

Scotland Excel

To: Executive Sub Committee

On: 01 June 2018

Report by Director Scotland Excel

Risk Register Update

1. Introduction

This report provides an update on the risk register that is maintained to assess threats/risks that could impact on the delivery of Scotland Excel's organisational objectives and to identify actions that have been taken to mitigate such risks.

2. Background

The attached Risk Register was created in 2015 when Scotland Excel carried out a full review of the organisation's risk register to reflect the new 3 year operating plan. It was agreed that the risk management plan would be reported to the Executive Sub Committee twice a year and the Joint Committee on an annual basis to give elected members both visibility and the opportunity to discuss with officers the actions taken by the organisation to manage the identified risks.

As the new operating plan will be presented to the Joint Committee for approval at the June meeting this will be the last time the Risk Register will be presented in the current form. A new Risk Register, incorporating the input from elected members on the format and following a complete review of risks to reflect the new operating plan, will be prepared in conjunction with Renfrewshire Council's Risk Manager.

3. Risk Management update

The risk register is maintained and continues to be a focus for the organisation, a process for regular review is in place including the Senior Management Team review of 3 risks every second team meeting which ensures a full review of the whole risk register each quarter.

The current risk register is attached as an appendix to this report for review by members.

4. Recommendation

Members are invited to provide any feedback on the risk register, the actions identified to manage risks and note the report.



Risk Management Plan

May 2018

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1. Risk management arrangements within Scotland Excel

- 1.1 The organisation has implemented a range of standard procedures in keeping with the it's risk management strategy. This includes adoption of the risk management process and the standardised risk matrix for analysis and evaluation of risk.
- 1.2 The review of the Risk Register is carried out by the Senior Management Team and the top 5 risks are reported quarterly to the appropriate governance committee of Scotland Excel.
- 1.3 The Senior Management Team will review the register on a monthly basis. However, managers will bring to the attention of the group a new risk or significant change in an existing risk this will be circulated within the Senior Management Team with immediate effect.

2. Report on corporate risk management objectives

- 2.1. To ensure that risks are identified and effectively managed Scotland Excel has put in place a range of measures and processes. These include:
 - The Senior Management team owns and regularly reviews the risk register reporting on it to the governance committee of elected members.
 - By carrying out regular review of the register and the process of review ensure that the risk management policy and strategy remain fit for purpose, providing a consistent approach to risk management and increasing its effectiveness.
 - Ensuring that staff are equipped and supported to identify and manage risk in their area.
 - The organisation ensures that it has effective arrangements in place for managing risks in partnerships.
 - Ensuring that the management of risk contributes to achieving positive outcomes for the organisation including encouraging innovation and identifying new opportunities.

3. Current internal and external business context for the organisation

- 3.1. The Scotland Excel Senior Management Team (SMT) participated in dedicated sessions, facilitated by Renfrewshire Council's Risk Manager to explore the organisation's current risk landscape and agree the key risks that should feature in the organisation's strategic risk register.
- 3.2. As a basis for establishing the strategic risk register, the SMT considered the organisation's key business priorities and perceived significant challenges to achieving these:
 - Supporting the delivery of better and more effective public services
 - Being sustainable in everything we do.
 - Placing customers at the heart of our business.
- 3.3. Becoming the partner of choice for delivering shared services. Focus was then given to the organisation's current external business environment: immediate matters of importance as well as those that may be on the horizon. In particular, the SMT considered the following:

POLITICAL CONTEXT

- Health and social care integration joint bodies as new legal entities who may procure through other means and not access Scotland Excel contracts
- o The potential impact that all future local and national elections may have.

ECONOMIC CONTEXT

- o The increasing focus on public sector procurement as a driver of economic benefits and the relationship between procurement and the local economic agenda
- o Financial pressures and budget cuts in member councils
- Financial (and other) factors impacting on resilience of suppliers potential for provider failure/ business continuity risk

SOCIAL CONTEXT

o The increasing focus on public sector procurement as a driver of social benefits

• TECHNICAL CONTEXT

- Complexities of certain new markets and matching in-house capacity/ capability
- Scotland's Digital Future/ delivery of Public Services strategy and the Local Government Information and Communication Technology (ICT) strategy – access in local communities. – Opportunity.

