



ANNUAL REVIEW 2024

Bringing quality, innovative and localised solutions that support the efficient and compliant delivery of crucial public sector projects.



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REASONS TO CHOOSE SCOTTISH PROCUREMENT ALLIANCE



Trusted by over 130 public sector organisations as their procurement provider of choice



Extensive support to enhance your project helping to steer positive outcomes

INTRODUCTION

We are the Scottish Procurement Alliance (SPA), Scotland's largest free to join, not for profit framework provider.

Since SPA was formed in 2016, we have grown to become the procurement provider of choice for many Scottish public sector organisations. We are recognised for our distinct commitment to communities paired with our unique ability to bring quality, innovative and localised solutions that support the efficient and compliant delivery of crucial projects. Our proven solutions simplify the procurement process for our public sector partners and have contributed to a host of advantages for local communities.

As part of the LHC Procurement Group, SPA is one of five regions operating under the group which represents public sector organisations from across the UK in England, Wales and Scotland. The insight acquired from partners locally and nationally is used to develop solutions, reflecting localised public sector needs and challenges, to develop comprehensive and fit for purpose solutions.

“
unique ability to bring quality, innovative and localised solutions that support the efficient and compliant delivery of crucial projects
”



Over £5 million invested in Scottish communities to accelerate regeneration and foster connections



Regular monitoring is conducted on suppliers assessing financials, performance, and framework criteria



Solutions developed from deep insight and feedback obtained locally and nationally from suppliers and the public sector

FOREWORD

It's been an exciting but also fast-paced year for us at SPA, a lot has happened over a relatively short period of time, we've set new records, appointed additional members to our team, launched four frameworks and enrolled new public sector partners.

Our investment in people has been driven by our desire to improve the service that we offer our partners.

The team has grown with the addition of 5 new faces which brings us to 15, making us the largest region in the Group. We have bolstered our Client Support team with the addition of Ross Barty who joined us into a newly created post as Regional Business Manager. Ross was closely followed by four others who have strengthened our Procurement, Technical, Marketing and Corporate Services.

Our investment in people has been driven by our desire to improve the service that we offer our partners. It will give us more scope to be agile for complex requests such as project support, technical specifications, community benefit advice and offer valuable procurement guidance amongst other essential service enhancements.

Our steady growth as an organisation has placed us in a strong position and I'm positive that we will continue to see great results year-on-year. This is testament to the team that we have at SPA, but also the products that we offer, and the level of detail applied to all of our solutions.

In 2023-24 we attracted 10 new partners, increased the number of projects registered by 31.5%, the total project value increased by 4.8% compared with the previous year. 10 partners registered their first project with us and 27 reconnected with us. Our most popular frameworks over the course of the year were CS1, PB3, WH2, WD2 and ASC1.

These results are impressive, however, as a not for profit organisation our focus is not solely on our results but more on the impact of our service to your organisation and your community. The income we generate from framework usage supports our running costs, and our surplus is redistributed for the benefit of communities, through our Community Benefit Fund and rebate programme.

Both schemes have equally supported a diverse range of community projects and initiatives, ranging from mental health support groups, employability schemes and accessible play parks to community festivals and food hubs alongside many other vital community initiatives.

The importance and value of the Added Value Services programme shines through at a time when there is pressure on budgets and immense scrutiny on spending.



We are extremely proud to be a not for profit organisation and to generously give back to our community.

There has been a sharp rise in partners using our Added Value Services programme and realising its benefits. As these organisations become more familiar with the range of services available, they are seeing the value of having the raft of diverse support and expertise, to assist them with their project to steer positive outcomes. The importance and value of this programme shines through at a time when there is pressure on budgets and immense scrutiny on spending.

Five frameworks were launched including our Refurbishment and Modernisation (RM3) framework, Modern Methods of Construction of New Homes (NH3), Consultancy Services (CS1), Asset Safety and Compliance (ASC1) and Fire Safety (FS2).

All five of these frameworks have been developed through close collaboration with our partners and suppliers, ensuring that all of the feedback captured at pre-tender

engagement stage, was considered ensuring that our solutions are fit for purpose, and meet the ever-growing needs of our public sector partners.

In Scotland, we have seen an abundance of challenges that the public sector has had to navigate with precision, the cost of living continues to cause major distress, with limited solutions in shielding low-income families resulting in reliance on more support from social landlords.

