

## Scotland Excel

**To: Executive Sub-Committee**

**On: 20 August 2021**

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

### **Contract Delivery Plan Update**

#### **1. Introduction**

This report provides a progress update on the 2021/ 2022 contract delivery plan.

#### **2. Progress to Date**

As detailed in Appendices 1 – 4, the 2021/ 2022 contract delivery plan details new framework developments and renewals, framework extensions and frameworks with ongoing contract management only.

There are 72 current frameworks in the Scotland Excel contract portfolio, with 4 further new frameworks to be added and 30 of these frameworks to be renewed before 31 December 2022 (Appendix 1).

A further 15 of the frameworks on the current portfolio have extension options that are likely to be exercised in 2021/ 2022.

The estimated forecast value of the Scotland Excel framework portfolio by 31 March 2022 will be approximately £2Billion.

Overall, efficiencies delivered to date in 2021/ 2022 are 3.1%, slightly above the forecast range.

A summary of spend and forecast savings per council between April 2021 and March 2021 can be found in appendix 5, with an average forecast efficiency of c.2.94%. Overall savings are estimated at £9.7m which is lower than previous years, however, overall spend has reduced by 10% against the same period last year due to changes to spend patterns during the Covid-19 pandemic.

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.

The Care and Support Flexible Framework went live on 1 April 2020 . The framework was re-opened in October with new providers joining from April 2021. The framework currently has currently 119 providers offering over 388 Services.

Scotland Excel is working with key partners to determine the optimal timing for a further re-opening. This is being considered in conjunction with Care Inspectorate inspection plans as some providers were unable to participate in the previous exercise due to them not meeting the grade requirements. Due to pandemic priorities, some providers have not been inspected and therefore have not had an opportunity to increase their grades.

The Care Home for Adults with Learning Disabilities including Autism , second generation flexible framework, went live on 11 October 2019 and currently has 23 Providers offering 55 Care Homes. Increasing the scope of services provided under the framework had been considered with stakeholders and will be explored further at the point of framework re-development

There has been a new Category Manager recruited to review the National Care Home Contract (NCHC) and ensure it is fit for purpose currently and to develop the next generation contract which will adapt to the challenges faced by the Older People's Care Home Sector in both the medium and long term. Initial contact is being made with stakeholders and potential stakeholders are also being identified to work in collaboration to agree the NCHC terms and formally adopt the Cost of Care Calculator model which it is hoped will be embedded in the contract moving forward.

Within Social Care Children's Services, there are likely to be significant changes in commissioning and procurement as a result of a policy change programme called The Promise, which focuses on improving practice with Looked After Children and Young People. It is anticipated that this will change the nature and scope of local authority commissioning and procurement and Scotland Excel's Children's Services contracts, although the exact nature or timescale for this is not yet known.

Scotland Excel is engaging with key stakeholders, including The Promise team, COSLA and Scottish Government, to understand the exact nature of these changes and ensure Scotland Excel are best placed to support implementation of them for both national contracts and wider commissioning activities.

The New Build Residential Construction Framework has seen a substantial increase in activity following delays due to COVID-19 restrictions over the last year. To date, eleven projects totaling £95 million have been awarded through the framework with a further 11 currently undergoing a direct award process or mini competition. Eight projects are live and are already delivering substantial local benefits, with over £12 million being awarded to local subcontractors.

The Digital Technology Enabled Care Dynamic Purchasing System (DPS) is currently being evaluated and recommendations will be presented to Executive Sub Committee in August 2021.

The Online School Payments framework, (incorporating new elements of the Catering Management System) is going through tender evaluation and recommendations will be presented to Executive Sub Committee in September 2021.

Several of the first-generation contracts within Scotland Excel's OSS (Operational Supplies and Services) portfolio are approaching the end of their four-year framework period. Scotland Excel has developed a new process for undertaking opportunity assessments for these contracts to understand how well they have operated, for example their participation and spend profile. These opportunity assessments will be used to inform discussions with councils as to whether it is viable to renew these frameworks or, if their scope should be changed significantly. This will ensure that the contracts within the OSS team continue to meet council requirements.

