the supplier to finalise the specific benefits that they are offered under this flexible framework relative to that spend.

In the published tender documents, suppliers were given a list of indicative community benefits that could be agreed with purchasers. Examples of the indicative benefits which were conveyed to suppliers were:

- Fundraising event for external charities/initiatives within the purchaser's area;
- Work placements to school, college or university students from purchaser's area;
- Offer training sessions to wider community within the purchaser's area (non-employees);
- Employability workshop or event in a school, college or group within purchaser's area;
- Donation of materials and/or labour to support community projects within the purchaser's area to the value of £250;
- Recruit a modern (or other approved) apprentice from within the purchaser's area; or
- Recruit one person from within the purchaser's area.

All suppliers have confirmed their commitment to Scotland Excel's community benefits approach for this framework. Delivered benefits will be based on the annual spend thresholds on the supplier fees provided for individual purchasers.

Fair Work First

Within the technical section, suppliers were asked to describe how they would commit to fair work practices for workers, recognising that this is critically dependent on workforces that are well-rewarded, well-motivated, well-led, have access to appropriate opportunities for training and skills development, are diverse and are engaged in decision making.

They were asked to describe how they would commit towards adopting the seven Fair Work First criteria for workers, listed below:

1. appropriate channels for effective voice, such as trade union recognition;
2. investment in workforce development;
3. no inappropriate use of zero hours contracts;
4. action to tackle the gender pay gap and create a more diverse and inclusive workplace;
5. providing fair pay for workers (for example, payment of the Real Living Wage);
6. offer flexible and family friendly working practices for all workers from day one of employment; and,
7. oppose the use of fire and rehire practices.

Scotland Excel will continue to monitor Fair Work Practices, including encouraging further uptake by suppliers committing to paying staff the Real Living Wage, during contract and supplier management activity.

Real Living Wage

The tender stipulated that the range of agency workers rates for each role was required to encompass the Real Living Wage. As a result, all purchasers can assign agency workers in every role at the Real Living Wage pay rate from the suppliers recommended for award to the framework. The list of recommended suppliers Real Living Wage status is at Appendix 4.

Of the 34 suppliers Scotland Excel are recommending for award, all suppliers confirmed they pay all their staff at or above the Real Living Wage:

- 15 suppliers are Living Wage accredited;
- 16 suppliers are not accredited but pay the Real Living Wage to all Front-Line Care Staff; and
- through this exercise, 3 suppliers pay the Real Living Wage and have committed to achieving accreditation throughout the first two years of the framework.

Scotland Excel will include Real Living Wage accreditation status as part of contract monitoring and will work with suppliers to encourage them to achieve accreditation.

Other Benefits - Increased Coverage

A key aim of the flexible framework is to increase the geographical coverage for purchasers, and to reduce the reliance on off-framework spend. This provides consistency for purchasers in regard to standard terms and conditions, rates paid and increased number of suppliers being recommended for award. It is however broadly accepted by purchasers that staff recruitment and retention issues have been exasperated by the COVID-19 pandemic across the whole social care sector, and that supply and coverage on the framework may not always meet demand given there are national recruitment workforce issues.

In particular, rural areas will be monitored closely to ensure purchasers are receiving adequate coverage and are able to make full use of the framework. Scotland Excel will work with the relevant purchasers to increase provision where this is deemed to not be meeting requirements.

As noted in section 3 of the report, applying the 'light touch' regime applicable to this service and considering the fluctuating needs of purchasers, this framework has been developed to be a flexible framework, permitting new entrants and changes to existing participants during the framework.

7. Contract Mobilisation and Management

As part of the mobilisation process, all suppliers and purchasers will be offered a contract mobilisation meeting to outline the operation of the framework, including roles and responsibilities and management information. Participating members will be issued with a purchaser guide containing required details on how to use the framework.

In accordance with Scotland Excel's established contract and supplier management programme, in terms of risk and spend as detailed in Appendix 5, this framework is classified as class C. The segmentation classifications are outlined in Appendix 5 – Contract Management Segmentation Classifications.

It is anticipated that there will be quarterly UIG meeting held with purchasers and 6-monthly meeting with suppliers to ensure the ongoing successful operation of the framework. These meetings will allow for discussions from both parties on any difficulties that may occur in the operation of the framework.

Contract and supplier management will undertake regular examination of participation and supply to ensure purchasers are able to use those suppliers awarded to their region.

Scotland Excel will continue to use the management information submitted by the participating framework suppliers to create quarterly contract management reports. These contract management reports will provide a detailed account of spend and use by supplier and purchaser, as well as relevant trend information.

This information will also be used to monitor rates being charged to purchasers, to ensure rates bid for are those charged, and any suppliers charging above the agreed rates will be challenged.

The quarterly management information and annual reports will continue to be developed by Scotland Excel to improve reporting to purchasers to enable them to understand their placement patterns in relation to the national picture.

Meetings and engagement undertaken will adhere to all applicable health and safety guidelines.

8. Summary

The renewal of the Social Care Agency Workers Flexible Framework will continue to offer suitable social care agency workers to meet the diverse needs of purchasers.

As outlined in this report, the flexible framework will support the delivery of purchasers' statutory functions and assist in achieving the key objectives to be met by purchasers.

Throughout the lifetime of the flexible framework, Scotland Excel will work with stakeholders to keep abreast of supply and fee issues, and to support purchasers where possible.

The Executive Sub Committee is requested to approve the recommendation to award this flexible framework agreement at Appendix 3 – Scoring and Recommendations.

Appendix 1 – Participation, Spend and Savings Summary

Member Name	Participation Date	Estimated Annual Spend (£) (ALL)	Estimated Annual Spend (£) (SUPPLIER FEE)	Source of Spend Data	% Estimated Forecast Savings	Estimated Annual Savings (£) (SUPPLIER FEE)	Basis of Savings Calculation
Aberdeen City Council	01 November 2022	£194,085	£15,867	Contract MI	0.3%	£46	Benchmarked Current Contract
Aberdeenshire Council	01 November 2022	£195,541	£36,491	Contract MI	-0.4%	-£138	Benchmarked Current Contract
Angus Council	01 November 2022	£0	£0	Contract MI	-	£0	Benchmarked Current Contract
Argyll and Bute Council	01 November 2022	£58,637	£4,075	Contract MI	-27.1%	-£1,105	Benchmarked Current Contract
City of Edinburgh Council	01 November 2022	£1,453,484	£106,088	Contract MI	0.5%	£549	Benchmarked Current Contract
Clackmannanshire Council	01 November 2022	£98,388	£9,030	Contract MI	12.4%	£1,116	Benchmarked Current Contract
Comhairle nan Eilean Siar	01 November 2022	£0	£0	Contract MI	-	£0	Benchmarked Current Contract
Dumfries and Galloway Council	01 November 2022	£0	£0	Contract MI	-	£0	Benchmarked Current Contract
Dundee City Council	01 November 2022	£161,948	£14,119	Contract MI	8.6%	£1,217	Benchmarked Current Contract
East Ayrshire Council	01 November 2022	£0	£0	Contract MI	-	£0	Benchmarked Current Contract
East Dunbartonshire Council	01 November 2022	£0	£0	Contract MI	-	£0	Benchmarked Current Contract
East Lothian Council	01 November 2022	£13,068	£832	Contract MI	6.6%	£55	Benchmarked Current Contract
East Renfrewshire Council	01 November 2022	£0	£0	Contract MI	-	£0	Benchmarked Current Contract
Falkirk Council	01 November 2022	£320,299	£27,060	Contract MI	-0.4%	-£110	Benchmarked Current Contract
Fife Council	01 November 2022	£727,926	£55,156	Contract MI	0.6%	£308	Benchmarked Current Contract
Glasgow City Council	01 November 2022	£881,443	£75,367	Contract MI	-4.3%	-£3,252	Benchmarked Current Contract
Inverclyde Council	01 November 2022	£135,625	£9,732	Contract MI	-10.2%	-£995	Benchmarked Current Contract
Midlothian Council	01 November 2022	£137,154	£24,054	Contract MI	25.5%	£6,137	Benchmarked Current Contract
North Ayrshire Council	01 November 2022	£26,430	£1,791	Contract MI	-20.2%	-£361	Benchmarked Current Contract
North Lanarkshire Council	01 November 2022	£0	£0	Contract MI	-	£0	Benchmarked Current Contract
Orkney Islands Council	01 November 2022	£108,610	£7,927	Contract MI	0.8%	£64	Benchmarked Current Contract
Perth and Kinross Council	01 November 2022	£0	£0	Contract MI	-	£0	Benchmarked Current Contract
Renfrewshire Council	01 November 2022	£463,939	£60,522	Contract MI	-1.7%	-£1,032	Benchmarked Current Contract
Scottish Borders Council	01 November 2022	£161,030	£18,802	Contract MI	29.7%	£5,576	Benchmarked Current Contract
Shetland Islands Council	01 November 2022	£0	£0	Contract MI	-	£0	Benchmarked Current Contract
South Ayrshire Council	01 November 2022	£0	£0	Contract MI	-	£0	Benchmarked Current Contract
South Lanarkshire Council	01 November 2022	£14,721	£952	Contract MI	-19.1%	-£182	Benchmarked Current Contract
Stirling Council	01 November 2022	£59,875	£8,921	Contract MI	17.4%	£1,554	Benchmarked Current Contract
The Highland Council	01 November 2022	£0	£0	Contract MI	-	£0	Benchmarked Current Contract
The Moray Council	01 November 2022	£0	£0	Contract MI	-	£0	Benchmarked Current Contract
West Dunbartonshire Council	01 November 2022	£437,042	£39,482	Contract MI	-3.2%	-£1,252	Benchmarked Current Contract
West Lothian Council	01 November 2022	£251,650	£34,914	Contract MI	20.1%	£7,009	Benchmarked Current Contract
Associate Members	01 November 2022	£391,130	£69,009	Contract MI	-27.0%	-£18,613	Benchmarked Current Contract
TOTAL		£6,292,026	£620,191	-	-0.5%	-£3,410	-