The increase in costs for maintaining, upgrading and building new has culminated in organisations borrowing more from private lenders, a route which is plighted with caution. Balancing finances with achieving Government targets and organisational objectives is becoming increasingly tricky, with mandatory compliance requirements and equally important net zero targets to consider. On top of this, the Scottish Government declared a housing emergency, which followed the announcement of twelve local authorities signalling that the current situation is not working, and intervention is needed.

The last few years have been tough but the resilience and passion for the sector are clear and very warming to see. Every day we meet with housing associations, local authorities and other public bodies and leave feeling uplifted, despite the obstacles, there is a profound feeling of collaboration in the sector and a feeling of empowerment to do right by their residents and communities.

But above all, I'm very pleased with how as a team we have responded to the challenges that partners have faced, and collectively explored steps with a focused mindset of being a genuine solutions provider. One that embodies being supportive, outcomes-focused, and invests in community development.

Lesley Anderson
Regional Director

27
Partners reconnected with us

31.5%
Increase in projects registered

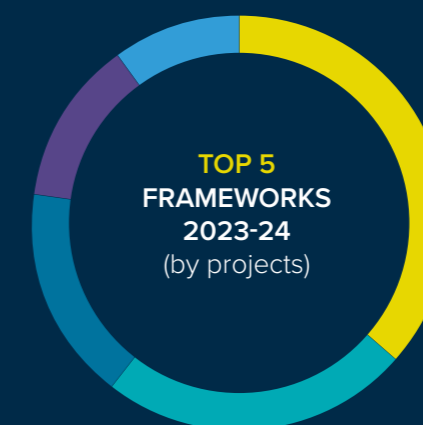
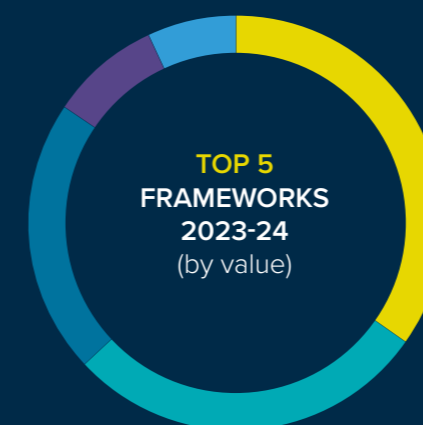
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New partners in 2023-24

FINANCIAL RESULTS

As illustrated, SPA has achieved consistent growth, evidenced by the increase in registered projects, new partners using our solutions, and the rise in the number of frameworks being used.

In comparison to the 2020-21 year, the number of projects for this year has more than doubled. The external factors causing the drop off in projects being registered are clear due to the pandemic but the positives to derive from this is the steady growth of registered projects and maintaining this trajectory over the concurrent years from 2020.

This year, 36 partners were issued rebates totalling an accumulative value of £513,458.00 which is a 69.2% increase on the 2022-23 fiscal year.



