



Business overview and update

Ross Barty
Regional Business Manager
Scottish Procurement Alliance



Enabled
**£2.7
billion**

worth of works and
services since our
inception in 2016

Supporting key public
sector priorities, including:

- Reactive maintenance
- Damp and mould
- Fire safety
- Housing delivery
- Public building
maintenance
refurbishment and
construction

Reached
**£6.7
million**

distributed via
Community Benefit
Fund and rebate
combined

In 2025-26:

170

hours spent community
volunteering

241+

Scottish suppliers
connected with public
sector works

Launched
2
solutions

Delivered events offering

- procurement guidance
- social value support
- bid-writing expertise

Doubled our support through the
call off service

Recognised by
3
industry awards

Promoted
4
team members

Supported **6 partners** deliver reactive
maintenance through **collaborative
procurement**

Meet the SPA team



Lesley Peaty
Regional Director



Ross Barty
Regional Business Manager



Lynsay Logan
Client Support Manager



Reiss Stewart
Client Support Manager



Heather O'Donnell
Snr Technical Support Manager



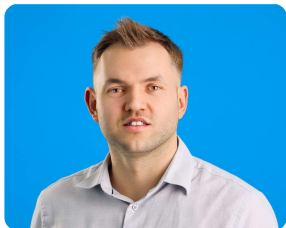
Alan Webster
Technical Support Officer



Daniella Bryans
Snr Procurement Officer



Mariann Hughes
Procurement Assistant



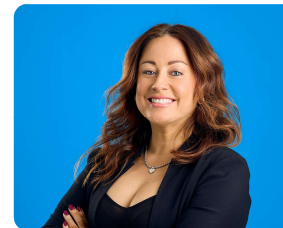
John McCollum
Regional Marketing & Comms Manager



Megan Woolard
Marketing Assistant



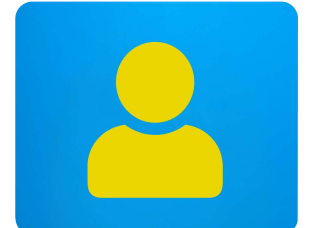
Karen Campbell
Office Manager



Cara McWilliams
Business Coordinator



Carrie Denholm
Business Coordinator



New
Business Coordinator

Our decade of impact as Scotland's leading procurement provider

2018–19

- Established relationships with SFHA, SDP and CIOB
- Celebrated reaching 100 clients
- Hosted our own awards night



2022–23

- Office expansion and refurbishment
- Expanded Call Off Service offering



2026

- £2.7 billion procured using our solutions
- Over £6 million distributed in rebates and CBF
- Celebrated 5 years working in partnership with Lintel Trust

2016–17

- SPA were formed
- First committee established and N7 launched
- First CBF was distributed

2020–21

- Launched first DPS
- Introduced our AVS programme of support
- Reached £1billion milestone in live project value



2024–25

- Published first social value strategy
- Awarded £1million in Community Benefit Fund
- Construction Excellence Gold Standard awarded