Appendix 2 – List of Awarded Tenderers with SME Status

Tenderer's Name	SME Status	Location	Lots/ Regional Sub- lots Tendered	Lots/ Regional Sub- lots Awarded
*Aberness Care Limited	Medium	Aberdeen	Lot 1, RSL 11-13	Lot 1, RSL 11-13
*Aberness Recruitment Agency Limited	Medium	Inverness	Lot 1, RSL 1-5b	Lot 1, RSL 1-5b
*Ailsa Care Services Ltd.	Small	Glasgow,	Lot 1, RSL 7-10, 14-15	Lot 1, RSL 7-10, 14-15
*Allied & Clinical Recruitments Limited	Small	Manchester	Lot 1, RSL 1, 5a, 5b, 7-17	Lot 1, RSL 1, 5a, 5b, 7-17
*ASA International Limited	Medium	Edinburgh	Lot 1, RSL 6-17 Lot 2, RSL 6-17 Lot 3, RSL 6-17	Lot 1, RSL 6-17 Lot 2, RSL 6-17 Lot 3, RSL 6-17
*Caledonia Healthcare Limited	Small	Glasgow	Lot 1, RSL 7-9	Lot 1, RSL 7-9
*Care Response 24/7 Ltd	Medium	Glasgow	Lot 1, RSL 7-10	Lot 1, RSL 7-10
*Caring Hearts Recruitment Ltd	Small	Paisley	Lot 1, RSL 5a, 6-10, 14	Lot 1, RSL 5a, 6-10, 14
*Florence Staffing Ltd	Medium	St Albans,	Lot 1, RSL 1-17 Lot 3, RSL 1-17	Lot 1, RSL 1-17 Lot 3, RSL 1-17
*GSR Nursing Ltd	Small	Aberdeen	Lot 1, RSL 6-17 Lot 3, RSL 6-17	Lot 1, RSL 6-17 Lot 3, RSL 6-17
*H1 Healthcare Solutions Ltd	Medium	Glasgow	Lot 1, RSL 1-17 Lot 2, RSL 1-17 Lot 3, RSL 1-17	Lot 1, RSL 1-17 Lot 2, RSL 1-17 Lot 3, RSL 1-17
*HSC Futures Ltd	Small	Kilmarnock	Lot 1, RSL 6-10, 14-17	Lot 1, RSL 6-10, 14-17
*Hunter Gatherer AHP Resourcing Limited	Small	Chipping Campden	Lot 2, RSL 1-17	Lot 2, RSL 1-17
*Independent Clinical Services Limited	Large	Broxbourne	Lot 1, RSL 1-17	Lot 1, RSL 1-17
*Jobs and Co. Ltd.	Medium	Glasgow	Lot 1, RSL 7, 9, 10, 15 Lot 3, RSL 7, 9, 10, 15	Lot 1, RSL 7, 9, 10, 15 Lot 3, RSL 7, 9, 10, 15

Tenderer's Name	SME Status	Location	Lots/ Regional Sub-lots Tendered	Lots/ Regional Sub-lots Awarded
*Kenylink Services Limited	Micro	Coventry	Lot 1, RSL 13-17 Lot 2, RSL 13-17 Lot 3, RSL 13-17	Lot 1, RSL 13-17 Lot 2, RSL 13-17 Lot 3, RSL 13-17
*Liquid Personnel Limited	Medium	Turnford	Lot 2, RSL 1-17	Lot 2, RSL 1-17
*Mitchell & Murdoch Care Ltd	Medium	Perth	Lot 1, RSL 7-9, 11-14, 17 Lot 3, RSL 7-9, 11-14, 17	Lot 1, RSL 7-9, 11-14, 17 Lot 3, RSL 7-9, 11-14, 17
*MVN Associates Limited	Small	Glasgow	Lot 1, RSL 5a, 6-10 Lot 3, RSL 5a, 6-10	Lot 1, RSL 5a, 6-10 Lot 3, RSL 5a, 6-10
*Newcross Healthcare Solutions Limited	Large	Totnes	Lot 1, RSL 1-17 Lot 3, RSL 1-17	Lot 1, RSL 1-17 Lot 3, RSL 1-17
*Oncall Care Service Ltd	Medium	Glasgow	Lot 1, RSL 7-10, 15	Lot 1, RSL 7-10, 15
*Pegasus Healthcare Solutions Limited	Small	Glasgow	Lot 1, RSL 7-10	Lot 1, RSL 7-10
*Red Sector Recruitment Ltd	Small	Witney	Lot 1, RSL 1-17 Lot 2, RSL 1-17	Lot 1, RSL 1-17 Lot 2, RSL 1-17
*Reed Specialist Recruitment Limited	Large	London	Lot 1, RSL 1-17	Lot 1, RSL 1-17
*Sanctuary Personnel Limited	Medium	Ipswich	Lot 2, RSL 1-17	Lot 2, RSL 1-17
*Search Consultancy Limited	Large	Glasgow	Lot 1, RSL 1, 2, 5a-17	Lot 1, RSL 1, 2, 5a-17
*Service Care Solutions Ltd	Medium	Preston	Lot 1, RSL 1-17 Lot 2, RSL 1-17 Lot 3, RSL 1-17	Lot 1, RSL 1-17 Lot 2, RSL 1-17 Lot 3, RSL 1-17
*Seven Resourcing Limited	Medium	Ipswich	Lot 1, RSL 1, 2, 4-17 Lot 2, RSL 1, 2, 4-17	Lot 1, RSL 1, 2, 4-17 Lot 2, RSL 1, 2, 4-17
**SRS Partnership Limited	Small	Paisley	Lot 1, RSL 6-10, 14-17	Lot 1, RSL 6-10, 14-17

Tenderer's Name	SME Status	Location	Lots/ Regional Sub-lots Tendered	Lots/ Regional Sub-lots Awarded
			Lot 3, RSL 6-10, 14-17	
*Staffscanner Ltd	Medium	Glasgow	Lot 1, RSL 1, 2, 5a, 6-17	Lot 1, RSL 1, 2, 5a, 6-17
*Taylor Davenport Resourcing Ltd	Small	East Kilbride	Lot 2, RSL 1-17	Lot 2, RSL 1-17
*The Social Care Community Partnership Limited	Small	Glasgow	Lot 1, RSL 1, 6-17 Lot 2, RSL 1-17	Lot 1, RSL 1, 6-17 Lot 2, RSL 1-17
*Tripod Partners Limited	Medium	London	Lot 1, RSL 1-17 Lot 2, RSL 1-17	Lot 1, RSL 1-17 Lot 2, RSL 1-17
*UK Private Healthcare Limited	Small	Aberdeen	Lot 1, RSL 11, 12	Lot 1, RSL 11, 12

*Recommended for award

**Recommended for part-award

Appendix 3 – Scoring and Recommendations

Lot 1 - Care Roles

Tenderer	Total
Regional Sub-lot 1 - Highland	
*Service Care Solutions Ltd	72.47
*Seven Resourcing Limited	69.63
*Tripod Partners Limited	67.65
*Red Sector Recruitment Ltd	66.90
*Search Consultancy Limited	66.65
*The Social Care Community Partnership Limited	64.83
*Newcross Healthcare Solutions Limited	63.18
*Florence Staffing Ltd	62.00
*Allied & Clinical Recruitments Limited	58.83
*Staffscanner Ltd	58.17
*Reed Specialist Recruitment Limited	57.59
*H1 Healthcare Solutions Ltd	56.22
*Aberness Recruitment Agency Limited	54.67
*Independent Clinical Services Limited	53.09
Regional Sub-lot 2 - Moray	
*Service Care Solutions Ltd	72.51
*Seven Resourcing Limited	69.47
*Tripod Partners Limited	67.84
*Red Sector Recruitment Ltd	67.09
*Search Consultancy Limited	66.75
*Newcross Healthcare Solutions Limited	63.20
*Florence Staffing Ltd	62.00
*Staffscanner Ltd	58.25
*Reed Specialist Recruitment Limited	57.59
*H1 Healthcare Solutions Ltd	56.41
*Aberness Recruitment Agency Limited	54.71
*Independent Clinical Services Limited	53.09
Regional Sub-lot 3 - The Islands	
*Service Care Solutions Ltd	72.51
*Tripod Partners Limited	67.84
*Red Sector Recruitment Ltd	67.09
*Newcross Healthcare Solutions Limited	63.20
*Florence Staffing Ltd	62.00
*Reed Specialist Recruitment Limited	57.59
*H1 Healthcare Solutions Ltd	56.41

*Aberness Recruitment Agency Limited	54.71
*Independent Clinical Services Limited	53.09
Regional Sub-lot 4 - Western Isles	
*Service Care Solutions Ltd	72.51
*Seven Resourcing Limited	69.47
*Tripod Partners Limited	67.84
*Red Sector Recruitment Ltd	67.09
*Newcross Healthcare Solutions Limited	63.20
*Florence Staffing Ltd	62.00
*Reed Specialist Recruitment Limited	57.59
*H1 Healthcare Solutions Ltd	56.41
*Aberness Recruitment Agency Limited	54.71
*Independent Clinical Services Limited	53.09
Regional Sub-lot 5a - Argyll & Bute Mainland	
*Service Care Solutions Ltd	72.51
*Seven Resourcing Limited	69.47
*Tripod Partners Limited	67.84
*Red Sector Recruitment Ltd	67.09
*Search Consultancy Limited	66.75
*Newcross Healthcare Solutions Limited	63.20
*Florence Staffing Ltd	62.00
*Reed Specialist Recruitment Limited	61.53
*Allied & Clinical Recruitments Limited	59.02
*Staffscanner Ltd	58.25
*Caring Hearts Recruitment Ltd	57.29
*H1 Healthcare Solutions Ltd	56.41
*MVN Associates Limited	56.25
*Aberness Recruitment Agency Limited	54.71
*Independent Clinical Services Limited	53.09
Regional Sub-Lot 5b - Argyll & Bute Islands	
*Service Care Solutions Ltd	72.51
*Seven Resourcing Limited	69.47
*Tripod Partners Limited	67.84
*Red Sector Recruitment Ltd	67.09
*Search Consultancy Limited	66.75
*Newcross Healthcare Solutions Limited	63.20
*Florence Staffing Ltd	62.00
*Reed Specialist Recruitment Limited	61.53
*Allied & Clinical Recruitments Limited	58.90

*H1 Healthcare Solutions Ltd	56.41
*Aberness Recruitment Agency Limited	54.71
*Independent Clinical Services Limited	53.09
Regional Sub-Lot 6 - South West	
*ASA International Limited	72.98
*Service Care Solutions Ltd	72.51
*Seven Resourcing Limited	69.47
*Tripod Partners Limited	67.84
*Red Sector Recruitment Ltd	67.09
*Search Consultancy Limited	66.75
*The Social Care Community Partnership Limited	66.24
*Newcross Healthcare Solutions Limited	63.20
*Florence Staffing Ltd	62.00
*Reed Specialist Recruitment Limited	61.53
*Staffscanner Ltd	58.25
*GSR Nursing Ltd	57.45
*Caring Hearts Recruitment Ltd	57.29
*H1 Healthcare Solutions Ltd	56.41
*MVN Associates Limited	56.25
**SRS Partnership Limited	54.50
*Independent Clinical Services Limited	53.09
*HSC Futures Ltd	51.72
Regional Sub-Lot 7 - Glasgow	
*Pegasus Healthcare Solutions Limited	76.70
*Caledonia Healthcare Limited	71.41
*ASA International Limited	71.31
*Tripod Partners Limited	71.05
*Service Care Solutions Ltd	70.87
*Ailsa Care Services Ltd.	66.59
*Seven Resourcing Limited	66.27
*Search Consultancy Limited	65.58
*Red Sector Recruitment Ltd	65.30
*The Social Care Community Partnership Limited	63.23
*Newcross Healthcare Solutions Limited	62.38
*Jobs and Co. Ltd.	61.92
*Florence Staffing Ltd	61.04
*Reed Specialist Recruitment Limited	60.53
*Allied & Clinical Recruitments Limited	58.58
*Caring Hearts Recruitment Ltd	57.29
*GSR Nursing Ltd	56.06
*H1 Healthcare Solutions Ltd	55.58