LEGISLATIVE CONTEXT:

- o Changes to EU and UK procurement legislation
- Personalisation and self-directed support legislation (individual choice) risk in terms of the contract and additionally governance, in terms of how Scotland Excel supports member councils

ENVIRONMENTAL CONTEXT

- o The increasing focus on public sector procurement as a driver of environmental benefits
- 3.4. Further to the above, the SMT also gave consideration to the current internal business environment: matters of importance identified in relation to internal priorities or challenges, or feedback/ performance:
 - Data integrity systems and management information requirements to support future activities, future decisions and the transformation programme
 - Financial integrity and stability funding/ rebates
 - Exploring new markets/ developing new contracts with related reputational impact in how these are handled by the organisation
 - Feedback from the Scotland Excel customer surveys managing customer expectations/ demonstrating value and outcomes achieved – to be the provider of choice
 - Outputs from the Audit Scotland review of procurement in Local Government
 - Opportunities for growing the current shared services model to include the delivery of additional contract areas and value add services
 - Workforce planning needs turnover and the availability of skilled and experienced resources
 - Trends in relation to complaints, incidents/ near misses, claims and insurance information
 - Internal business continuity arrangements in respect of loss of staff, power/ systems, facilities

4. The risk register

- 4.1. The risk register is shown in detail in Appendix 1.
- 4.2. The organisation's top five risks (in terms of Risk Evaluation) are:

Rank	Ref	Risk Description	Risk
1	R15	Political change impacts upon the governance of Scotland Excel and may change the emphasis of its future delivery.	25
2	R2	Scotland Excel fails to exploit potential new markets and opportunities to expand the contract portfolio securing savings and benefits for stakeholders.	20
3	R11	There are a range of factors in the organisation's business context that if not addressed effectively could impact on the longer term sustainability of Scotland Excel	20
4	R12	Scotland Excel encounters problems in recruiting and retaining staff of suitable skill, quality and experience to meet the agreed contract delivery schedule.	20
5	R14	Scotland Excel does not adequately prepare for a range of scenarios to ensure business continuity then there is a risk of service disruption with associated impact to stakeholders	20

The top risks once control measures are applied are:

Rank	Ref	Risk Description	Risk
1	R15	Political change impacts upon the governance of Scotland Excel and may change the emphasis of its future delivery.	20
2	R4	Stakeholders expect that as a CoE Scotland Excel must be aware of and ready for political or other external changes and the impact of these. Failure to do so will compromise the relationship with our stakeholders.	15
3	R5	The failure of a service provider could have significant implications for service provision within member council areas.	15
4	R11	There are a range of factors in the organisation's business context that if not addressed effectively could impact on the longer term sustainability of Scotland Excel	15
5	R12	Scotland Excel encounters problems in recruiting and retaining staff of suitable skill, quality and experience to meet the agreed contract delivery schedule.	15
6	R14	Scotland Excel does not adequately prepare for a range of scenarios to ensure business continuity then there is a risk of service disruption with associated impact to stakeholders	15

- 4.3. The planned risk treatment activity going into this year, which is required to further control of reduce the risks is included within the register in Appendix 1.
- 4.4. Strategic risks will be reported on a 6 monthly basis to the Executive Sub Committee.
- 4.5. As a minimum, the Senior Management Team will review the entire strategic risk register on a quarterly basis.
- 4.6. Individual SMT members will as a matter of course throughout the year, bring to the SMT for collective consideration any local (contract specific or operational) risks that may require escalation to the strategic risk register.

Appendix 1:								
			Risk Register					
Context	Risk Statement	Owned by	Current Risk Control Measures	Likelihood	Impact	Evaluation	Residual Risk	Movement
REF: Risk 1 Title Members Resign Context: (1) There is less opportunity to show significant savings from second and third generation contracts (2) As demonstrated with COSLA councils can serve notice and leave the organisation (3) An example of this is some councils not participating in the NCHC	Membership of Scotland Excel is optional for Councils. The risk is that Councils decide not to renew membership of Scotland Excel. Scotland Excel must be alert to this and the impact of any council leaving membership.	JW	 The Director has undertaken and will continue a programme of meetings with Directors of Finance in Councils to ensure awareness of Scotland Excel and the financial benefits to councils. Engagement with CIPFA to ensure that there is awareness and understanding of Scotland Excel and the benefits of fully engaging are clearly communicated to executives in member councils. Competitor analysis is providing a clear understanding of our unique selling propositions Scotland Excel has developed a model to plan and support effective engagement between the Executive Team and senior stakeholders. 	3	5	15	10	1
Action Ref	Linked Actions		Latest Notes	Assigned to	Due Date	Status		
			trol measures of the organisation have the likelihood of this risk. (3 to 2)					