Our Performance Summary

2025/26

104 PARTNERS USED OUR
FRAMEWORKS

408 NEW PROJECTS
REGISTERED

241 COMPANIES INVITED TO
BID FOR CALL OFF
OPPORTUNITIES

940 LIVE PROJECTS

254 PROJECT VALUE (£m)

£425K

Associate Partner Rebate
Community Benefit Fund

£190K

Committee/Group
Community Benefit Fund

£6.7m

Total amount given back
since 2016

£1.42m

Committee Community
Benefit Fund

+

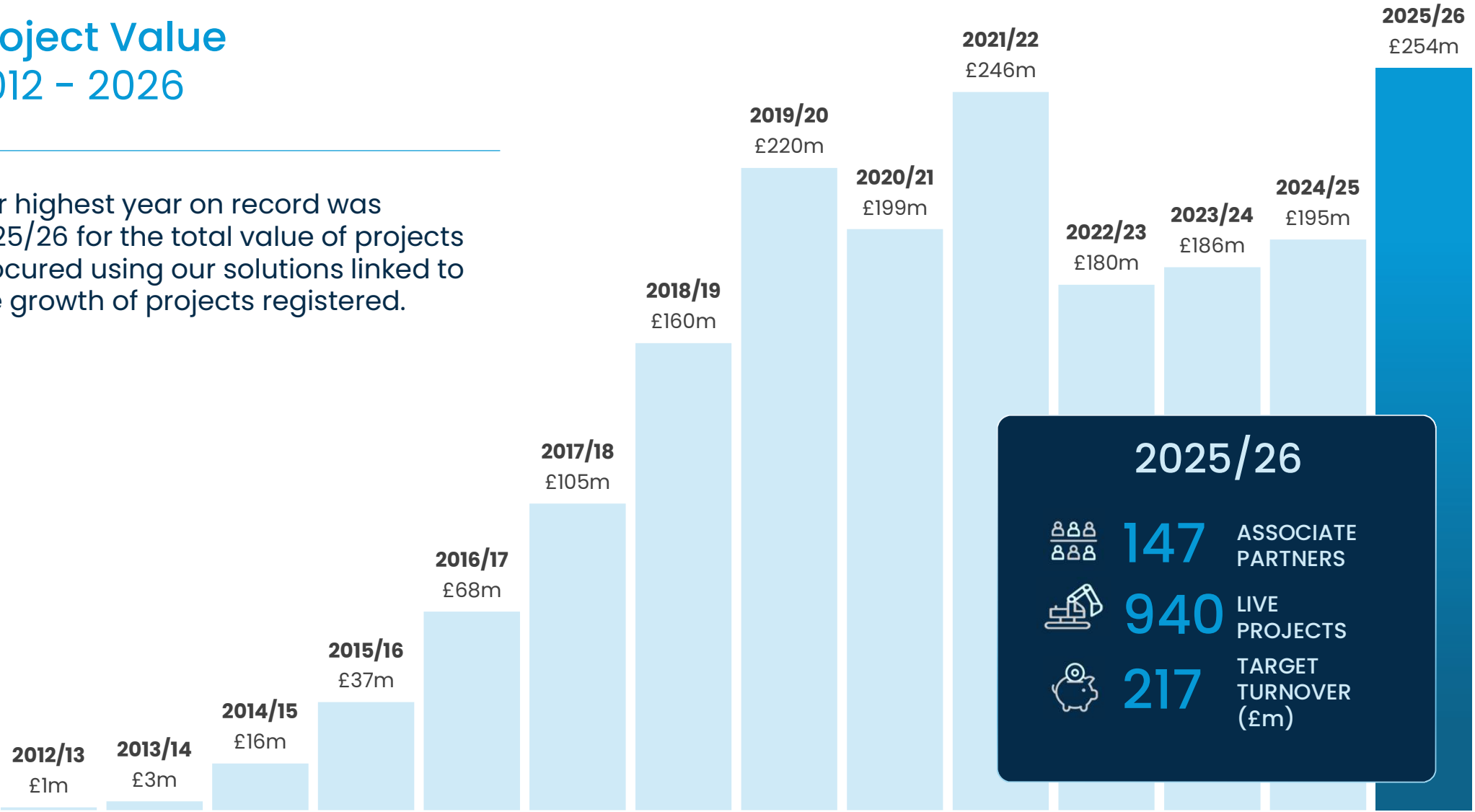
£5.3m

Associate Partner
Community Benefit Fund
(Formerly Rebate)