*MVN Associates Limited	55.55
*Staffscanner Ltd	55.50
**SRS Partnership Limited	54.50
*Independent Clinical Services Limited	53.09
*HSC Futures Ltd	50.80
*Care Response 24/7 Ltd	49.89
*Mitchell & Murdoch Care Ltd	47.24
*Oncall Care Service Ltd	35.65
Regional Sub-Lot 8 - Lanarkshire	
*Pegasus Healthcare Solutions Limited	76.70
*Caledonia Healthcare Limited	71.41
*ASA International Limited	71.31
*Tripod Partners Limited	71.05
*Service Care Solutions Ltd	70.87
*Ailsa Care Services Ltd.	66.59
*Seven Resourcing Limited	66.27
*Search Consultancy Limited	65.58
*Red Sector Recruitment Ltd	65.30
*The Social Care Community Partnership Limited	63.23
*Newcross Healthcare Solutions Limited	62.38
*Florence Staffing Ltd	61.04
*Reed Specialist Recruitment Limited	60.53
*Allied & Clinical Recruitments Limited	58.58
*Caring Hearts Recruitment Ltd	57.29
*GSR Nursing Ltd	56.06
*H1 Healthcare Solutions Ltd	55.58
*MVN Associates Limited	55.55
*Staffscanner Ltd	55.50
**SRS Partnership Limited	54.50
*Independent Clinical Services Limited	53.09
*HSC Futures Ltd	50.80
*Care Response 24/7 Ltd	49.89
*Mitchell & Murdoch Care Ltd	47.24
*Oncall Care Service Ltd	35.65
Regional Sub-Lot 9 - Renfrewshire & Inverclyde	
*Pegasus Healthcare Solutions Limited	76.70
*Caledonia Healthcare Limited	71.41
*ASA International Limited	71.31
*Tripod Partners Limited	71.05
*Service Care Solutions Ltd	70.87

*Ailsa Care Services Ltd.	66.59
*Seven Resourcing Limited	66.27
*Search Consultancy Limited	65.58
*Red Sector Recruitment Ltd	65.30
*The Social Care Community Partnership Limited	63.23
*Newcross Healthcare Solutions Limited	62.38
*Jobs and Co. Ltd.	61.92
*Florence Staffing Ltd	61.04
*Reed Specialist Recruitment Limited	60.53
*Allied & Clinical Recruitments Limited	58.58
*Caring Hearts Recruitment Ltd	57.29
*GSR Nursing Ltd	56.06
*H1 Healthcare Solutions Ltd	55.58
*MVN Associates Limited	55.55
*Staffscanner Ltd	55.50
**SRS Partnership Limited	54.50
*Independent Clinical Services Limited	53.09
*HSC Futures Ltd	50.80
*Care Response 24/7 Ltd	49.89
*Mitchell & Murdoch Care Ltd	47.18
*Oncall Care Service Ltd	35.65
Regional Sub-lot 10 - West Dunbartonshire	
*Pegasus Healthcare Solutions Limited	76.70
*ASA International Limited	71.31
*Tripod Partners Limited	71.05
*Service Care Solutions Ltd	70.87
*Ailsa Care Services Ltd.	66.59
*Seven Resourcing Limited	66.27
*Search Consultancy Limited	65.58
*Red Sector Recruitment Ltd	65.30
*The Social Care Community Partnership Limited	63.23
*Newcross Healthcare Solutions Limited	62.38
*Jobs and Co. Ltd.	61.92
*Florence Staffing Ltd	61.04
*Reed Specialist Recruitment Limited	60.53
*Allied & Clinical Recruitments Limited	58.58
*Caring Hearts Recruitment Ltd	57.29
*GSR Nursing Ltd	56.06
*H1 Healthcare Solutions Ltd	55.58
*MVN Associates Limited	55.55
*Staffscanner Ltd	55.50
**SRS Partnership Limited	54.50

*Independent Clinical Services Limited	53.09
*HSC Futures Ltd	50.80
*Care Response 24/7 Ltd	49.89
*Oncall Care Service Ltd	35.65
Regional Sub-Lot 11 - Aberdeen City	
*ASA International Limited	72.91
*Tripod Partners Limited	72.65
*Service Care Solutions Ltd	72.47
*Seven Resourcing Limited	69.47
*Red Sector Recruitment Ltd	66.90
*Search Consultancy Limited	66.65
*The Social Care Community Partnership Limited	64.83
*Newcross Healthcare Solutions Limited	63.18
*Florence Staffing Ltd	61.04
*Allied & Clinical Recruitments Limited	58.83
*Staffscanner Ltd	58.17
*Reed Specialist Recruitment Limited	57.59
*GSR Nursing Ltd	57.39
*H1 Healthcare Solutions Ltd	56.22
*Aberness Care Limited	54.67
*Independent Clinical Services Limited	53.09
*UK Private Healthcare Limited	50.26
*Mitchell & Murdoch Care Ltd	47.36
Regional Sub-Lot 12 - Aberdeenshire	
*ASA International Limited	72.91
*Tripod Partners Limited	72.65
*Service Care Solutions Ltd	72.47
*Seven Resourcing Limited	69.47
*Red Sector Recruitment Ltd	66.90
*Search Consultancy Limited	66.65
*The Social Care Community Partnership Limited	64.83
*Newcross Healthcare Solutions Limited	63.18
*Florence Staffing Ltd	61.04
*Allied & Clinical Recruitments Limited	58.83
*Staffscanner Ltd	58.17
*Reed Specialist Recruitment Limited	57.59
*GSR Nursing Ltd	57.39
*H1 Healthcare Solutions Ltd	56.22
*Aberness Care Limited	54.67
*Independent Clinical Services Limited	53.09
*UK Private Healthcare Limited	50.08

*Mitchell & Murdoch Care Ltd	47.31
Regional Sub-Lot 13 - Tayside	
*ASA International Limited	72.91
*Tripod Partners Limited	72.65
*Service Care Solutions Ltd	72.47
*Seven Resourcing Limited	69.47
*Red Sector Recruitment Ltd	66.90
*Search Consultancy Limited	66.65
*The Social Care Community Partnership Limited	64.83
*Newcross Healthcare Solutions Limited	63.18
*Florence Staffing Ltd	62.37
*Reed Specialist Recruitment Limited	61.53
*Allied & Clinical Recruitments Limited	58.83
*Staffscanner Ltd	58.17
*GSR Nursing Ltd	57.39
*H1 Healthcare Solutions Ltd	56.22
*Aberness Care Limited	54.67
*Independent Clinical Services Limited	53.09
*Mitchell & Murdoch Care Ltd	47.37
*Kenylink Services Limited	44.22
Regional Sub-Lot 14 - Edinburgh	
*ASA International Limited	72.91
*Tripod Partners Limited	72.65
*Service Care Solutions Ltd	72.47
*Seven Resourcing Limited	69.47
*Ailsa Care Services Ltd.	67.39
*Red Sector Recruitment Ltd	66.90
*Search Consultancy Limited	66.65
*The Social Care Community Partnership Limited	64.83
*Newcross Healthcare Solutions Limited	63.18
*Florence Staffing Ltd	62.37
*Reed Specialist Recruitment Limited	61.53
*Allied & Clinical Recruitments Limited	58.83
*Staffscanner Ltd	58.17
*GSR Nursing Ltd	57.39
*Caring Hearts Recruitment Ltd	57.29
*H1 Healthcare Solutions Ltd	56.22
**SRS Partnership Limited	54.50
*Independent Clinical Services Limited	53.09
*HSC Futures Ltd	51.69
*Mitchell & Murdoch Care Ltd	47.17

*Kenylink Services Limited	44.22
Regional Sub-Lot 15 - Central	
*ASA International Limited	72.91
*Tripod Partners Limited	72.65
*Service Care Solutions Ltd	72.47
*Seven Resourcing Limited	69.47
*Ailsa Care Services Ltd.	67.39
*Red Sector Recruitment Ltd	66.90
*Search Consultancy Limited	66.65
*The Social Care Community Partnership Limited	64.83
*Newcross Healthcare Solutions Limited	63.18
*Jobs and Co. Ltd.	62.72
*Florence Staffing Ltd	62.37
*Reed Specialist Recruitment Limited	61.53
*Allied & Clinical Recruitments Limited	58.83
*Staffscanner Ltd	58.17
*GSR Nursing Ltd	57.39
*H1 Healthcare Solutions Ltd	56.22
**SRS Partnership Limited	54.50
*Independent Clinical Services Limited	53.09
*HSC Futures Ltd	51.69
*Kenylink Services Limited	44.22
*Oncall Care Service Ltd	36.26
Regional Sub-Lot 16 - Lothian & Borders	
*ASA International Limited	72.91
*Tripod Partners Limited	72.65
*Service Care Solutions Ltd	72.47
*Seven Resourcing Limited	69.47
*Red Sector Recruitment Ltd	66.90
*Search Consultancy Limited	66.65
*The Social Care Community Partnership Limited	64.83
*Newcross Healthcare Solutions Limited	63.18
*Florence Staffing Ltd	62.37
*Allied & Clinical Recruitments Limited	58.83
*Staffscanner Ltd	58.17
*Reed Specialist Recruitment Limited	57.59
*GSR Nursing Ltd	57.39
*H1 Healthcare Solutions Ltd	56.22
**SRS Partnership Limited	54.50
*Independent Clinical Services Limited	53.09
*HSC Futures Ltd	51.69

*Kenylink Services Limited	44.22
Regional Sub-Lot 17 - Fife	
*ASA International Limited	72.91
*Tripod Partners Limited	72.65
*Service Care Solutions Ltd	72.47
*Seven Resourcing Limited	69.47
*Red Sector Recruitment Ltd	66.90
*Search Consultancy Limited	66.65
*The Social Care Community Partnership Limited	64.83
*Newcross Healthcare Solutions Limited	63.18
*Florence Staffing Ltd	62.37
*Reed Specialist Recruitment Limited	61.53
*Allied & Clinical Recruitments Limited	58.83
*Staffscanner Ltd	58.17
*GSR Nursing Ltd	57.39
*H1 Healthcare Solutions Ltd	56.22
**SRS Partnership Limited	54.50
*Independent Clinical Services Limited	53.09
*HSC Futures Ltd	51.69
*Mitchell & Murdoch Care Ltd	45.65
*Kenylink Services Limited	44.22

Lot 2 - Professional Roles

Tenderer	Total
Regional Sub-lot 1 - Highland	
*Service Care Solutions Ltd	72.83
*Seven Resourcing Limited	72.19
*Sanctuary Personnel Limited	71.16
*Tripod Partners Limited	68.72
*The Social Care Community Partnership Limited	66.64
*Red Sector Recruitment Ltd	62.97
*H1 Healthcare Solutions Ltd	60.68
*Hunter Gatherer AHP Resourcing Limited	51.58
*Liquid Personnel Limited	51.30
*Taylor Davenport Resourcing Ltd	42.95
Regional Sub-lot 2 - Moray	
*Service Care Solutions Ltd	72.83
*Seven Resourcing Limited	72.19
*Sanctuary Personnel Limited	71.16
*Tripod Partners Limited	68.72
*The Social Care Community Partnership Limited	66.64