Context	Risk Statement	Owned by	Current Risk Control Measures	Likelihood	Impact	Evaluation	Residual Risk	Movement
REF: Risk 2 Title: Failure to Grow Portfolio Context: (1) Failure to horizon scan to identify new markets/ commodity shifts (2) Failure to deliver on priorities identified by member councils at commercial UIGs (3) Failure to explore viability of new markets (4) Need to match in-house capability and capacity to respond to new markets	Scotland Excel fails to exploit potential new markets and opportunities to expand the contract portfolio securing savings for stakeholders.	HC	Horizon scanning to help to identify market development opportunities earlier and give the organisation longer to plan for capability/capacity Commercial UIG/Steering Group provides platform for prioritising new market development opportunities, (e.g. discussion and agreement on how we strike a balance between their requirements and our capacity/capability) Workforce planning — anticipate requirements in over the long term and investigate how we can fund recruitment of new staff or up skill existing staff Secondments from expert partners, for example SEEMIS and the Digital Office Contract governance arrangements mitigate some risk on capability, (i.e. opportunity to identify issues before a tender goes to market) Currently the contract pipeline is full and for requests that have come for specific work we have requested separate and additional funding. An example of this is the National Care Home Contract. Partnering with Crown Commercial Services has also added capacity and has been successful. Development of category strategies with 2-3 year plan to enable opportunity to consolidate contracts and create additional capacity.	4	5	20	16	1
Action Ref	Linked Actions	Latest N	otes	Assigned to	Due Date	Status		
			trol measures of the organisation have the impact of this risk. (5 to 4)		Date			

Context	Risk Statement	Owned by	Current Risk Control Measures	Likelihood	Impact	Evaluation	Residual Risk	Movement
REF: Risk 3 Title: Failure to Develop and Diversify Context: (1) Failure to horizon scan to identify new markets, requirements or opportunities (2) Ensuring that priorities identified by member councils at commercial UIGs are delivered. (3) The need to explore viability of new markets (4) Matching in-house capability and capacity to respond to new markets	Scotland Excel fails to develop to meet demands and diversification as the requirement for new shared services develops.	SB	 Ensuing that there is ongoing robust market testing of all new shared service propositions Ensuring that there is a robust business model is in place for all new services (cost to serve, funding / uptake forecasts) Ensuring that there is proper planning that sufficient and capable resources exist within the organisation. Scotland Excel will continue to engage effectively and appropriately to ensure that there is a full understanding of the policy drivers and impacts / opportunities for our stakeholders. Account management plan has account managers working with stakeholders to identify how we can bring additional benefits to them. Development of project plan that demonstrates resource input and benefits delivered from the contracts placed. 	4	4	16	12	1
Action Ref	Linked Actions	Latest N	lotes	Assigned to	Due Date	Status		
			trol measures of the organisation have the impact of this risk. (4 to 3)					

Context	Risk Statement	Owned by	Current Risk Control Measures	Likelihood	Impact	Evaluation	Residual Risk	Movement
REF: Risk 4 Title: Political Change Context: (1) Failure to horizon scanning to identify new markets/ commodity shifts (2) Failure to identify and explore viability of new markets (3) Matching in-house capability and capacity to respond to new markets (4) Government elections and policy changes	Stakeholders expect that as a CoE Scotland Excel must be aware of and ready for political or other external changes and the impact of these. Failure to do so will compromise the relationship with our stakeholders.	JW	 Strengthening partnerships in the wider stakeholder environment through meetings, conferences and collaborative working An effective and appropriately resourced public affairs strategy is in place. Scotland Excel ensures that the organisation is aware of and plan to respond to all changes in its external environment that may affect the organisation and / or the sector. Procurement teams identify commodity shifts and advise and act accordingly. SMT have scheduled a quarterly review of general issues impacting upon the environment we operate in and deal with specific issues such as EU Referendum, local and national elections. 	3	5	15	15	1
Action Ref	Linked Actions	Latest N	lotes	Assigned to	Due Date	Status		
		There ha	as been no movement in this risk					

