

PUBLIC SECTOR FOOD & DRINK PROCUREMENT OPPORTUNITIES SEMINAR

Tuesday 22 June 2010

Grassic Gibbon Centre, Arbuthnott, AB30 1PB

Sponsored by Aberdeenshire Council and SAOS under the
Cultivating collaboration (C2) project

free to delegates

Programme

- 09.30 Registration and Coffee
- 10.00 Welcome from Chair - **Cllr William Howatson**, Provost of Aberdeenshire Council
- 10.10 Market Size and Tendering Opportunities – **Nichola Bruce**, Senior Commodity Specialist, Scotland Excel
- 10.35 Council Procurement Perspective & Opportunities – **Craig Innes**, Head of Central Procurement Unit (Aberdeenshire and Aberdeen City Councils)
- 11.05 Contracts, Specifications & Assurance Standards – **Loraine Hartley**, Commodity Manager Procurement, NHS
- 11.30 Comfort Break
- 11.40 The Suppliers Perspective – **Andrew Stirling**, Stirfresh
- 12.05 The Guide to Accessing the Public Procurement Market – **George Noble**, SAOS
- 12.35 Questions & Sum Up – **Robin Gourlay**, Food and Drink Industry Division, SG
- 13.00 Close (**Cllr William Howatson**), Lunch and Networking



Improving Scotland's
food and drink businesses
through collaboration

SCOTLAND
OF FOOD & DRINK

Speaker notes

Cllr William Howatson has been the Provost of Aberdeenshire since May 2007 and is a widely-respected agricultural journalist with a particular interest in food production.

Nichola Bruce is Senior Commodity Specialist from Scotland Excel, the largest Centre of Procurement Expertise in Scotland. Scotland Excel arrange the contracts for food and drinks, consumables and other services on behalf of the majority of Scotland's 32 local authorities. Nichola Bruce will explain the scale and diversity of this market which serves the needs of schools, staff and public restaurants and residential homes.

Craig Innes is Head of Central Procurement Unit (CPU) which serves Aberdeenshire Council and Aberdeen City Council. CPU has been recognised for its work with local suppliers, including receiving a highly commended Government Opportunities Scotland Excellence in Public Procurement Award in 2008 for their work with Quality Meat Scotland following full traceability audits that showed all red meat served in public facilities is sourced locally.

Loraine Hartley is Commodity Manager at NHS Procurement and will explain how NHS contracts for food and drink are formulated and awarded for hospitals and related NHS services. In the context of food that it buys, evidencing due diligence through effective quality assurance standards are key aspects which Loraine will cover. How SMEs present this to best effect is essential knowledge for food businesses applying for contracts with the NHS in Scotland.

Andrew Stirling is the owner of Stirfresh, the prepared produce arm of a growing family farming business at Drumbertnot Farm, Montrose. Stirfresh supplies both the private and public sector with the highest quality potato, fruit and vegetable products direct from the farm and packed to customers' specifications. Andrew will offer his perspective as a major supplier to the public sector.

George Noble is Supply Chain Development Manager with the Scottish Agricultural Organisation Society (SAOS) and works as part of the C2 Cultivating Collaboration team. SAOS are Scotland's experts on co-operative and collaborative strategies, structures and management and provide a comprehensive range of development and consultancy services, supported by The Scottish Government. George is the author of the recently published Procurement Guide.

Robin Gourlay is presently seconded to the Scottish Government's Food and Drink Industry Division from East Ayrshire Council. Robin has vast experience in catering and hospitality in both public and private sectors and is responsible for driving forward the Scottish Government's Food Policy. Robin will coordinate the question and answer session and sum up the proceedings.