*Red Sector Recruitment Ltd	62.97
*H1 Healthcare Solutions Ltd	60.68
*Hunter Gatherer AHP Resourcing Limited	51.58
*Liquid Personnel Limited	51.30
*Taylor Davenport Resourcing Ltd	44.33
Regional Sub-lot 3 - The Islands	
*Service Care Solutions Ltd	74.83
*Sanctuary Personnel Limited	71.92
*Tripod Partners Limited	70.72
*The Social Care Community Partnership Limited	68.64
*Red Sector Recruitment Ltd	64.97
*H1 Healthcare Solutions Ltd	61.48
*Hunter Gatherer AHP Resourcing Limited	53.58
*Liquid Personnel Limited	52.72
*Taylor Davenport Resourcing Ltd	44.22
Regional Sub-lot 4 - Western Isles	
*Service Care Solutions Ltd	72.83
*Seven Resourcing Limited	72.19
*Sanctuary Personnel Limited	69.90
*Tripod Partners Limited	68.72
*The Social Care Community Partnership Limited	66.64
*Red Sector Recruitment Ltd	62.97
*H1 Healthcare Solutions Ltd	60.68
*Hunter Gatherer AHP Resourcing Limited	51.58
*Liquid Personnel Limited	51.30
*Taylor Davenport Resourcing Ltd	43.17
Regional Sub-lot 5a - Argyll & Bute Mainland	
*Service Care Solutions Ltd	72.83
*Seven Resourcing Limited	72.19
*Sanctuary Personnel Limited	71.27
*Tripod Partners Limited	68.72
*The Social Care Community Partnership Limited	66.64
*Red Sector Recruitment Ltd	62.97
*H1 Healthcare Solutions Ltd	60.68
*Hunter Gatherer AHP Resourcing Limited	51.58
*Liquid Personnel Limited	51.30
*Taylor Davenport Resourcing Ltd	44.00
Regional Sub-Lot 5b - Argyll & Bute Islands	
*Service Care Solutions Ltd	72.83
*Seven Resourcing Limited	72.19
*Sanctuary Personnel Limited	71.10

*Tripod Partners Limited	68.72
*The Social Care Community Partnership Limited	66.64
*Red Sector Recruitment Ltd	62.97
*H1 Healthcare Solutions Ltd	60.68
*Hunter Gatherer AHP Resourcing Limited	51.58
*Liquid Personnel Limited	51.30
*Taylor Davenport Resourcing Ltd	44.33
Regional Sub-Lot 6 - South West	
*Service Care Solutions Ltd	72.83
*ASA International Limited	72.67
*Seven Resourcing Limited	72.19
*Sanctuary Personnel Limited	70.94
*Tripod Partners Limited	68.72
*The Social Care Community Partnership Limited	66.64
*Red Sector Recruitment Ltd	62.97
*H1 Healthcare Solutions Ltd	60.68
*Hunter Gatherer AHP Resourcing Limited	51.58
*Liquid Personnel Limited	51.30
*Taylor Davenport Resourcing Ltd	46.67
Regional Sub-Lot 7 - Glasgow	
*ASA International Limited	72.67
*Service Care Solutions Ltd	72.83
*ASA International Limited	72.67
*Seven Resourcing Limited	72.19
*Sanctuary Personnel Limited	70.84
*Tripod Partners Limited	68.72
*The Social Care Community Partnership Limited	66.64
*Red Sector Recruitment Ltd	62.97
*H1 Healthcare Solutions Ltd	60.68
*Hunter Gatherer AHP Resourcing Limited	51.58
*Liquid Personnel Limited	51.52
*Taylor Davenport Resourcing Ltd	45.00
Regional Sub-Lot 8 - Lanarkshire	
*Service Care Solutions Ltd	72.83
*ASA International Limited	72.67
*Seven Resourcing Limited	72.19
*Sanctuary Personnel Limited	70.94
*Tripod Partners Limited	68.72
*The Social Care Community Partnership Limited	66.64
*Red Sector Recruitment Ltd	62.97
*H1 Healthcare Solutions Ltd	60.68
*Hunter Gatherer AHP Resourcing Limited	51.58

*Liquid Personnel Limited	51.30
*Taylor Davenport Resourcing Ltd	45.00
Regional Sub-Lot 9 - Renfrewshire & Inverclyde	
*Service Care Solutions Ltd	72.83
*ASA International Limited	72.67
*Seven Resourcing Limited	72.19
*Sanctuary Personnel Limited	70.94
*Tripod Partners Limited	68.72
*The Social Care Community Partnership Limited	66.64
*Red Sector Recruitment Ltd	62.97
*H1 Healthcare Solutions Ltd	60.68
*Hunter Gatherer AHP Resourcing Limited	51.58
*Liquid Personnel Limited	51.30
*Taylor Davenport Resourcing Ltd	44.33
Regional Sub-lot 10 - West Dunbartonshire	
*Service Care Solutions Ltd	72.83
*ASA International Limited	72.67
*Seven Resourcing Limited	72.19
*Sanctuary Personnel Limited	71.89
*Tripod Partners Limited	68.72
*The Social Care Community Partnership Limited	66.64
*Red Sector Recruitment Ltd	62.97
*H1 Healthcare Solutions Ltd	60.68
*Hunter Gatherer AHP Resourcing Limited	51.58
*Liquid Personnel Limited	51.30
*Taylor Davenport Resourcing Ltd	44.33
Regional Sub-Lot 11 - Aberdeen City	
*Service Care Solutions Ltd	72.83
*ASA International Limited	72.67
*Seven Resourcing Limited	72.19
*Sanctuary Personnel Limited	70.96
*Tripod Partners Limited	68.72
*The Social Care Community Partnership Limited	66.64
*Red Sector Recruitment Ltd	62.97
*H1 Healthcare Solutions Ltd	60.68
*Hunter Gatherer AHP Resourcing Limited	51.58
*Liquid Personnel Limited	51.30
*Taylor Davenport Resourcing Ltd	44.33
Regional Sub-Lot 12 - Aberdeenshire	
*Service Care Solutions Ltd	72.83
*ASA International Limited	72.67

*Seven Resourcing Limited	72.19
*Sanctuary Personnel Limited	70.96
*Tripod Partners Limited	68.72
*The Social Care Community Partnership Limited	66.64
*Red Sector Recruitment Ltd	62.97
*H1 Healthcare Solutions Ltd	60.68
*Hunter Gatherer AHP Resourcing Limited	51.58
*Liquid Personnel Limited	51.30
*Taylor Davenport Resourcing Ltd	44.58
Regional Sub-Lot 13 - Tayside	
*Service Care Solutions Ltd	72.83
*ASA International Limited	72.67
*Seven Resourcing Limited	72.19
*Sanctuary Personnel Limited	70.96
*Tripod Partners Limited	68.72
*The Social Care Community Partnership Limited	66.64
*Red Sector Recruitment Ltd	62.97
*H1 Healthcare Solutions Ltd	60.68
*Hunter Gatherer AHP Resourcing Limited	51.58
*Liquid Personnel Limited	51.30
*Kenylink Services Limited	48.38
*Taylor Davenport Resourcing Ltd	44.58
Regional Sub-Lot 14 - Edinburgh	
*Service Care Solutions Ltd	72.83
*ASA International Limited	72.67
*Seven Resourcing Limited	72.19
*Sanctuary Personnel Limited	70.84
*Tripod Partners Limited	68.72
*The Social Care Community Partnership Limited	66.64
*Red Sector Recruitment Ltd	62.97
*H1 Healthcare Solutions Ltd	60.68
*Hunter Gatherer AHP Resourcing Limited	51.58
*Liquid Personnel Limited	51.52
*Kenylink Services Limited	48.38
*Taylor Davenport Resourcing Ltd	44.58
Regional Sub-Lot 15 - Central	
*Service Care Solutions Ltd	72.83
*ASA International Limited	72.67
*Seven Resourcing Limited	72.19
*Sanctuary Personnel Limited	70.94
*Tripod Partners Limited	68.72
*The Social Care Community Partnership Limited	66.64

*Red Sector Recruitment Ltd	62.97
*H1 Healthcare Solutions Ltd	60.68
*Hunter Gatherer AHP Resourcing Limited	51.58
*Liquid Personnel Limited	51.52
*Kenylink Services Limited	48.38
*Taylor Davenport Resourcing Ltd	44.58
Regional Sub-Lot 16 - Lothian & Borders	
*Service Care Solutions Ltd	72.83
*ASA International Limited	72.67
*Seven Resourcing Limited	72.19
*Sanctuary Personnel Limited	71.51
*Tripod Partners Limited	68.72
*The Social Care Community Partnership Limited	66.64
*Red Sector Recruitment Ltd	62.97
*H1 Healthcare Solutions Ltd	60.68
*Hunter Gatherer AHP Resourcing Limited	51.58
*Liquid Personnel Limited	51.30
*Kenylink Services Limited	48.38
*Taylor Davenport Resourcing Ltd	44.58
Regional Sub-Lot 17 - Fife	
*Service Care Solutions Ltd	72.83
*ASA International Limited	72.67
*Seven Resourcing Limited	72.19
*Sanctuary Personnel Limited	70.96
*Tripod Partners Limited	68.72
*The Social Care Community Partnership Limited	66.64
*Red Sector Recruitment Ltd	62.97
*H1 Healthcare Solutions Ltd	60.68
*Hunter Gatherer AHP Resourcing Limited	51.58
*Liquid Personnel Limited	51.30
*Kenylink Services Limited	48.38
*Taylor Davenport Resourcing Ltd	44.58

Lot 3 - Ancillary Roles

Tenderer	Total
Regional Sub-lot 1 - Highland	
*Service Care Solutions Ltd	76.00
*Florence Staffing Ltd	65.67
*Newcross Healthcare Solutions Limited	65.30
*H1 Healthcare Solutions Ltd	57.52
Regional Sub-lot 2 - Moray	

*Service Care Solutions Ltd	76.00
*Florence Staffing Ltd	65.67
*Newcross Healthcare Solutions Limited	65.30
*H1 Healthcare Solutions Ltd	58.15
Regional Sub-lot 3 - The Islands	
*Service Care Solutions Ltd	76.00
*Florence Staffing Ltd	65.67
*Newcross Healthcare Solutions Limited	65.30
*H1 Healthcare Solutions Ltd	58.15
Regional Sub-lot 4 - Western Isles	
*Service Care Solutions Ltd	76.00
*Florence Staffing Ltd	65.67
*Newcross Healthcare Solutions Limited	65.38
*H1 Healthcare Solutions Ltd	58.16
Regional Sub-lot 5a - Argyll & Bute Mainland	
*Service Care Solutions Ltd	76.00
*Florence Staffing Ltd	65.67
*Newcross Healthcare Solutions Limited	65.30
*H1 Healthcare Solutions Ltd	58.16
*MVN Associates Limited	57.82
Regional Sub-Lot 5b - Argyll & Bute Islands	
*Service Care Solutions Ltd	76.00
*Florence Staffing Ltd	65.67
*Newcross Healthcare Solutions Limited	65.30
*H1 Healthcare Solutions Ltd	58.16
Regional Sub-Lot 6 - South West	
*ASA International Limited	75.85
*Service Care Solutions Ltd	70.82
*Newcross Healthcare Solutions Limited	64.14
*Florence Staffing Ltd	62.56
*GSR Nursing Ltd	57.87
*H1 Healthcare Solutions Ltd	56.41
*MVN Associates Limited	55.42
Regional Sub-Lot 7 - Glasgow	
*ASA International Limited	75.85
*Service Care Solutions Ltd	70.82
*Newcross Healthcare Solutions Limited	64.14
*Florence Staffing Ltd	62.56
*Jobs and Co. Ltd.	62.41