Scotland Excel is seeking a further 6-month extension under regulation 72 to the current PPE framework. This is to allow strategic decisions to be taken by Scottish Government on a 'One Scotland' approach for key pandemic items. Key areas under consideration by Scottish Government for this are: funding, a four nations approach and the focus of the national arrangement.

### **3. Conclusion**

Members are invited to note the progress made to date.

## Appendix 1 – List of New or Renewal Contracts until December 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
Electric Vehicle Charging Points	20,000,000	New Contract	Aug-20	Oct-21		Dec-21	5.5%		Strategy approved-Tendering documentation under development
Lift Maintenance (OSS)	1,250,000	New Contract	Mar-20	Mar-21		Mar-22	5.5%		Project initially delayed due to COVID-19 discussions ongoing to confirm anticipated uptake and viability
Building Construction Consultancy	18,750,000	New Contract	May-21	Jan-22		Mar-22	2% - 4%		Initially merged with Engineering Consultancy but delayed due to separate service offering. Strategy Consultation commenced. Forecast start date May 2022.
Waste Composition Analysis	750,000	New Contract	Jun-21		May-21		5.50%	0%	Approved by Executive Sub Committee May 2021. Contract effective 09/06/2021
Digital Telecare	4,000,000	New Contract	Apr-21			Aug-21	5.5%		Currently under evaluation, recommendations to be presented at Executive Sub Committee August 2021
Online School Payments	3,000,000	Renew	Apr-20	Apr-21		Sep-21	2% - 4%		Currently under evaluation, recommendations to be presented at Executive Sub Committee September 2021
Vehicle Parts	12,000,000	Renew	Jan-21	Apr-21	Apr-21		2% - 4%	1.4%	Approved by Executive Sub Committee April 2021.
Education and Office Furniture	5,000,000	Renew	Mar-21	May-21	Jun-21	Aug-21	2% - 4%	1.27%	Approved by Executive Sub Committee June 2021. Framework is currently at award stage
Outdoor Play and Sports Facilities	15,000,000	Renew	Mar-21	Dec-21		Mar-22	2% - 4%		Tender in development. Forecast date revised to reflect prioritisation of other work areas. Forecast start date April 2022.
Fostering and Continuing Care	34,000,000	Renew	Mar-21		Jun-21	Jul-21	N/A	N/A	Approved by Executive Sub Committee June 2021. Contract live 01/07/2021
Organic Waste	12,000,000	Renew	Apr-21		Jun-21	July'21	2%-4%	0%	Approved by Executive Sub Committee June 2021. Contract effective 14/07/2021
Energy Efficiency Contractors	200,000,000	Renew	May-21	Nov-21		Feb-22	2% - 4%		Commencement date revised due to COVID 19
Frozen Foods	25,000,000	Renew	Jul-21			Mar-22	2% - 4%		Strategy approved-Tendering documentation under development
Education Materials	17,500,000	Renew	Aug-21	May-21	Jun-21		2% - 4%	0.50%	Approved by Executive Sub Committee June 2021. Framework is currently at award stage
Personal Protective Equipment	10,000,000	Renew	Mar-21	Oct-21		Mar-22	2% - 4%		Plan delayed due to COVID-19. Strategy in development
Laundry Equipment	1,100,000	Renew	Nov-21			Not being renewed	2% - 4%		Opportunity Assessment was undertaken and showed limited spend and participation to date. Framework will not be renewed.
Bottled Gas	2,000,000	Renew	Nov-21			Not being renewed	2% - 4%		Opportunity Assessment was undertaken and showed limited spend and participation to date. Framework will not be renewed.
Pest Control Services	1,500,000	Renew	Nov-21			Nov-21	2% - 4%		Strategy in development
Steeplejack Services	1,750,000	Renew	Dec-21	Oct-21		Mar-22	2% - 4%		Strategy approved. Delays due to legal support.