Context	Risk Statement	Owned by	Current Risk Control Measures	Likelihood	Impact	Evaluation	Residual Risk	Movement
REF: Risk 5 Title: Supplier Failure Context: (1) Financial (and other) factors impacting on resilience of suppliers (2) Negative reputational results across the portfolio from potential breach of contract and / or supplier failure	The failure of a service provider could have significant implications for service provision within member council areas.	НС	 Effective risk management is in place at development and management of contracts Robust processes for monitoring the financial stability of suppliers is carried out prior to award and throughout the life of a contract Specific measures to meet the management of Social Care contracts and these key areas of risk. Scotland Excel has a range of measures for monitoring supplier resilience in addition to the external financial monitoring tools used. To ensure robust financial evaluation and support for teams the option to secure external advice for review of financials for suppliers is being implemented. 	3	5	15	15	-
Action Ref	Linked Actions	Latest N	lotes	Assigned to	Due Date	Status		
		There h	as been no movement in this risk.					

Context	Risk Statement	Owned by	Current Risk Control Measures	Likelihood	Impact	Evaluation	Residual Risk	Movement
REF: Risk 6 Title: Failure to share Information Context: (1) Lack of awareness of or input to development of frameworks.	Scotland Excel fails to engage effectively with stakeholders on collaborative activities and / or does not make information available to support the use of contracts or services.	HC	 Promotional materials including guides for buyers and suppliers produced to help ensure informed purchasing decisions. Quarterly meetings with stakeholders to support training in the use of and development of content in eCatalogues. Feedback is given at quarterly stakeholder meetings on spend data including identification where possible of "off contract spend". Use of agreed standard form of framework for goods/services/social care and shared via the intranet to ensure consistency in the methodology. Appropriate stakeholders identified through the procurement journey and actions from this used to project manage the process. 	2	4	8	6	ţ
Action Ref	Linked Actions	Latest N	lotes	Assigned to	Due Date	Status		
			trol measures of the organisation have the impact of this risk. (4 to 3)					

Context	Risk Statement	Owned by	Current Risk Control Measures	Likelihood	Impact	Evaluation	Residual Risk	Movement
REF: Risk 7 Title: Corporate Social responsibility Context: (1) Ensure that where possible community benefits can be delivered as part of the contract portfolio. (2) Ethical sourcing of products and supplies in the whole supply chain.	Scotland Excel fails to be an industry leader in how it addresses key aspects of corporate social responsibility with an associated negative impact upon our stakeholders.	HC	 Management and reporting of Community Benefits in place and being further developed with stakeholders input. Elected members receive updates as part of the governance process on the range of community benefits on frameworks. Scotland Excel has secured accreditation as a Living Wage Employer and this will be used to raise awareness with suppliers and stakeholders. Engagement with appropriate bodies such as the British Association of Supported Employment to encourage participation in frameworks. Ethical sourcing strategies are provided by suppliers as part of the tender process as a control measure. Marketing actively promote the community benefits in our contracts. Anti Slavery legislation has been included and is reviewed as part of our procurement strategy. The Sustainable procurement strategy has been implemented which will reflect areas of work already in use or in development. Community benefit requirements are issued to suppliers at tender stage and a register of the community benefits subsequently delivered will be used to assist in future tender scoring. 	2	4	8	6	+
Action Ref	Linked Actions	Latest N	lotes	Assigned to	Due Date	Status		
			trol measures of the organisation have the impact of this risk. (4 to 3)					

Context	Risk Statement	Owned by	Current Risk Control Measures	Likelihood	Impact	Evaluation	Residual Risk	Movement
REF: Risk 8 Title: Financial Impact Context: (1) Website is a first point of contact for many so must be accurate and up to date (2) More proactive use of media to promote good news stories (3) Elected member engagement and providing them with information on success / good news stories to promote the value of the organisation.	Failure to make Scotland Excel the procurement provider of choice for stakeholders through proper awareness has a financial impact for the organisation and for members in terms of best value	SB	 Promotional materials including guides for buyers and suppliers produced. An update of the website has taken place and new content will be added to ensure stakeholders are informed and engage with the organisation Adopting the use of social media as appropriate to engage effectively with stakeholders is currently being evaluated. Stakeholder engagement exercise and ranking of these stakeholders has resulted in a strategy effective engagement. Regular PR updates and opportunities are discussed and reviewed by the SMT as a regular agenda item. Wider elected member engagement is taking place, through COSLA and other political meetings. 	3	4	12	8	ļ
Action Ref	Linked Actions	Latest N	lotes	Assigned to	Due Date	Status		
			trol measures of the organisation have the likelihood of this risk. (3 to 2)					