*GSR Nursing Ltd	57.87
*H1 Healthcare Solutions Ltd	56.41
*MVN Associates Limited	55.42
*Mitchell & Murdoch Care Ltd	46.96
Regional Sub-Lot 8 - Lanarkshire	
*ASA International Limited	75.85
*Service Care Solutions Ltd	70.82
*Newcross Healthcare Solutions Limited	64.14
*Florence Staffing Ltd	62.56
*GSR Nursing Ltd	57.87
*H1 Healthcare Solutions Ltd	56.41
*MVN Associates Limited	55.42
*Mitchell & Murdoch Care Ltd	46.96
Regional Sub-Lot 9 - Renfrewshire & Inverclyde	
*ASA International Limited	75.85
*Service Care Solutions Ltd	70.82
*Newcross Healthcare Solutions Limited	64.14
*Florence Staffing Ltd	62.56
*Jobs and Co. Ltd.	62.41
*GSR Nursing Ltd	57.87
*H1 Healthcare Solutions Ltd	56.41
*MVN Associates Limited	55.42
*Mitchell & Murdoch Care Ltd	46.96
Regional Sub-lot 10 - West Dunbartonshire	
*ASA International Limited	75.85
*Service Care Solutions Ltd	70.82
*Newcross Healthcare Solutions Limited	64.14
*Florence Staffing Ltd	62.56
*Jobs and Co. Ltd.	62.41
*GSR Nursing Ltd	57.87
*H1 Healthcare Solutions Ltd	56.41
*MVN Associates Limited	55.42
Regional Sub-Lot 11 - Aberdeen City	
*ASA International Limited	75.85
*Service Care Solutions Ltd	70.82
*Newcross Healthcare Solutions Limited	64.14
*Florence Staffing Ltd	62.56
*GSR Nursing Ltd	57.87
*H1 Healthcare Solutions Ltd	56.41
*Mitchell & Murdoch Care Ltd	46.96

Regional Sub-Lot 12 - Aberdeenshire	
*ASA International Limited	75.85
*Service Care Solutions Ltd	70.82
*Newcross Healthcare Solutions Limited	64.14
*Florence Staffing Ltd	62.56
*GSR Nursing Ltd	57.87
*H1 Healthcare Solutions Ltd	56.48
*Mitchell & Murdoch Care Ltd	46.96
Regional Sub-Lot 13 - Tayside	
*ASA International Limited	75.85
*Service Care Solutions Ltd	70.82
*Newcross Healthcare Solutions Limited	64.14
*Florence Staffing Ltd	62.56
*H1 Healthcare Solutions Ltd	58.23
*GSR Nursing Ltd	57.87
*Mitchell & Murdoch Care Ltd	46.96
*Kenylink Services Limited	44.18
Regional Sub-Lot 14 - Edinburgh	
*ASA International Limited	75.85
*Service Care Solutions Ltd	70.82
*Newcross Healthcare Solutions Limited	64.14
*Florence Staffing Ltd	62.56
*GSR Nursing Ltd	57.87
*H1 Healthcare Solutions Ltd	56.41
*Mitchell & Murdoch Care Ltd	46.96
*Kenylink Services Limited	44.18
Regional Sub-Lot 15 - Central	
*ASA International Limited	75.85
*Service Care Solutions Ltd	70.82
*Newcross Healthcare Solutions Limited	64.14
*Florence Staffing Ltd	62.56
*Jobs and Co. Ltd.	62.41
*GSR Nursing Ltd	57.87
*H1 Healthcare Solutions Ltd	56.41
*Kenylink Services Limited	44.18
Regional Sub-Lot 16 - Lothian & Borders	
*ASA International Limited	75.85
*Service Care Solutions Ltd	70.82
*Newcross Healthcare Solutions Limited	64.14
*Florence Staffing Ltd	62.56

*GSR Nursing Ltd	57.87
*H1 Healthcare Solutions Ltd	56.41
*Kenylink Services Limited	44.18
Regional Sub-Lot 17 - Fife	
*ASA International Limited	75.85
*Service Care Solutions Ltd	70.82
*Newcross Healthcare Solutions Limited	64.12
*Florence Staffing Ltd	62.56
*GSR Nursing Ltd	57.87
*H1 Healthcare Solutions Ltd	56.41
*Mitchell & Murdoch Care Ltd	46.96
*Kenylink Services Limited	44.18

Lot 1: Non-Compliant Tenderer	
Sunray Care Ltd	N/C

Lot 3: Non-Compliant Tenderer	
GGIF Care Limited	N/C

*Recommended for award

**Recommended for part-award

N/C – Non-compliant

Appendix 4 – List of Recommended Suppliers with Living Wage Status

Tenderer	Accredited	Progress towards accreditation	Not Accredited but pay the real Living Wage (all Front-Line Care Staff)	Pay real Living Wage and Committed to gaining accreditation over the first 2 years of the Framework	Not paying real Living Wage but committed to doing so within 2 years	Neither accredited nor paying the real Living Wage
*Aberness Care Limited	Yes					
*Aberness Recruitment Agency Limited	Yes					
*Ailsa Care Services Ltd.	Yes					
*Allied & Clinical Recruitments Limited			Yes			
*ASA International Limited	Yes					
*Caledonia Healthcare Limited	Yes					
*Care Response 24/7 Ltd	Yes					
*Caring Hearts Recruitment Ltd			Yes			
*Florence Staffing Ltd	Yes					
*GSR Nursing Ltd			Yes			
*H1 Healthcare Solutions Ltd	Yes					
*HSC Futures Ltd	Yes					
*Hunter Gatherer AHP Resourcing Limited			Yes			
*Independent Clinical Services Limited			Yes			

Tenderer	Accredited	Progress towards accreditation	Not Accredited but pay the real Living Wage (all Front-Line Care Staff)	Pay real Living Wage and Committed to gaining accreditation over the first 2 years of the Framework	Not paying real Living Wage but committed to doing so within 2 years	Neither accredited nor paying the real Living Wage
*Jobs and Co. Ltd.			Yes			
*Kenylink Services Limited			Yes			
*Liquid Personnel Limited	Yes					
*Mitchell & Murdoch Care Ltd	Yes					
*MVN Associates Limited				Yes		
*Newcross Healthcare Solutions Limited	Yes					
*Oncall Care Service Ltd			Yes			
*Pegasus Healthcare Solutions Limited	Yes					
*Red Sector Recruitment Ltd			Yes			
*Reed Specialist Recruitment Limited			Yes			
*Sanctuary Personnel Limited			Yes			
*Search Consultancy Limited			Yes			
*Service Care Solutions Ltd	Yes					
*Seven Resourcing Limited			Yes			
**SRS Partnership Limited	Yes					
*Staffscanner Ltd				Yes		
*Taylor Davenport Resourcing Ltd				Yes		

Tenderer	Accredited	Progress towards accreditation	Not Accredited but pay the real Living Wage (all Front-Line Care Staff)	Pay real Living Wage and Committed to gaining accreditation over the first 2 years of the Framework	Not paying real Living Wage but committed to doing so within 2 years	Neither accredited nor paying the real Living Wage
*The Social Care Community Partnership Limited			Yes			
*Tripod Partners Limited			Yes			
*UK Private Healthcare Limited			Yes			

*Recommended for award

**Recommended for part-award

Appendix 5 – Contract Management Segmentation Classifications

Social Care Agency Workers Flexible Framework Agreement (1721) is classified as Class C.

There are five segmentation classifications that are rated from Class A to Class E. Each classification has contract and supplier management activities associated with it based on pre-determined weighted criteria.

Class A

Due to the unique and bespoke nature of the frameworks that fall within this class, a contract management plan to be developed and agreed with CSG.

Class B

Quarterly supplier contact, six monthly surveys, annual UIG, frequent support to councils, suppliers and external stakeholders requiring high level of procurement expertise, extensive contract monitoring.

Class C

Six monthly supplier contact, six monthly to annual surveys, annual UIG, regular support to councils, suppliers and external stakeholders requiring procurement expertise, high contract monitoring.

Class D

Annual supplier contact, annual surveys, optional annual UIG, ad-hoc support to councils, suppliers and external stakeholders potentially requiring procurement expertise, regular contract monitoring.

Class E

Annual supplier contact (if required), optional annual surveys, no requirement for annual UIG, straightforward ad-hoc support to councils, suppliers and potentially requiring procurement assistance, basic contract monitoring.

Scotland Excel

To: Executive Sub-Committee

On: 16 September 2022

**Report by:
Chief Executive of Scotland Excel**

Request for Associate Membership of Scotland Excel by David MacBrayne Limited

1. Background

- 1.1 Scotland Excel operates an Associate programme to allow access to its frameworks and services to a wide range of other public service orientated bodies. Applications can be made for Associate Membership by organisations such as council arm's length organisations, community groups, charities, housing associations and voluntary organisations which are a public body or a body that engages in activities of a public nature.

Organisations apply to Scotland Excel for Associate Membership to allow them to access the frameworks for goods and services which are in place for our members. Associates do not have the opportunity to influence the future contract delivery schedule which is reserved for the full local authority members.

Associate membership supports the wider aims of Scotland Excel by increasing overall spend against frameworks, providing additional income and supporting the goals of promoting excellent public procurement across Scottish organisations.

2. Organisation Background

- 2.1 David MacBrayne Limited (DML) is a private limited company. David MacBrayne Limited is an executive non-departmental public body of the Scottish Government and is one of the largest logistics companies in Scotland. A ferry operator, harbour and ship management specialist, it is one of Scotland's biggest headquartered firms employing around 1500 people. DML through its main subsidiary companies CalMac Ferries Limited and Solent Gateway Limited transports more than five million passengers annually and operates 26 ports within the UK.
- 2.2 David MacBrayne Limited is an accredited real living wage employer.

3. Associate Membership Process

3.1 Before any application is submitted for approval, a number of validation checks on the organisation are carried out. These include a review of the Memorandum & Articles of Association, the financial position and the type of contracts that the organisation is likely to access. It is confirmed that satisfactory validation checks have been completed in relation to this application.

3.2 Scotland Excel monitors all requests from applicants to become associate members to ensure that any legal requirements are met. In this case, David MacBrayne Limited can be recommended for associate membership access in accordance with the Local Authorities (Goods and Services) Act 1970 section 1 (1B)(c). Namely, that it has functions that are public in nature or engages in activities of that nature so long as the purpose or effect of access to Scotland Excel's services is to facilitate its discharge of those functions or activities.

3.3 Fees are determined in a number of ways:

Arms Length External Organisations (ALEOs) related to local authority members pay no fee as this is covered within requisition fees.

National Health Service (NHS) bodies, Colleges and Universities, and Non departmental bodies of the Scottish Government pay no fee under a reciprocal agreement that allows local authorities to utilise contracts created by the relevant procurement centres of expertise.

All other associate fees are calculated on a standard methodology agreed by committee. e.g. Housing Associations pay based on the number of houses within their portfolio.

4. Recommendations

4.1 It is recommended to committee that David MacBrayne Limited application to join Scotland Excel as an associate member be approved, with no annual fee as part of the reciprocal agreement and subject to the agreement document.

Scotland Excel

To: Executive Sub-Committee

On: 16 September 2022

**Report by:
Chief Executive of Scotland Excel**

Request for Associate Membership of Scotland Excel by Ferguson Marine (Port Glasgow) Ltd

1. Background

- 1.1 Scotland Excel operates an Associate programme to allow access to its frameworks and services to a wide range of other public service orientated bodies. Applications can be made for Associate Membership by organisations such as council arm's length organisations, community groups, charities, housing associations and voluntary organisations which are a public body or a body that engages in activities of a public nature.