FRAMEWORK VALUE FOR 2023-24

H2 £42.68m
PB3 £34.42m
WH2 £26.18m
WD2 £10.534m
RS4 £8.3m

FRAMEWORK PROJECTS FOR 2023-24

CS1 52
PB3 34
WD2 24
WH2 18
ASC1 14

10 PARTNERS HAVE USED SPA FOR FIRST TIME

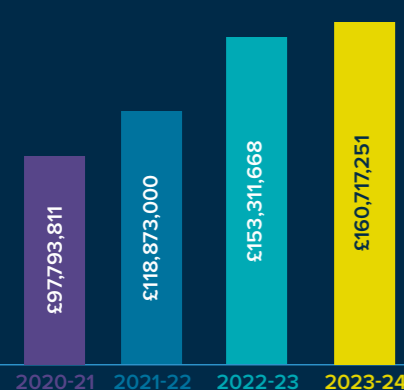
83 APPOINTED COMPANIES USED

£130,000 COMMUNITY BENEFIT

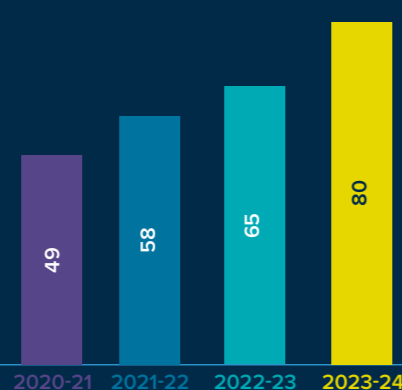
£2,120,045 AVERAGE COMMITTEE SPEND

£1,899,045 AVERAGE PARTNER SPEND

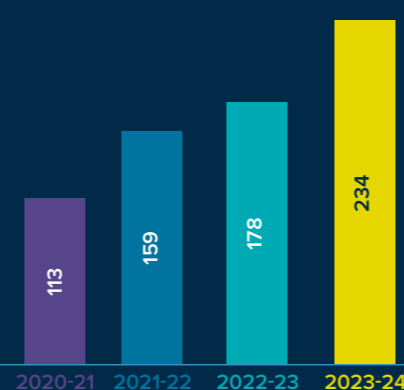
VALUE OF WORKS UNDERTAKEN ON SPA PROJECTS



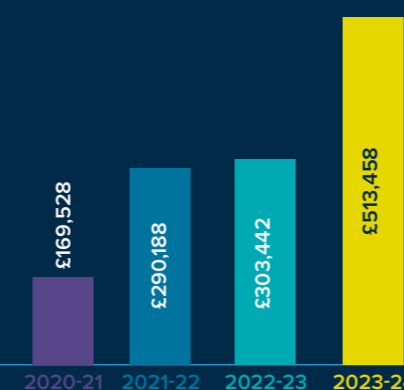
NUMBER OF PARTNERS WHO HAVE USED OUR FRAMEWORKS



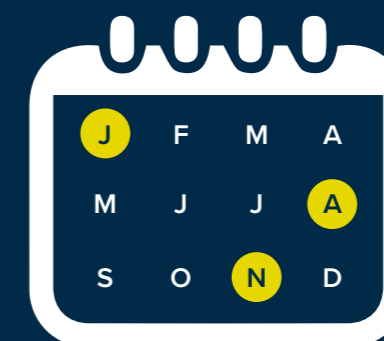
NUMBER OF PROJECTS REGISTERED



TOTAL VALUE OF REBATE DISTRIBUTED



THE THREE HIGHEST MONTHS FOR PROJECT REGISTRATIONS



OUR SOLUTIONS

All of our frameworks are fully compliant with UK and Scottish legislation, they demonstrate a proven and valuable method for generating positive outcomes. Our solutions simplify the procurement process for our public sector partners providing a quick and effective route to support the successful delivery of crucial projects.

There are 14 frameworks that partners can choose from which include new build housing, public buildings construction to comprehensive asset compliance services, kitchen and bathroom upgrades including a full suite of consultancy services.

Our extensive range of frameworks offers full flexibility to select a preferred contract award method, as well as giving partners full autonomy to choose from a range of standard building contracts or the option to adopt their in-house agreement.

Five frameworks were recently launched to upgrade properties, build offsite homes, improve fire safety, access building consultants and support compliance and building safety requirements.

REFURBISHMENT & MODERNISATION RM3

The RM3 framework is suitable for both housing and building projects. Formed of five workstreams that can support the delivery of kitchen and bathroom upgrades, electrical installations and rewiring, redecoration, painting and decorating, external works such as demolition, excavation and landscaping. Additionally, the framework has the option for multi-disciplinary works incorporating multiple measures or a whole building approach.

FIRE SAFETY FS2

The FS2 framework offers broad expertise from across the fire safety industry. Split into eight workstreams which include consultancy, risk assessments and inspections, waking watch services, active and passive fire protection, systems installation and cladding remediation. A range of fire protection measures can be combined through our multi-disciplinary workstream.

CONSULTANCY SERVICES CS1

The CS1 framework offers access to a catalogue of qualified and experienced consultants for construction planning and architectural services, management and design, civil and structural engineering, electrical and plumbing services, asset management, and health, safety and environmental as well as multi-disciplinary requirements. It's suitable for all public sector uses.

ASSET SAFETY AND COMPLIANCE ASC1

The ASC1 framework offers a suite of compliance services to meet government guidelines regarding life safety, property protection and maintenance for all types of properties. It enables access to experts for asbestos consultancy, surveys and removals, property protection, water management, gas safety and heating maintenance and electrical testing.