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
Heavy Vehicles	25,000,000	Renew	Jan-22				2% - 4%		Strategy approved-Tendering documentation under development
Tyres for Vehicles and Plant	6,500,000	Renew	Nov-21	Nov-21		Jan-22	2% - 4%		Strategy approved-Tendering documentation under development
Vehicle and Plant Hire	15,000,000	Renew	Nov-21	Nov-21		Feb-22	2% - 4%		Strategy in development
Recycle and Refuse Containers	8,000,000	Renew	Nov-21	Nov-21		Dec-21	2% - 4%		Strategy approved-Tendering documentation under development
Water Coolers	1,500,000	Renew	Jan-22				2% - 4%		Opportunity Assessment to be undertaken to confirm requirements/spend
Repair of Catering Machines	2,000,000	Renew	Jan-22				2% - 4%		Opportunity Assessment to be undertaken to confirm requirements/spend
Swimming Pool Chemicals	1,250,000	Renew	Jan-22				2% - 4%		Opportunity Assessment to be undertaken to confirm requirements/spend
Library Books & Textbooks	14,000,000	Renew	Feb-22				2% - 4%		Strategy in development
Digital Publications and Services	1,000,000	Renew	Feb-22				2% - 4%		Strategy in development
Trade Materials	10,000,000	Renew	Feb-22				2% - 4%		Pending
Milk	9,000,000	Renew	Mar-22				2% - 4%		Strategy approved-Tendering documentation under development
Children's Residential	105,400,000	Renew	Mar-22				2%-4%		Pending
Fire Safety Products	2,500,000	Renew	Apr-22				2%-4%		Opportunity Assessment to be undertaken to confirm requirements/spend
Roadstone	5,000,000	Renew	Jul-22				2%-4%		Pending
Salt for winter maintenance	16,250,000	Renew	Jul-22				2%-4%		Pending
Street Lighting Materials	35,000,000	Renew	Aug-22				2%-4%		Pending
Road Maintenance Materials	2,500,000	Renew	Sep-22				2%-4%		Pending
First Aid Materials	2,000,000	Renew	Sep-22				2%-4%		Opportunity Assessment to be undertaken to confirm requirements/spend
Washroom Solutions	14,000,000	Renew	Sep-22				2%-4%		Pending
Fresh Meats, Cooked Meats and Fresh Fish	40,000,000	Renew	Sep-22				2%-4%		Pending
Commercial Catering Equipment	4,000,000	Renew	Oct-22				2%-4%		Opportunity Assessment to be undertaken to confirm requirements/spend

## Appendix 2 – Flexible Contracts until December 2022

Service	Estimated Annual Collaborative Contract Opportunity	Activity	Anticipated Re-Opening Date	Comments
Care and Support	£140,000,000	Flexible Framework Agreement	TBC	The framework was re-opened in October with new providers joining from April 2021.
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	TBC	Determined by the requirements of Purchasing Authorities. it is anticipated this will be reopened this year, date to be confirmed.
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

**Appendix 3 – Contracts with extension options and contract management activity ongoing until December 2022**

<b>Contract Description</b>	<b>Est Annual Value</b>
Asbestos	£12,000,000
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
Secure Care	£17,500,000

*Contracts which are shaded have been approved for extension*

**Appendix 4 - Contracts with no renewal or extension activity and contract management activity ongoing until December 2022**

<b>Contract Description</b>	<b>Est Annual Value</b>	<b>Contract Description</b>	<b>Est Annual Value</b>
Audio Visual	£7,500,000	Plumbing and Heating Materials	£22,500,000
Bitumen Products	£12,000,000	Road Signage Materials	£1,250,000
Building and Timber	£15,000,000	Security Services and Cash Collection	£12,500,000
Catering Sundries	£6,000,000	Social Care Case Management Solutions	£7,000,000
Community Meals	£4,000,000	Vehicle Purchase RM6060	£10,000,000
Electrical Materials	£20,000,000	Waste Disposal Equipment	£1,250,000
Janitorial Products	£12,000,000	Supply Teacher Booking System	£300,000
Light and Heavy Plant	£10,000,000	Domestic Furniture and Furnishings	£26,000,000
Waste Composition Analysis	£750,000	Engineering and Technical Consultancy	£17,125,000
Vehicle Parts	£12,000,000	Organic Waste	£12,000,000
Fostering and Continuing Care	£34,000,000		