Organisations apply to Scotland Excel for Associate Membership to allow them to access the frameworks for goods and services which are in place for our members. Associates do not have the opportunity to influence the future contract delivery schedule which is reserved for the full local authority members.

Associate membership supports the wider aims of Scotland Excel by increasing overall spend against frameworks, providing additional income and supporting the goals of promoting excellent public procurement across Scottish organisations.

2. Organisation Background

- 2.1 Ferguson Marine (Port Glasgow) Ltd is a private limited company. Ferguson Marine (Port Glasgow) Ltd is a ship building yard owned by the Scottish Government and an executive non-departmental public body.
- 2.2 Ferguson Marine (Port Glasgow) Ltd is a real living wage employer but is not accredited.

3. Associate Membership Process

3.1 Before any application is submitted for approval, a number of validation checks on the organisation are carried out. These include a review of the Memorandum & Articles of Association, the financial position and the type of contracts that the organisation is likely to access. It is confirmed that satisfactory validation checks have been completed in relation to this application.

3.2 Scotland Excel monitors all requests from applicants to become associate members to ensure that any legal requirements are met. In this case, Ferguson Marine (Port Glasgow) Ltd can be recommended for associate membership access in accordance with the Local Authorities (Goods and Services) Act 1970 section 1 (1B)(c). Namely, that it has functions that are public in nature or engages in activities of that nature so long as the purpose or effect of access to Scotland Excel's services is to facilitate its discharge of those functions or activities.

3.3 Fees are determined in a number of ways:

Arms Length External Organisations (ALEOs) related to local authority members pay no fee as this is covered within requisition fees.

National Health Service (NHS) bodies, Colleges and Universities, and Non departmental bodies of the Scottish Government pay no fee under a reciprocal agreement that allows local authorities to utilise contracts created by the relevant procurement centres of expertise.

All other associate fees are calculated on a standard methodology agreed by committee. e.g. Housing Associations pay based on the number of houses within their portfolio.

4. Recommendations

4.1 It is recommended to committee that Ferguson Marine (Port Glasgow) Ltd's application to join Scotland Excel as an associate member be approved, with no annual fee as part of the reciprocal agreement and subject to the agreement document.

Scotland Excel

To: Executive Sub-Committee

On: 16 September 2022

**Report by:
Chief Executive of Scotland Excel**

Request for Associate Membership of Scotland Excel by Hebridean Housing Partnership Limited

1. Background

- 1.1 Scotland Excel operates an Associate programme to allow access to its frameworks and services to a wide range of other public service orientated bodies. Applications can be made for Associate Membership by organisations such as council arm's length organisations, community groups, charities, housing associations and voluntary organisations which are a public body or a body that engages in activities of a public nature.

Organisations apply to Scotland Excel for Associate Membership to allow them to access the frameworks for goods and services which are in place for members. Associates do not have the opportunity to influence the future contract delivery schedule which is reserved for the full local authority members.

Associate membership supports the wider aims of Scotland Excel by increasing overall spend against frameworks, providing additional income and supporting the goals of promoting excellent public procurement across Scottish organisations.

2. Organisation Background

- 2.1 Hebridean Housing Partnership Limited is located on the Isle of Lewis and has housing stock of 2,300 properties. Their vision is to "make our house your home" and achieve this by placing tenants at the centre of everything they do, investing in an environmentally sustainable way in tenants' homes, and working with partners to contribute to the wellbeing of communities throughout the Outer Hebrides. Hebridean Housing Partnership Limited is a Registered Society (under the Co-operative and Community Benefit Societies Act 2014), a Registered Social Landlord and a Registered Scottish Charity.
- 2.2 Hebridean Housing Partnership Limited is an accredited real living wage employer

3. Associate Membership Process

3.1 Before any application is submitted for approval, a number of validation checks on the organisation are carried out. These include a review of the Memorandum & Articles of Association, the financial position and the type of contracts that the organisation is likely to access. It is confirmed that satisfactory validation checks have been completed in relation to this application.

3.2 Scotland Excel monitors all requests from applicants to become associate members to ensure that any legal requirements are met. In this case, Hebridean Housing Partnership Limited can be recommended for associate membership on the basis of the Local Authorities (Goods and Services) Act 1970 section 1 (1B)(c). Namely, that it has functions that are public in nature or engages in activities of that nature so long as the purpose or effect of access to Scotland Excel's services is to facilitate its discharge of those functions or activities.

3.3 Fees are determined in a number of ways:

Arms Length External Organisations (ALEOs) related to local authority members pay no fee as this is covered within requisition fees.

National Health Service (NHS) bodies, Colleges and Universities, and Non departmental bodies of the Scottish Government pay no fee under a reciprocal agreement that allows local authorities to utilise contracts created by the relevant procurement centres of expertise.

All other associate fees are calculated on a standard methodology agreed by committee. e.g. Housing Associations pay based on the number of houses within their portfolio.

4. Recommendations

4.1 It is recommended to committee that Hebridean Housing Partnership Limited application to join Scotland Excel as an associate member be approved, with an annual fee of £3,450 subject to the agreement document.

Scotland Excel

To: Executive Sub-Committee

On: 16 September 2022

**Report by:
Chief Executive of Scotland Excel**

Request for Associate Membership of Scotland Excel by Provanhall Housing Association Limited

1. Background

- 1.1 Scotland Excel operates an Associate programme to allow access to its frameworks and services to a wide range of other public service orientated bodies. Applications can be made for Associate Membership by organisations such as council arm's length organisations, community groups, charities, housing associations and voluntary organisations which are a public body or a body that engages in activities of a public nature.

Organisations apply to Scotland Excel for Associate Membership to allow them to access the frameworks for goods and services which are in place for members. Associates do not have the opportunity to influence the future contract delivery schedule which is reserved for the full local authority members.

Associate membership supports the wider aims of Scotland Excel by increasing overall spend against frameworks, providing additional income and supporting the goals of promoting excellent public procurement across Scottish organisations.

2. Organisation Background

- 2.1 Provanhall Housing Association Limited is located in the east end of Glasgow in Easterhouse, and has housing stock of 517 properties with a vision of working together, making homes and building communities. Provanhall Housing Association Limited is a Registered Society (under the Co-operative and Community Benefit Societies Act 2014), a Registered Social Landlord and a Registered Scottish Charity.
- 2.2 Provanhall Housing Association Limited is an accredited real living wage employer.

3. Associate Membership Process

3.1 Before any application is submitted for approval, a number of validation checks on the organisation are carried out. These include a review of the Memorandum & Articles of Association, the financial position and the type of contracts that the organisation is likely to access. It is confirmed that satisfactory validation checks have been completed in relation to this application.

3.2 Scotland Excel monitors all requests from applicants to become associate members to ensure that any legal requirements are met. In this case, Provanhall Housing Association Limited can be recommended for associate membership on the basis of the Local Authorities (Goods and Services) Act 1970 section 1 (1B)(c). Namely, that it has functions that are public in nature or engages in activities of that nature so long as the purpose or effect of access to Scotland Excel's services is to facilitate its discharge of those functions or activities.

3.3 Fees are determined in a number of ways:

Arms Length External Organisations (ALEOs) related to local authority members pay no fee as this is covered within requisition fees.

National Health Service (NHS) bodies, Colleges and Universities, and Non departmental bodies of the Scottish Government pay no fee under a reciprocal agreement that allows local authorities to utilise contracts created by the relevant procurement centres of expertise.

All other associate fees are calculated on a standard methodology agreed by committee. e.g. Housing Associations pay based on the number of houses within their portfolio.

4. Recommendations

4.1 It is recommended to committee that Provanhall Housing Association Limited's application to join Scotland Excel as an associate member be approved, with an annual fee of £776 subject to the agreement document.

Scotland Excel

To: Executive Sub-Committee

On: 16 September 2022

**Report by:
Chief Executive of Scotland Excel**

Request for Associate Membership of Scotland Excel by Southside Housing Association Limited

1. Background

- 1.1 Scotland Excel operates an Associate programme to allow access to its frameworks and services to a wide range of other public service orientated bodies. Applications can be made for Associate Membership by organisations such as council arm's length organisations, community groups, charities, housing associations and voluntary organisations which are a public body or a body that engages in activities of a public nature.

Organisations apply to Scotland Excel for Associate Membership to allow them to access the frameworks for goods and services which are in place for members. Associates do not have the opportunity to influence the future contract delivery schedule which is reserved for the full local authority members.

Associate membership supports the wider aims of Scotland Excel by increasing overall spend against frameworks, providing additional income and supporting the goals of promoting excellent public procurement across Scottish organisations.

2. Organisation Background

- 2.1 Southside Housing Association Limited is located in the south of Glasgow in Cardonald and has housing stock of 2,140 properties. Their mission is to provide quality, affordable homes and to work with communities and partners to maintain safe and popular neighbourhoods. Southside Housing Association Limited is a Registered Society (under the Co-operative and Community Benefit Societies Act 2014), a Registered Social Landlord and a Registered Scottish Charity.
- 2.2 Southside Housing Association Limited is an accredited real living wage employer.

3. Associate Membership Process

3.1 Before any application is submitted for approval, a number of validation checks on the organisation are carried out. These include a review of the Memorandum & Articles of Association, the financial position and the type of contracts that the organisation is likely to access. It is confirmed that satisfactory validation checks have been completed in relation to this application.

3.2 Scotland Excel monitors all requests from applicants to become associate members to ensure that any legal requirements are met. In this case, Southside Housing Association Limited can be recommended for associate membership on the basis of the Local Authorities (Goods and Services) Act 1970 section 1 (1B)(c). Namely, that it has functions that are public in nature or engages in activities of that nature so long as the purpose or effect of access to Scotland Excel's services is to facilitate its discharge of those functions or activities.

3.3 Fees are determined in a number of ways:

Arms Length External Organisations (ALEOs) related to local authority members pay no fee as this is covered within requisition fees.

National Health Service (NHS) bodies, Colleges and Universities, and Non departmental bodies of the Scottish Government pay no fee under a reciprocal agreement that allows local authorities to utilise contracts created by the relevant procurement centres of expertise.

All other associate fees are calculated on a standard methodology agreed by committee. e.g. Housing Associations pay based on the number of houses within their portfolio.

4. Recommendations

4.1 It is recommended to committee that Southside Housing Association Limited application to join Scotland Excel as an associate member be approved, with an annual fee of £3,210 subject to the agreement document.

Scotland Excel

To: Executive Sub-Committee

On: 16 September 2022

Report by:
Chief Executive of Scotland Excel
Update on the Contract Delivery Plan

1. Introduction

This report provides a progress update on the 2022/ 2023 contract delivery plan.

2. Progress to Date

Appendices 1 – 4 of this report on the 2022/ 2023 Contract Delivery Plan detail new framework developments and renewals, framework extensions and frameworks with ongoing contract management activity.

There are 72 current frameworks in the Scotland Excel contract portfolio, with 3 further frameworks to be developed and added. 26 of these frameworks are to be renewed before 30 June 2023 (Appendix 1).

A further 23 of the frameworks on the current portfolio have extension options that are available to be exercised in 2022/ 2023, with 19 of these extensions already being approved.

The estimated forecast value of the Scotland Excel framework portfolio by 31 March 2023 will be approximately £2Billion.

Overall, efficiencies delivered to date in 2022/2023 are 2.09%, which is within the forecast range.