FEATURED FRAMEWORKS

NEW BUILD HOUSING CONSTRUCTION H2

The H2 framework supports the delivery of new build accommodation and associated works. There is a variety of services included in H2 from the development of traditional housing, care homes and extra care living to mixed use sites and site demolition and clearance. Additionally, the framework encompasses development agreements and land purchases.

NH3 supports offsite construction for new homes

WINDOWS & DOORS – PVC-U & TIMBER WD2

The WD2 framework connects partners with high quality manufacturers, suppliers and installers of PVC-U, timber and aluminium clad windows and doors. It includes the option of supply only and covers a multitude of services from conducting surveys, production of design drawings and supply of samples to full installation and aftersales service. The framework is suitable for all public sector uses for residential and non-residential settings.

6,135
NEW HOMES
CONSTRUCTED
SINCE 2016

£894M
TOTAL VALUE

184
WINDOWS &
DOORS PROJECTS
SINCE 2016

£120M
TOTAL VALUE

ADDITIONAL FRAMEWORKS:

- Modern Methods of Construction (MMC) for New Homes (NH3)
- Modular Buildings (MB2)
- Public Buildings Construction and Infrastructure (PB3)
- Doorsets, Fire Doors and Communal Entrance Doors (C8)
- Roofing Systems and Associated Works (RS4)
- Kitchens and Associated Products (K7)
- Energy Efficiency Measures & Associated Works (N8)
- Offsite Project Integrator (OPI1)

DYNAMIC PURCHASING SYSTEM:

- Whole House Refurbishment (WH DPS)

Browse the full list of our frameworks:



COMMUNITY BENEFIT FUND

The SPA Community Benefit Fund was launched in 2017 to accelerate community development and regeneration, while also helping people reconnect and form strong communities, through essential investment. Our surplus from framework usage generates the funds that are channelled directly into the community, supporting a diverse range of community groups, projects and initiatives.

Management and distribution of the fund are administered by Lintel Trust. As a charity with a 45 year heritage, Lintel Trust has been the voice of thriving Scottish housing communities. Amplifying the importance of community investment and meaningful community benefits. They are well-versed in working with public sector organisations and community groups alike to deliver positive outcomes.

There are 14 recipients of the SPA Community Benefit Fund these organisations represent the SPA Committee. The Committee meet regularly to discuss current market challenges, share knowledge on areas of interest and provide feedback on product proposals alongside a host of other topics.

It's important to us as a procurement solutions provider we develop leading edge and regionally focussed procurement solutions that meet the evolving needs of the public sector. Our Committee formed of experienced procurement,

development and senior executives within housing associations and local authorities help us achieve this goal.

As a token of appreciation for their commitment, each committee partner is eligible to apply for £10,000 awarded annually as part of the SPA Community Benefit Fund. The fund has been used to help tackle a host of issues such as social isolation, poverty, employability schemes, environmental improvements and much more.

At the start of 2024, our committee partners were rotated and each organisation was consulted with 85% voting to remain in the committee for a 2 year term. Two organisations stepped down allowing space for North Lanarkshire Council and Queens Cross Housing Association to join.



OUR COMMITTEE PARTNERS



COMMUNITY BENEFIT FUND NUMBERS

£910k
Grants awarded from SPA Community Benefit Fund

103
Projects funded

£1,152,250
Match funding achieved

£2,062,250
Spent in Scottish communities

27,931
People benefitted from funding

£5,195,615
Social value generated

1ST STEP CASE STUDY

1st Step Development Ventures was established in 2018 as a registered charity operating across multiple sites in Linlithgow and Falkirk.

Their main focus is on helping and supporting people impacted by addiction, mental health challenges and social isolation. They do this through a host of opportunities that offer individuals a sense of purpose, promote independence and help them believe in their recovery, by bestowing trust through a multitude of community-facing opportunities.



For participants of the service, 1st Step hosts a popular recovery meeting each week where individuals share experiences, useful techniques and have a general catch up. The meetings are held at the Village Hall in Linlithgow which also occupies their community garden where fresh produce is harvested for use at their recovery meetings but also used for their various food pantries. They have formed strong partnerships with the NHS and other public bodies as well as charities who frequently drop in to the meetings and deliver a range of workshops, offer advice and signpost useful services.