## Appendix 5 – Expenditure summary per Council: Apr'20 – Mar'21

Member Organisation	Sum of Actual Spend	Sum of Forecast Spend	Variance	Sum of Estimated Saving	% of Total Actual Spend
The City of Edinburgh Council	£43,530,547	£35,157,817	123.8%	£703,428	7.22%
Glasgow City Council	£41,340,533	£52,365,744	78.9%	£648,961	6.86%
Fife Council	£39,328,217	£112,115,908	35.1%	£524,913	6.52%
South Lanarkshire Council	£35,423,875	£66,039,117	53.6%	£365,423	5.88%
Associate Members	£32,837,740	£56,073,665	58.6%	£417,984	5.45%
Aberdeenshire Council	£29,645,798	£39,888,527	74.3%	£413,942	4.92%
West Lothian Council	£26,437,880	£27,918,086	94.7%	£306,091	4.39%
Falkirk Council	£26,342,921	£44,483,025	59.2%	£874,002	4.37%
Aberdeen City Council	£24,896,661	£36,261,256	68.7%	£353,676	4.13%
The Highland Council	£22,570,928	£28,423,774	79.4%	£123,228	3.74%
West Dunbartonshire Council	£22,102,417	£25,954,224	85.2%	£428,191	3.67%
North Lanarkshire Council	£20,281,657	£57,282,542	35.4%	£533,080	3.36%
Dundee City Council	£19,112,667	£15,170,619	126.0%	£237,179	3.17%
North Ayrshire Council	£18,971,717	£50,633,067	37.5%	£258,708	3.15%
Renfrewshire Council	£16,608,396	£38,837,200	42.8%	£418,719	2.76%
East Ayrshire Council	£14,234,860	£15,970,043	89.1%	£252,283	2.36%
East Lothian Council	£13,975,922	£13,693,327	102.1%	£139,794	2.32%
Perth and Kinross Council	£13,305,858	£10,447,574	127.4%	£416,262	2.21%
Dumfries and Galloway Council	£12,995,624	£12,668,984	102.6%	£219,516	2.16%
South Ayrshire Council	£11,941,095	£19,610,449	60.9%	£165,207	1.98%
Argyll and Bute Council	£11,491,837	£10,087,856	113.9%	£219,807	1.91%
Scottish Borders Council	£11,446,953	£13,406,076	85.4%	£94,499	1.90%
Stirling Council	£11,005,597	£8,934,791	123.2%	£116,614	1.83%
East Dunbartonshire Council	£10,778,560	£10,264,680	105.0%	£198,739	1.79%
Tayside Contracts	£10,760,541	£13,490,898	79.8%	£236,799	1.79%
The Moray Council	£10,098,609	£23,642,548	42.7%	£62,761	1.68%
Inverclyde Council	£9,777,411	£8,135,191	120.2%	£161,219	1.62%
Clackmannanshire Council	£9,313,337	£12,927,055	72.0%	£170,660	1.55%
East Renfrewshire Council	£9,075,909	£11,918,872	76.1%	£351,142	1.51%
Angus Council	£8,368,843	£16,938,169	49.4%	£154,176	1.39%
Midlothian Council	£7,544,084	£12,033,913	62.7%	£85,100	1.25%
Orkney Islands Council	£2,860,008	£2,478,804	115.4%	£18,054	0.47%
Shetland Islands Council	£2,418,233	£3,172,287	76.2%	£-754	0.40%
Comhairle nan Eilean Siar	£1,931,101	£5,199,604	37.1%	£67,567	0.32%
<b>Total</b>	<b>£602,756,337</b>	<b>£911,625,690</b>	<b>N/A</b>	<b>£9,736,968</b>	<b>2.94%</b>