A summary of spend and forecast savings per council between January 2021 and December 2021 can be found in Appendix 5, with an average forecast efficiency of c.1.84%.

In addition to the activity detailed in Appendices 1 - 4, Scotland Excel is exploring the benefits of further collaborative procurement across high spend, critical service areas in the construction, corporate, ICT and social care teams.

Social Care

Following the most recent re-opening of the flexible framework for care and support services, 20 new providers (24 services) have successfully joined the framework. For the newly awarded providers, two framework mobilisation sessions were held on 26 May and 30 May. In addition, two refresher sessions were held with current framework providers on 24 and 28 June. Commissioners have been informed that the newly appointed providers were awarded to the framework on 22 April 2022 and one single provider from 29 April 2022 following further checks.

The tender for the 3rd generation framework for Social Care Agency Workers was published on 24 May 2022. Following extended consultation with the User Intelligence Group, the framework will retain many elements of the current arrangement with amendments to the structure of the lots, care roles, simplifying ordering procedures and modification of the evaluation methodology. The tender closed on 30 June 2022 and is at the final stages of the evaluation process with the new framework anticipated to be in place for 1 November 2022.

Phase 1 of the Residential Rehabilitation Project market research and analysis is currently in progress to consider commissioning options for residential rehabilitation services. This work has been commissioned by the Scottish Government. Scotland Excel has requested information from commissioners about contracting and commissioning arrangements and future options via a questionnaire to Alcohol and Drug Partnerships (ADPs) and more detailed template to Health and Social Care Partnership Contracts and Commissioning teams.

The approach was modified to reduce the amount of information requested from ADPs on advice from the Scottish Government. Letters to Integrated Joint Boards, Chief Officers and Heads of Council Procurement have been sent to advise them of the work. Spend per ADP is available from publicly available data, but not spend or rates per provider. The spend information requested is required to identify options and will be reviewed following returns from commissioners and providers.

A Prior Information Notice and questionnaire for providers/services was issued and links published on Twitter and LinkedIn, as well as direct communications to known providers. The closing date for both surveys was 22 July 2022, this has been extended to allow follow up with ADPs, commissioners and providers.

The redesign process of the National Care Home Contract (NCHC) has now started. Review of the redesign strategy will continue in order to encapsulate guidance and legislation that has a direct impact on the contract. As expected, when working across multiple agencies and individual groups, there has been a “settling in” period for the process which may have an impact on the projected timeline of March 2023 for completion. This will continue to be monitored and assessed by Scotland Excel.

Scotland Excel has been consulting with key stakeholders in relation to future plans for the national framework for Children’s Residential Care & Education. The renewal tender was published in May this year and the new framework is scheduled to go live in October 2022. The renewal framework reflects the feedback received from providers and councils to create a streamlined process that reduces the administrative burden on providers whilst increasing the information sharing and transparency around services and fees.

The renewal framework also features continuing care services, which reflects the policy direction of supporting children and young people in placements over a longer time period, where it is appropriate to do so.

Construction, Transport and Environmental Services

Since the last update on the Contract Delivery Plan, a framework focused on development of Scotland’s Electric Vehicle Charging Infrastructure has been awarded. Mobilisation work is underway to ensure users of the framework are equipped with the appropriate support to enable award of works packages. The objective of the framework is to support the elimination of petrol and diesel light

commercial vehicles in Scotland's public sector fleet by 2025 in line with the Scottish Government Climate Change Plans.

Scotland Excel awarded the second-generation Energy Efficiency Contractors Framework earlier this year which provides members with an effective method of upgrading existing housing stock. A launch event for the framework took place at Dynamic Earth on 26 May. The event was well attended by Scotland Excel member organisations and suppliers. The agenda introduced stakeholders to policy developers, those leading on green energy skills development and those working to bring innovation to this marketplace.

By linking together those using the framework with leads in each of these areas, the potential for fast paced retrofitting of residential and corporate properties is increased. This framework has sustainability at its core and will underpin the Scottish Government's drive for Net Zero by 2045.

Several frameworks are currently under development:

Construction Materials merges five established frameworks, using the rich pool of data on buying habits compiled over more than 10 years of facilitating the sourcing of materials. This knowledge of the market, buying habits and supplier services means we are now able to simplify the sourcing of material by offering a consolidated approach. This framework will be ready for use in Spring 2023.

Property Maintenance and Refurbishment will focus on the provision of services for the management of both domestic and non-domestic properties. This is a first-generation framework and is being developed through consultation with our members to ensure it covers a broad range of requirements. The contract owner has also worked with the national Supplier Development Programme to ensure the business community are well informed of the opportunities this framework presents. Training for businesses has been offered to ensure any companies unfamiliar with public contracting have the appropriate information to access the tender documents when issued.

Preparation for a revised approach to frameworks for Grounds Maintenance supplies and the Purchase of Light and Heavy Plant are now underway. Strategies to improve how these frameworks are structured to reflect operational use will be explored.

There are five frameworks which are nearing the end of the procurement process and preparations for mobilising suppliers and implementing contracts within member organisations are taking place. The recommendations for award to the Outdoor Play and Sports Equipment, Salt for Winter Maintenance and Roadstone frameworks were approved at the August Executive Sub-committee and award procedures are underway. Building Construction Consultancy and Street Lighting Materials are under evaluation and recommendations will be submitted to upcoming meetings of the Executive Sub Committee for approval to award. All five frameworks will be available for use later this year.

The activity under the New Build Residential Construction Framework has continued to grow as our members have renewed their focus on new build housing projects. Early discussions on the needs of the next generation of this framework are underway. Members were issued a survey in May 2022 and the results are now being used to inform the lotting structure for the next generation, due to be available from August 2023.

Corporate, ICT and Operational Supplies and Services

Food price inflation over recent months remains an area of concern. Food prices in the UK continue to rise, with food price inflation reaching 9.8% in the 12 months to June. Overall inflation has reached another 40 year high, with the latest Office of National Statistics (ONS) figures showing overall inflation of 9.4% in the 12 months to June 2022- largely driven by rising fuel and food costs. Economists estimate that overall inflation will continue to rise, with some predicting a 11% rise this autumn due to the Ukraine war and economic sanctions on Russia.

Compared to the annual increase in May, June figures shows that prices have risen across the food categories (except sugar and confectionery), with the highest increase seen in milk, cheese and eggs, meat and vegetables. The Food and Agriculture Organisation of the United Nations published figures for June 2022; the FAO Food Price Index, shows a slight decline since April 2022, although this is still 23% above its value a year ago. While international meat and dairy prices are still increasing, these increases have been offset by decreasing international prices of vegetable oils, cereals and sugars.

The current Scotland Excel Framework for Fresh Meats, Cooked Meats and Fresh Fish was due to expire in September 2022. However due to various reasons including the introduction of the Good Food Nation Bill and current volatile pricing in food, a 6-month extension to this framework has been approved under Regulation 72. By delaying this tender Scotland Excel will be better able to develop strategy around the Good Food Nation Plans our members are required to create. Work is now underway to develop the strategy for this retender.

Work is also under way on the retender of Janitorial Products which is due to go live in March 2023. A prior information notice has been issued to the market through Public Contracts Scotland and planning is under way to hold user information groups with our members.

Prior information notices have been issued through Public Contracts Scotland for various upcoming tenders including First Aid Materials, Bottled Gas, Fire Safety Equipment and Commercial Catering Equipment.

Currently the ICT and Education team is developing the tender documents for the following contracts: National Shared Digital ARC, Technology Enabled Care and Fire Safety Equipment with the intention that these contracts are approved for award by the December committee.

The team is engaged in several projects with our partner the Scottish Local Government Digital Office these projects include Office 365, Security Operation Centre and the Scottish Technology Asset Management Platform (STAMP) which is a central repository of data on ICT and digital solutions being used across local government.

The team regularly attends and provides procurement input for the following boards – Digital Assurance, Public Sector Innovation, the Department for Education four nations roundtable on commercial themes in schools and Telecare Steering. We are also currently developing a proposal to assist the Improvement Service with some of its key procurements for 2023.

3. Conclusion

Members are invited to note the progress made to date.

Appendix 1 – List of New or Renewal Contracts until June 2023

Service	Estimated Annual Collaborative Contract Opportunity	Activity	Original Forecast Date	Previous Forecast Date	Delivered Date	Latest Forecast Date if Different	Forecast Savings Range	Delivered Savings Forecast	Comments
Contracts Approved since April 2022									
Electric Vehicle Charging Points	20,000,000	New Contract	Aug-20	Feb-22	Apr-22	Apr-22	5.5%		Approved by Executive Sub Committee April 2022.
Personal Protective Equipment	10,000,000	Renew	Mar-21	Mar-22	Apr-22	Apr-22	2% - 4%		Approved by Executive Sub Committee April 2022
Library Books & Textbooks	14,000,000	Renew	Feb-22	Mar-22	Apr-22	Apr-22	2% - 4%		Approved by Executive Sub Committee April 2022
Digital Publications and Services	1,000,000	Renew	Feb-22	Mar-22	Apr-22	Apr-22	2% - 4%		Approved by Executive Sub Committee April 2022
Water Coolers	1,500,000	Renew	Jan-22	Apr-22	Jun-22	Jun-22	2% - 4%		Approved by Executive Sub Committee June 2022
Repair of Catering Machines	2,000,000	Renew	Jan-22	Apr-22	Jun-22	Jun-22	2% - 4%		Approved by Executive Sub Committee June 2022
Employability Services	20,000,000	New Contract	Apr-22		Jun-22	Jun-22	N/A		The Flexible DPS was published in February 2022 and is anticipated to go-live from mid-August 2022. The DPS will reopen for new applications once live.
Outdoor Play and Sports Facilities	15,000,000	Renew	Mar-21	Mar-22		Aug-22	2% - 4%		Approved by Executive Sub Committee August 2022
Washroom Solutions	14,000,000	Renew	Sep-22	Aug-22		Aug-22	2%-4%		Approved by Executive Sub Committee August 2022
Salt for winter maintenance	16,250,000	Renew	Jul-22			Oct-22	2%-4%		Approved by Executive Sub Committee August 2022
Roadstone	5,000,000	Renew	Jul-22			Oct-22	2%-4%		Approved by Executive Sub Committee August 2022
Children's Residential	158,300,000	Renew	Mar-22			Oct-22	n/a		Approved by Executive Sub Committee August 2022