Project Value

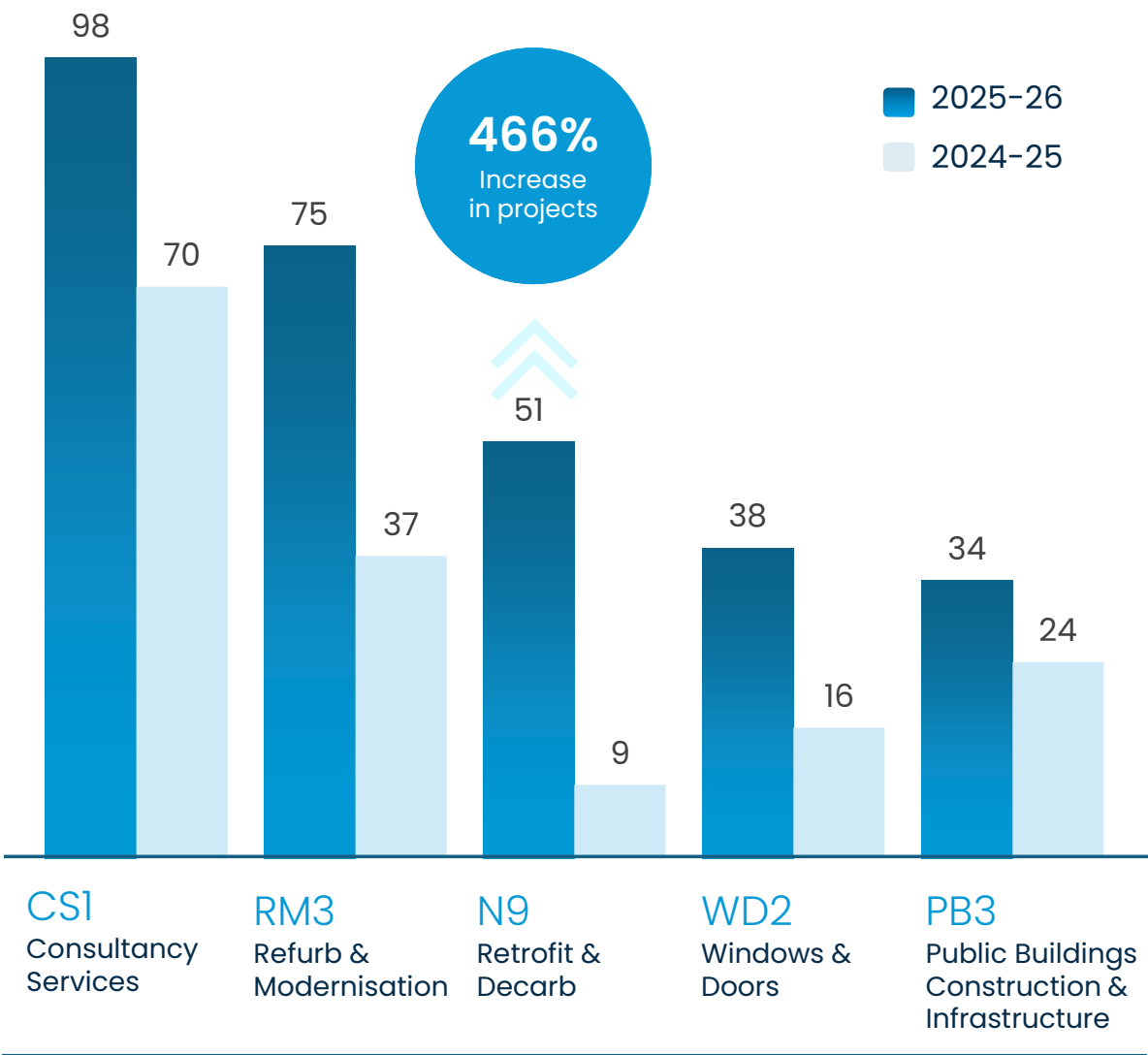
2012 – 2026

Our highest year on record was 2025/26 for the total value of projects procured using our solutions linked to the growth of projects registered.



Top 5 Frameworks for 2025/26 in comparison to previous period

The most popular frameworks for 2025/26 have witnessed significant growth compared to the previous period.