They operate across four sites, three in Linlithgow and one in Falkirk. In December 2023, they secured a unit in Howgate Shopping Centre which contains a café and a fully stocked food pantry offering dignified access to high quality food, baby clothing and accessories. There is even a bike workshop and showroom within the unit.

Volunteers and staff members accept donated bikes for the workshop to repair and sell while also donating bikes to support people obtaining employment or to simply get around their community. They have two workshops in Linlithgow and Falkirk that are kitted out with all of the necessary tools and equipment.

Each participant, volunteer or staff member can level up their skills through training, mentorship or vocational qualifications provided by the organisation. If there is an interest in learning new skills 1st Step encourage people to seize the opportunity by funding courses that will enhance personal development and attract employers. They are passionate about the growth of individuals and endeavour to develop people both academically and socially to their full potential.

In 2023, 1st Step was awarded a grant of £20,000 from the SPA Community Benefit Fund to build on its service capacity with the addition of a Recovery and Connection Coordinator and Volunteer Support Worker. These hires enabled 1st Step to grow as they embarked on opening their unit in Falkirk which was an important step in their growth.

“Importantly, this investment has enabled us to create valuable supported volunteer opportunities with life-changing outcomes.”

“They are passionate about the growth of individuals and endeavour to develop people both academically and socially to their full potential.”

The work that 1st Step is involved with is vital for so many people, the opportunity to fund a paid member of staff to enhance the service that the organisation can provide is not only a positive one for the community but also a major victory for the NHS.

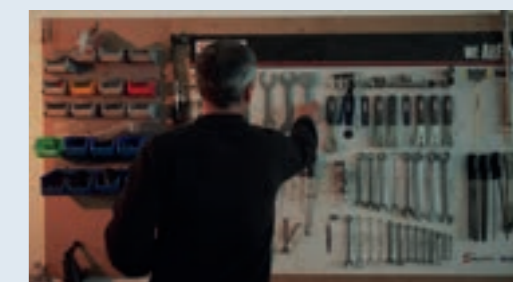
At SPA we are thrilled to have had the opportunity to fund such an incredible project that is having an exemplary impact on transforming local people’s lives.

Maria Throp, Development Manager from 1st Step said:

“SPA has been critical in enabling us to have the capacity and resources to develop much-needed food security and social support in our local communities.

“Importantly, this investment has enabled us to create valuable supported volunteer opportunities with life-changing outcomes.

“Many of our volunteers have reclaimed their lives through gaining a sense of purpose and feeling more connected to their community because they are actively improving the lives of others”



Scan the QR code to donate to 1st Step



WATER ROW CASE STUDY

The biggest development the Govan community have ever seen has been completed, adding 92 mid-market rented properties for the benefit of Govan residents. The landmark project worth £23 million has been delivered by CCG for Govan Housing Association.

This development is part of a wider master plan and vision to bring new life into Govan and transform the local area by building new homes, upgrading walkways, and creating attractive green spaces to put Govan 'back on the map'.

Commonly known as Water Row inspired by its waterfront location. The site offers spectacular views that overlook Glasgow's River Clyde extending towards Riverside Museum and beyond. All 92 dwellings have two spacious bedrooms and 10% have been designed to incorporate housing for varying needs standards. The development combines residential living with the addition of 6 commercial units integrated into the blocks.



works which includes the development of traditional housing, care homes and extra care living to mixed use sites and site demolition and clearance.

Standing tall in the heart of Govan is the Water Row development, inspiring residents from all walks of life with its stark design and spectacular views. It's a huge milestone for Govan Housing Association evidencing their commitment to transforming the town and embodies CCG's ingenuity in construction. This development also demonstrates the value of using an SPA framework and what can be achieved.

As part of the community benefits delivered for this project, CCG provided ongoing training and employment opportunities for Govan residents providing work experience and apprenticeships. Two Govan residents secured apprenticeships with the company and three residents gained site-based work placements. Owing this to CCG's partnership with organisations like Developing Young Workforce and DWP Govan.

For this landmark development, Govan Housing Association used SPA's NH2 framework awarding CCG the contract following a successful mini competition bid. The project was officially awarded in March 2021, enabling works began in April 2021 and the construction started in April 2022.