Context	Risk Statement	Owned by	Current Risk Control Measures	Likelihood	Impact	Evaluation	Residual Risk	Movement
REF: Risk 9 Title: Crisis Management Context: (1) Website news and information kept completely up to date reflecting any issues (2) Arrangements for dealing with adverse publicity / crisis management (3)More proactive use of media to manage news stories (4)Elected members must be kept informed if issues arise.	Scotland Excel is faced with negative publicity or a media crisis which compromises the organisation's stakeholders	SB	 Procurement teams advise communications colleagues of any issues which have the potential for negative media interest, and plans are put in place to deal with these proactively Scotland Excel make use of external specialists to supplement in-house resources as required Executive team have had media training to ensure effective handling of any issues that may arise. New PR support has been secured and this will be used to promote and manage media contacts in a proactive mananer. 	3	4	12	9	ļ
Action Ref	Linked Actions	Latest N	lotes	Assigned to	Due Date	Status		
			trol measures of the organisation have the impact of this risk. (4 to 3)					

Context	Risk Statement	Owned by	Current Risk Control Measures	Likelihood	Impact	Evaluation	Residual Risk	Movement
REF: Risk 10 Title: Policy Challenges Context: (1) Implementation of stakeholder policy in contracts (2) Ethical sourcing of products and supplies in the whole supply chain.	Scotland Excel has to meet the obligation to deliver on policy objectives for Joint Committee members. There is a risk to credibility and reputation if this is not met.	НС	 Contract governance process ensures that appropriate steps are taken to drive ethical sourcing within framework agreements. Sound supplier management is in place and regular meetings to ensure contractual commitments are met. End users are clear on options when making purchasing decisions for example "fair-trade" options that are available in contracts. Procurement teams advise communications colleagues of any social benefits which have the potential for a positive media interest, and plans are put in place to deal with these proactively 	2	5	8	8	ţ
Action Ref	Linked Actions	Latest No	otes	Assigned to	Due Date	Status		
			rol measures of the organisation have the impact of this risk. (5 to 4)					

Context	Risk Statement	Owned by	Current Risk Control Measures	Likelihood	Impact	Evaluation	Residual Risk	Movement
REF: Risk 11 Title: Long Term Sustainability Context: (1) Financial sustainability Need to attract resources Council budget cuts Potential for national organisations / local government withdrawing support	There are a range of factors in the organisation's business context that if not addressed effectively could impact on the longer term sustainability of Scotland Excel	JW	Identifying new opportunities to provide additional chargeable services based on customer demand Developing and implementing transparent budget management procedures Ongoing robust market testing of all new shared service propositions Ensure ongoing robust business model is in place for all new services (cost to serve, funding/uptake forecasts) The organisation has developed a number of projects to offer new services which will greatly increase the benefits to stakeholders.	4	5	20	15	1
Action Ref	Linked Actions	Latest No	tes	Assigned to	Due Date	Status		
			ol measures of the organisation have the likelihood of this risk. (4 to 3)					

Context	Risk Statement	Owned by	Current Risk Control Measures	Likelihood	Impact	Evaluation	Residual Risk	Movement
REF: Risk 12 Title: Staff Recruitment and Retention Context: (1) Demand in the market for Procurement staff makes recruiting and retaining staff problematic. (2) Lack of flexibility in pay structures due to tie in with Renfrewshire Council makes retaining staff problematic. (3) Perception of procurement staff as lacking experience creates lack of confidence amongst our stakeholders.	Scotland Excel encounters problems in recruiting and retaining staff of suitable skill, quality and experience to meet the agreed contract delivery schedule.	JW	 Organisational development strategy is being created as part of the transformation programme Opportunity to formalise our new talent development activities into three year rolling strategy Refresh of employer branding and implementation of social media based recruitment advertising has been used to engage with a wider audience of potential staff. There is an ongoing review of the organisation's recruitment strategy to ensure that any changes in the market are addressed 	4	5	20	15	1
Action Ref	Linked Actions	Latest N	lotes	Assigned to	Due Date	Status		
			trol measures of the organisation have the likelihood of this risk. (4 to 3)					