The role of the SPA Committee

Discuss current market challenges, share knowledge on key areas, review product proposals and existing portfolio

13 committee partners rotated bi-annually

4 meetings per year

Active users of SPA frameworks

Influence and maximise delivery of solutions

Share knowledge & collaborate with peers

Discuss organisational priorities and challenges

Access to industry insight

Current Committee partners:



Growing our network of Associate Partners

10

organisations joined
us as an associate
partner in 2025-26



UK Research
and Innovation

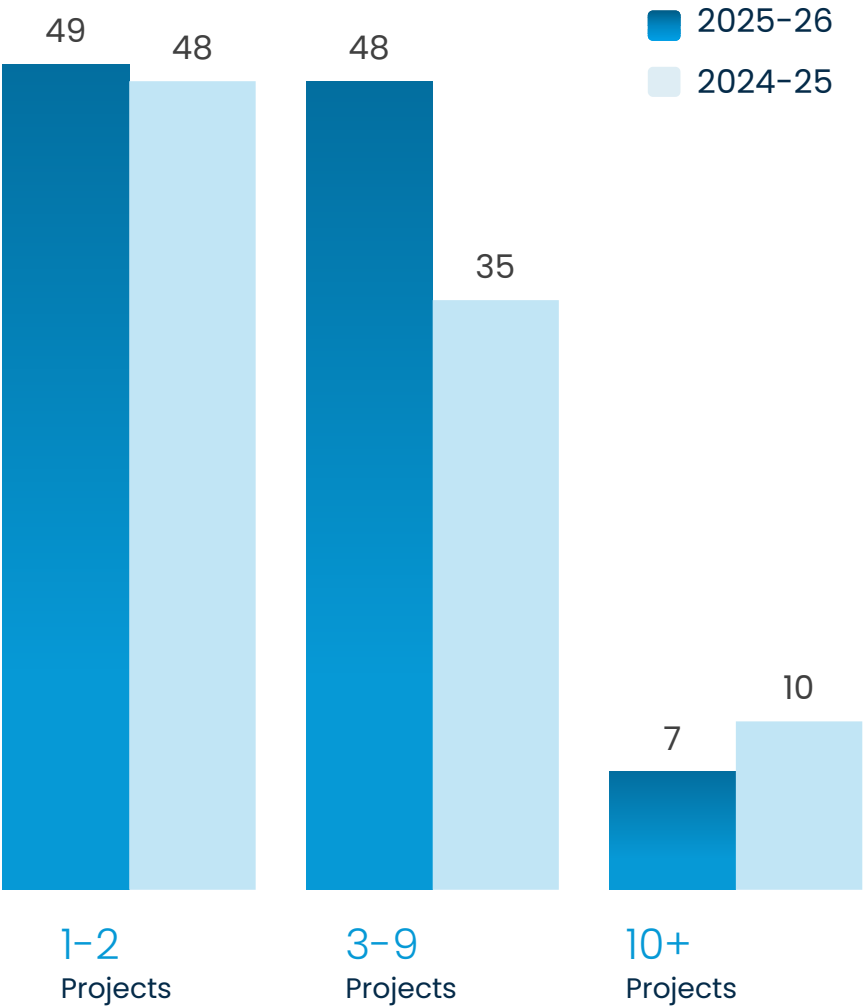


Number of Projects Registered by Partners

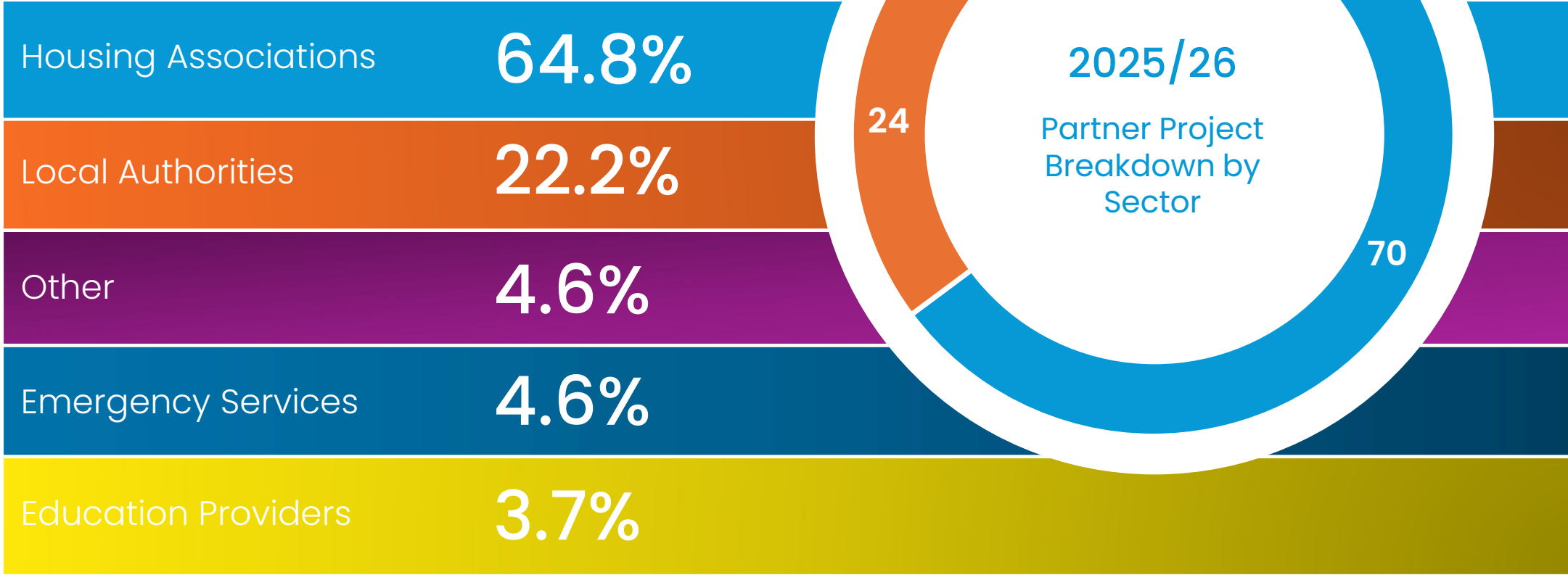
In comparison to the previous period
2025/26 seen an increase in partners
registering 3 or more projects in the
year.

£4,349,460

Average public sector
partner spend



Breakdown of
Registered Projects in
2025/26 by Partner Groups



Over the last 12 months, there has been a shift in public sector priorities

As legislative changes come into force, new funding initiatives are announced and a renewed focus on key safety measures has led to growing demand.

Fire Safety

Cladding remediation programmes accelerating across Scotland.

- Single Building Assessments (SBA's)
- Waking Watch
- Alarm Installs
- Cladding Remediation

Damp & Mould

Awaab's Law coming to Scotland, raising landlord duties on damp, mould and response times.

- Surveys & Inspection
- Remediation & Monitoring
- Dedicated contracts outside of Reactive Maintenance

Energy Efficiency

Retrofit of Scottish social housing scaling up, backed by net zero and energy efficiency funding schemes.

- Funding Support
- SHNZHF
- EES : ABS

Maintenance

Restoring existing stock to bring assets back into use and secure ongoing maintenance.

- Planned & Reactive Maintenance
- Voids
- Stonework

Project priorities and **our response**

Cladding remediation

Southside Housing Association

£1m

Supporting the removal of high pressure cladding and outdated insulation in 17-storey tower blocks.



Our Solution:
FS2 Fire Safety

1

Energy efficiency

Hillcrest Homes

£300k

Enabled the installation of Solar PV and Battery Storage in Hillcrest HQ refurbishment.