Service	Estimated Annual Collaborative Contract Opportunity	Activity	Original Forecast Date	Previous Forecast Date	Delivered Date	Latest Forecast Date if Different	Forecast Savings Range	Delivered Savings Forecast	Comments
September 2022 Executive Sub Committee									
Social Care Agency	80,000,000	Renew	Sep-22			Sep-22	n/a		Planned to be presented to September 2022 meeting of Executive Sub Committee for Approval
October 2022 Executive Sub Committee									
Building Construction Consultancy	18,750,000	New Contract	May-21	Mar-22		Oct-22	2% - 4%		Initially merged with Engineering Consultancy but timing delayed due to separate service offering. Tender evaluation ongoing.
Street Lighting Materials	35,000,000	Renew	Aug-22	Sep-22		Oct-22	2%-4%		Tender responses under evaluation. Will be presented to October 2022 meeting of Executive Sub Committee for approval.
November 2022 Executive Sub Committee									
First Aid Materials	2,000,000	Renew	Sep-22	Sep-22		Nov-22	2%-4%		Prior Information Notice Issued. Strategy under development
Security Operating Centre	TBC	New Contract	Nov-22			Nov-22	2%-4%		
December 2022 Executive Sub Committee									
Technology Enabled Care Goods	9,000,000	Renew	Dec-22			Dec-22	2%-4%		Prior Information Notice Issued. Evaluation Methodology Under Development
January 2023 Executive Sub Committee									
Property Maintenance and Refurbishment	75,000,000	New Contract	Dec-22			Jan-22	2%-4%		Tender development.
Fire Safety Products	2,500,000	Renew	Apr-22			Jan-22	2%-4%		Prior Information Notice Issued. Strategy under development
Janitorial Products	12,000,000	Renew	Jan-22				2%-4%		Prior Information Notice Issued. Strategy under development
February 2023 Executive Sub Committee									
Fresh Meats, Cooked Meats and Fresh Fish	40,000,000	Renew	Sep-22	Jan-23		Feb-22	2%-4%		Strategy in development, to be extended under Regulation 72 due to current market volatility and awaiting outcomes of the good
National Shared Digital Alarm Receiving Centre	1,000,000	New Contract	Aug-22			Dec-22			In development
Audio Visual Equipment	7,500,000	Renew	Mar-23	Mar-22		Feb-22	2%-4%		Pending
March 2023 Executive Sub Committee									
Grounds Maintenance Equipment	6,000,000	Renew	Mar-23				2%-4%		Pending
Light & Heavy Plant	10,000,000	Renew	Mar-23				2%-4%		Pending
Commercial Catering Equipment	4,000,000	Renew	Oct-22			Mar-22	2%-4%		Prior Information Notice Issued. Strategy under development

Service	Estimated Annual Collaborative Contract Opportunity	Activity	Original Forecast Date	Previous Forecast Date	Delivered Date	Latest Forecast Date if Different	Forecast Savings Range	Delivered Savings Forecast	Comments
2023/24 Executive Sub									
Cleaning Equipment	2,000,000	Renew	Mar-23			TBC	2%-4%		Opportunity Assessment to be undertaken to confirm requirements/spend
Bottled Gas	2,000,000	Renew	Nov-21	Not being renewed		TBC	2% - 4%		Prior Information Notice Issued. Strategy under development
Road Maintenance Materials	2,500,000	Renew	Sep-22	Jan-23		Apr-23	2%-4%		Regulation 72 extension approved until March 2023 to align with launch of merged Construction Materials renewal.
Road Signage	1,250,000	Renew	Nov-22				2%-4%		Opportunity Assessment to be undertaken to confirm requirements/spend
New Build Construction	375,000,000	Renew	Jun-23						Second generation framework being developed for renewal in August 2023.
Hot Beverages	1,000,000	Renew	Dec-22	Not being renewed		Not being renewed	2%-4%		Not being renewed
Energy Advice	1,000,000	Renew	Dec-22	Not being renewed		Not being renewed	2%-4%		Not being renewed. Services now available through Energy Efficiency Contractors
Vending Machines	1,000,000	Renew	Mar-23	Not being renewed		Not being renewed	2%-4%		Not being renewed
Cleaning Equipment	2,000,000	Renew	Mar-23			TBC	2%-4%		Opportunity Assessment to be undertaken to confirm requirements/spend
Construction Materials	70,000,000	Renew	Apr-23				2%-4%		Strategy development.
Trade Materials	10,000,000	Renew	Feb-22			Apr-23	2% - 4%		Regulation 72 extension approved until March 2023 to align with launch of merged Construction Materials renewal.
Asbestos related works and services	12,000,000	Renew	Jul-23				2%-4%		Pre-strategy consultations have begun.

Appendix 2 – Flexible Contracts until June 2023

Service	Estimated Annual Collaborative Contract Opportunity	Activity	Anticipated Re-Opening Date	Comments
Care and Support	£140,000,000	Flexible Framework Agreement	In Progress	Re-opening of the flexible framework for care and support services, 20 new providers (24 services) have successfully joined the framework. It is anticipated that successful new providers will be able to offer services under the framework from 22 April 2022. One single provider from 29 April 2022 following further checks.
Care Homes For Adults With Learning Disabilities Including Autism	£26,500,000	Flexible Framework Agreement	TBC	The survey findings have indicated that there was sufficient interest to initiate discussions at a future User Intelligence Group (UIG) to further develop the framework and reopening pending market consultation.
Social Care Agency Workers	£20,000,000	Flexible Framework Agreement	In Progress	The tender for the 3rd generation framework was published on 24 May 2022. The tender closed on 30 June 2022 and is at the final stages of the evaluation process with the new framework anticipated to be in place for 1 November 2022.
Bikeability Scotland Training Providers	£300,000	Dynamic Purchasing System (DPS)	N/A	New entrants may be approved at any point during the lifetime of the DPS
Recyclable and Residual Waste	£40,000,000	Dynamic Purchasing System (DPS)	N/A	New entrants may be approved at any point during the lifetime of the DPS
Digital Telecare	£4,000,000	Dynamic Purchasing System (DPS)	N/A	New entrants may be approved at any point during the lifetime of the DPS
Employability Services	£20,000,000	Flexible Dynamic Purchasing System (DPS)	N/A	New entrants may be approved at any point during the lifetime of the DPS

Appendix 3 – Contracts with extension options and contract management activity ongoing until June 2023

Contract Description	Est Annual Value
Boiler Maintenance	£10,000,000
Grounds Maintenance Equipment	£6,000,000
Groceries and Provisions	£30,000,000
Fresh Bread Rolls and Bakery Products	£1,500,000
Fresh Fruit and Vegetables	£1,500,000
Hot Beverages (OSS)	£1,000,000
Energy Advice (OSS)	£1,000,000
Vending Machines (OSS)	£1,250,000
Cleaning Equipment (OSS)	£2,250,000
Alcoholic Beverages (OSS)	£1,250,000
Sheriff Officers (OSS)	£1,100,000
Technology Enabled Care	£6,300,000
Demolition Services	£18,000,000
New Build Residential Construction	£375,000,000
Catering Sundries	£6,000,000
Community Meals	£4,000,000
Building and Timber	£15,000,000
Electrical Materials	£20,000,000
Plumbing and Heating Materials	£22,500,000
Salt for Winter Maintenance	£16,250,000
Secure Care Services	£17,500,000
Street Lighting Materials	£35,000,000
Roads Maintenance Materials	£2,500,000

Contracts which are shaded have been approved for extension

Appendix 4 - Contracts with no renewal or extension activity and contract management activity ongoing until June 2023

Contract Description	Est Annual Value	Contract Description	Est Annual Value
Bitumen Products	£12,000,000	Security Services and Cash Collection	£12,500,000
Waste Composition Analysis	£750,000	Social Care Case Management Solutions	£7,000,000
Vehicle Parts	£12,000,000	Vehicle Purchase RM6060	£10,000,000
Fostering and Continuing Care	£34,000,000	Waste Disposal Equipment	£1,250,000
Organic Waste	£12,000,000	Supply Teacher Booking System	£300,000
Engineering and Technical Consultancy	£17,125,000	Domestic Furniture and Furnishings	£26,000,000
Energy Efficiency Contractors	£200,000,000	Heavy Vehicles	£25,000,000
Tyres for Vehicles and Plant	£6,500,000	Recycle and Refuse Containers	£12,500,000

Appendix 5 – Expenditure summary per Council: Jan’21 – Dec’21

Member Organisation	Actual Spend	Forecast Spend	Variance	% of Total Actual Spend	Sum of Estimated Saving	% Saving
The City of Edinburgh Council	£132,846,689	£101,620,512	130.7%	6.98%	£2,119,012	1.60%
Glasgow City Council	£130,924,670	£152,364,485	85.9%	6.88%	£2,504,553	1.91%
Fife Council	£127,802,921	£319,360,920	40.0%	6.71%	£2,013,514	1.58%
South Lanarkshire Council	£106,737,640	£196,857,380	54.2%	5.61%	£1,242,434	1.16%
Aberdeenshire Council	£99,321,480	£115,371,848	86.1%	5.22%	£1,589,563	1.60%
Associate Members	£97,183,302	£158,402,738	61.4%	5.11%	£1,464,647	1.51%
Aberdeen City Council	£85,377,309	£106,150,595	80.4%	4.49%	£1,582,074	1.85%
West Lothian Council	£84,607,944	£85,365,000	99.1%	4.44%	£1,269,741	1.50%
Falkirk Council	£79,488,497	£126,958,588	62.6%	4.18%	£2,695,758	3.39%
North Lanarkshire Council	£73,904,298	£162,927,588	45.4%	3.88%	£1,452,661	1.97%
West Dunbartonshire Council	£73,070,073	£77,232,143	94.6%	3.84%	£1,590,517	2.18%
The Highland Council	£65,358,365	£83,000,938	78.7%	3.43%	£585,024	0.90%
North Ayrshire Council	£62,621,655	£143,323,341	43.7%	3.29%	£968,853	1.55%
Dundee City Council	£57,565,592	£48,141,139	119.6%	3.02%	£804,662	1.40%
Renfrewshire Council	£56,830,828	£111,743,955	50.9%	2.99%	£1,433,185	2.52%
East Lothian Council	£46,292,485	£40,340,429	114.8%	2.43%	£894,547	1.93%
East Ayrshire Council	£41,313,828	£47,587,924	86.8%	2.17%	£999,082	2.42%
Dumfries and Galloway Council	£40,944,545	£38,015,042	107.7%	2.15%	£765,761	1.87%
South Ayrshire Council	£39,529,599	£57,752,334	68.4%	2.08%	£563,375	1.43%
Perth and Kinross Council	£37,268,597	£32,157,406	115.9%	1.96%	£1,016,341	2.73%
Scottish Borders Council	£36,162,254	£39,517,771	91.5%	1.90%	£286,964	0.79%
Stirling Council	£35,925,872	£27,333,748	131.4%	1.89%	£362,706	1.01%
Argyll and Bute Council	£34,239,708	£29,380,512	116.5%	1.80%	£745,440	2.18%
Tayside Contracts	£32,863,770	£36,235,953	90.7%	1.73%	£863,598	2.63%
The Moray Council	£32,775,350	£68,772,844	47.7%	1.72%	£413,425	1.26%
East Dunbartonshire Council	£32,336,686	£32,139,694	100.6%	1.70%	£610,850	1.89%
East Renfrewshire Council	£29,900,228	£35,239,354	84.8%	1.57%	£1,318,847	4.41%
Inverclyde Council	£27,557,965	£23,735,793	116.1%	1.45%	£744,404	2.70%
Clackmannanshire Council	£27,545,661	£38,095,200	72.3%	1.45%	£539,438	1.96%
Midlothian Council	£26,663,176	£36,513,779	73.0%	1.40%	£869,407	3.26%
Angus Council	£26,384,017	£49,963,048	52.8%	1.39%	£446,710	1.69%
Shetland Islands Council	£8,405,709	£9,160,827	91.8%	0.44%	£45,451	0.54%
Orkney Islands Council	£7,793,015	£6,962,472	111.9%	0.41%	£47,478	0.61%
Comhairle nan Eilean Siar	£5,979,505	£14,398,650	41.5%	0.31%	£238,626	3.99%
Total	£1,903,523,233	£2,652,123,949	71.8%	100.00%	£35,088,647	1.84%