Context	Risk Statement	Owned by	Current Risk Control Measures	Likelihood	Impact	Evaluation	Residual Risk	Movement
REF: Risk 13 Title: Legislative Changes Context: (1) Procurement Reform (Scotland)Bill (2) Changes to EU and UK procurement legislation (3) Consultation on the Community Empowerment (Scotland) Bill (4) Personalisation and self directed support legislation (individual choice)	Legislative changes can impact on the organisation and its stakeholders creating challenges for the organisation to respond to and address.	HC	 Active participation in various groups and boards influencing policy and direction of travel. Regular attendance for key staff at appropriate training and policy seminars. Working in partnership with key industry / service / professional groups to manage service development and delivery in line with legislative changes. Ongoing cross sector working to encourage sharing of best practice and reduction of duplication where possible. Positive engagement with elected members "Job Specification" and information packs prepared to ensure that new members of the Joint Committee are aware of the role, the organisation and processes. Horizon scanning for future legislative changes 	4	4	12	16	†
Action Ref	Linked Actions	Latest N	lotes	Assigned to	Due Date	Status		
			as been an increase in the likelihood of this to changes in legislation. (3 to 4)					

Context	Risk Statement	Owned by	Current Risk Control Measures	Likelihood	Impact	Evaluation	Residual Risk	Movement
REF: Risk 14 Title: Business Continuity Context: (1) Loss of staff (many staff or key individuals) (2) Loss of facilities (3) Loss of systems (4) Loss of data	Scotland Excel does not adequately prepare for a range of scenarios to ensure business continuity then there is a risk of service disruption with associated impact to stakeholders	SB	 There is regular Scenario planning carried out together with Horizon scanning with the Senior Management Team Full review of IT services carried out to ensure that options for working off site to facilitate maintenance of service delivery and business continuity Succession planning is a key part of the organisations new organisational development plan. IT work to migrate from the Renfrewshire IT system giving greater flexibility and business continuity confidence. 	4	5	20	15	1
Action Ref	Linked Actions	Latest N	otes	Assigned to	Due Date	Status		
			trol measures of the organisation have the likelihood of this risk. (4 to 3)					

Context	Risk Statement	Owned by	Current Risk Control Measures	Likelihood	Impact	Evaluation	Residual Risk	Movement
REF: Risk 15 Title: Political Change Context: 1. Changes in make-up of Joint Committee impact upon the future direction of the organisation. 2. Brexit is an unknown quantity and implications for procurement will create uncertainty	Political change impacts upon the governance of Scotland Excel and may change the emphasis of its future delivery.	JW	 Briefing papers prepared by the Scottish Government and Improvement Service shared across the Senior Management team on the implications of Brexit Horizon scanning highlights potential changes in the political agenda that may impact upon future frameworks allowing time to address these. Scotland Excel has established links with Civil Servants, MSPs and Ministers And has effective political engagement at all levels. 	5	5	25	16	1
Action Ref	Linked Actions	Latest N	lotes	Assigned to	Due Date	Status		
			trol measures of the organisation have both the impact and likelihood of of this to 4)					

Context	Risk Statement	Owned by	Current Risk Control Measures	Likelihood	Impact	Evaluation	Residual Risk	Movement
REF: Risk 16 Title: Local Government Changes Context: Competition from other bodies entering the market where Excel has to remain the provider of choice	Scotland Excel faces a risk to its stated position as the provider of choice for Local Government	JW	 Competitor analysis is undertaken and is used to develop and communicate unique selling propositions (USPs) Opportunity to reprioritise services based on competitive landscape (e.g. avoid duplication and free up resources) An exercise to review and allocate appropriate resources to stakeholder engagement has been carried out. A variety of measures introduced to ensure that the message of achievements, savings and innovation are communicated effectively. Partnership work with SEEMiS demonstrates that Scotland Excel is the "partner of choice". 	3	4	12	9	+
Action Ref	Linked Actions	Latest No	tes	Assigned to	Due Date	Status		
			ol measures of the organisation have he impact of this risk. (4 to 3)					