Since this project was awarded, the NH2 framework has been replaced with NH3 and H2. The NH3 framework supports an array of housing requirements including modern methods of construction practices. The framework is formed of four workstreams supporting 3D modular systems, 2D panelised systems, main contractors and groundworks and associated works.

The H2 framework supports the delivery of new build accommodation and associated

“ *This development also demonstrates the value of using an SPA framework and what can be achieved.* ”



“ *CCG provided ongoing training and employment opportunities for Govan residents providing work experience and apprenticeships.* ”

9/2024
PROJECT COMPLETED

£23M
TOTAL VALUE

CCG
APPOINTED COMPANY

NH2
FRAMEWORK USED

ADDED VALUE SERVICES

Our team can provide reassurance and guidance, ensuring each process is carefully considered, by utilising our extensive knowledge and expertise at no cost.

There is a wide range of valuable resources accessible to our partners through our Added Value Services programme. It consists of essential procurement knowledge and training, advice and guidance on the technical components of a project, assistance calling off from our frameworks. As well as awareness and identification of suitable frameworks and community benefits to include.

The programme offers access to our in-house experts free of charge and has been developed to drive efficiencies and assist partners in making clear and informed decisions.



CLIENT SUPPORT

At each stage of your project journey our Client Support team are available to provide you with information about our solutions and to help you achieve a fluid and informed experience when using SPA. Our Client Support team are split geographically, each partner will have an allocated contact to raise questions with and gain support from.



PROCUREMENT GUIDANCE

Using our extensive knowledge and understanding of procurement practices from both a local and national level we can help advise organisations on best practices and support them with key elements of their procurement process. We pride ourselves on sharing our knowledge by offering individual and group training sessions, that can inform those less familiar with procurement, equipping them with essential information, to conduct compliant and effective procurement processes.



CALL OFF SERVICE

The Call Off Service is a facility that our partners can use to help simplify the process of awarding a contract using a mini competition. Acting as an extension to your team, we will work in collaboration to conduct a mini competition based on your requirements. Flexible in its approach you can opt to perform elements yourself or allow SPA to manage the entire procurement from your direction. It involves developing documentation, running mini competitions, drafting award letters, publishing notices, and handling administrative tasks associated with calling off from a framework.



TECHNICAL SUPPORT

Having a team by your side who are familiar with most technical processes and who are well versed in handling complex operations is a strong position to be in. We have a team of qualified and experienced technical experts that are capable of supporting our partners with their projects. Our offering is vast and covers a range of essential areas including providing guidance on project scope, offering specification advice to conducting price verifications and attending pre-start and progress meetings.



SOCIAL VALUE

Through our partnership with Lintel Trust, partners have access to a range of comprehensive social value services. From help to identify suitable community benefits for a project, to offering practical advice on social value measurement and locating match funding opportunities. Even if you want a second opinion or simply a sounding board, the team at Lintel Trust are available to offer insightful and proven recommendations and guidance that will have a wider and greater impact on your community.

HOW TO USE:

A simple 4-step process to using our Added Value Services

1
STEP

Choose solution suitable for project and contact regional client support to complete project registration form.

2
STEP

Identify if additional services would be useful for project

- Procurement advice or training
- Assistance calling off from framework
- Help with technical requirements of project
- Facilitate pre tender engagement sessions
- Price validation or advice on technical specification
- Representation at pre-start or progress meetings
- Social value monitoring or guidance identifying community benefits

3
STEP

Review EOI responses, issue tender documents and evaluate submissions

4
STEP

Award contract and publish award notice

THE TEAM



Lesley Anderson
Regional Director

CLIENT SUPPORT



Ross Barty
Regional Business Manager

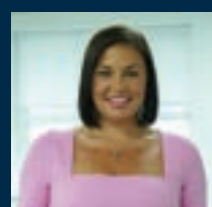


Lynsay Logan
Client Support Manager



Reiss Stewart
Client Support Officer

PROCUREMENT



Daniella Bryans
Senior Procurement Officer



Mariann Hughes
Procurement Assistant

TECHNICAL SUPPORT



Heather O'Donnell
Technical Support Manager



Grant Walker
Technical Support Officer



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Discover how our diverse and wide-ranging procurement solutions can address your unique requirements.

Let's discuss how our solutions can benefit your project. Schedule a chat with us.



Scan QR code to get in contact