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Scotland Excel

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Discussion Points

- Purpose & Vision
- Aims & Objectives
- Portfolio of Contracts
- Tender Structure
- Stakeholder Engagement
- Tendering Requirements
- How we help...

Purpose & Vision

- **Purpose**

To raise procurement standards and work in collaboration with local authorities and suppliers to secure best value for our customers

- **Vision**

To be recognised, respected and trusted by local authorities and suppliers as the leading procurement organisation in Scotland

Objectives & Aims

- **To deliver best value collaborative contracts:**
 - Primary responsibility for sectoral commodities
 - Assisting with national commodities
 - Facilitating clustering of local commodities
- To increase procurement capacity and capabilities
- To improve engagement with suppliers
- To promote and share best practice with others

Portfolio of Contracts

- Groceries & Provisions
- Frozen Food
- Prepared Frozen Meals
- Milk
- Meats – Fresh, Cooked, Prepared & incorporating Fresh Fish
- Catering Disposables
- Catering Sundries
- Hygiene Solutions incorporating Paper Products
- Hygiene Units
- Vending
- Water Cooler Solutions

Tender Structure

- General Conditions of Contract
- Instructions to Tenderers
- Stage 1 - Selection Criteria
- Stage 2 - Award Criteria
- Regulatory Documents

Stakeholder Engagement

- Local Authorities
- Other Scotland Excel members
- Suppliers
- Scottish Government
- Public Food Bodies
- Other Public Sector Bodies

Tendering Requirements

- Full Compliance to Stage 1 requirements
- Be able to meet the delivery/logistical requirement for each Local Authority tendered
- Price as per tender request i.e. Best net delivered price
- Food Safety Management (Hazard Analysis & Critical Control Point)

Tendering Requirements cont'd

- Accredited or Operating Quality Management
- Accredited or Operating Environmental practises
- Operating in a sustainable manner
- eProcurement
- Management Information reporting
- Key Performance Indicator reporting

How we help.....

- Hold supplier forums to explain electronic tendering system
- Support Mechanism Available
- Geographical Areas split in some commodities
- Product Lotting
- Tender written in plain English
- Advertise in Public Contracts Scotland and trade magazines

Thank You