Our Solution:
N9 Retrofit and decarbonisation

2

Damp and Mould

Clackmannanshire council

£3.95m

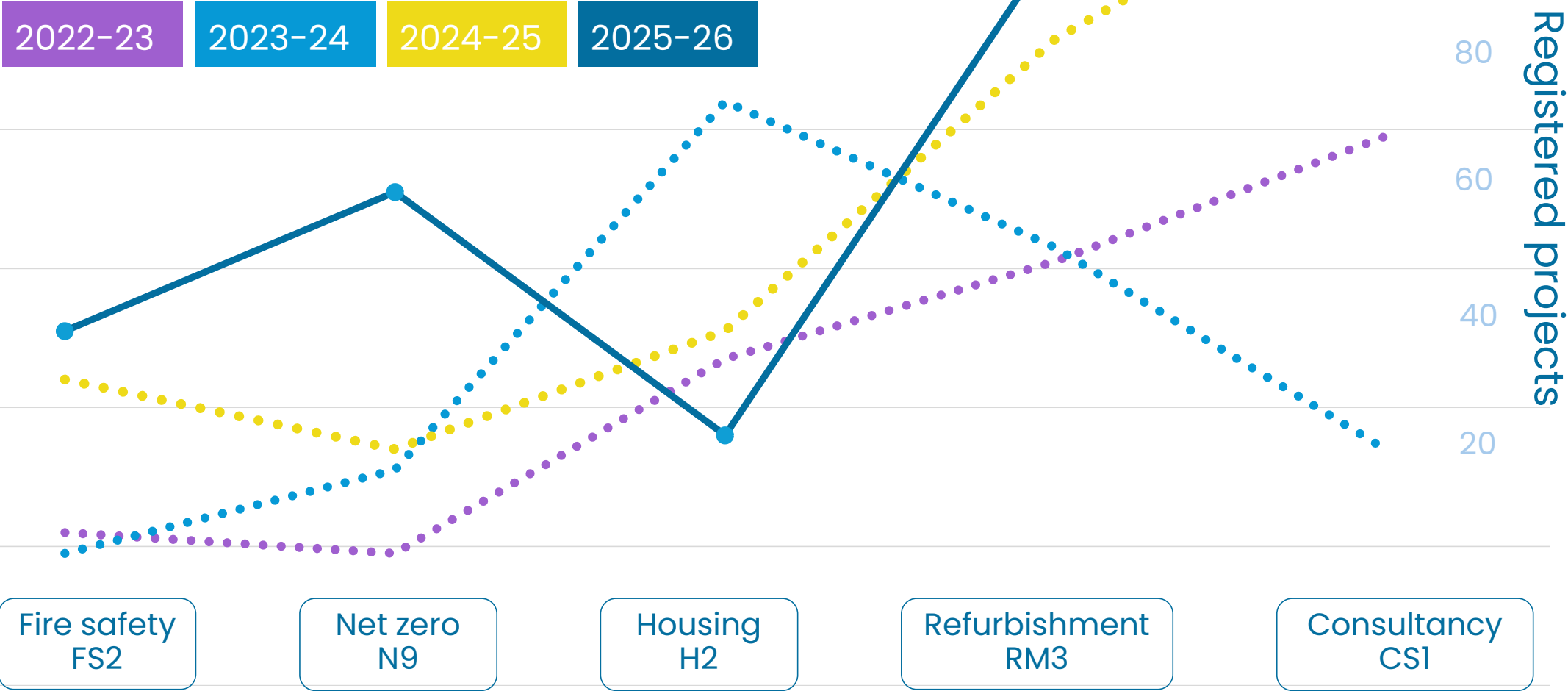
Awarded a four-year contract to SME undertake damp and mould surveys and works in 270 council-owned homes.

Our Solution: Repair and Maintenance DPS

3

Public sector trend map

4 year comparison



We foster a diverse, compliant, and local supply chain for every project, providing an accessible entry point for organisations of all sizes.

68%

of companies awarded projects are a Scottish based SME

241

companies invited to bid for call off opportunities

Reserved spaces

on most of our frameworks for small businesses

Hosted our first DPS roadshow to support over 40 organisations access public sector opportunities.



Connected Glasgow-based firm with multi-year public sector contract worth £100k+ via SPA's Repair and Maintenance DPS.



Solutions

12 LIVE FRAMEWORKS

CS1 Consultancy Services

ASC1 Asset Safety & Compliance

FS2 Fire Safety

N9 Retrofit & Decarbonisation

WD2 Windows & Doors

C8 Doorsets, Fire Doors & Communal Entrance Doors

RS5 Roofing Systems & Associated Works

3 Dynamic Purchasing Systems

NH3 Modern Methods of Construction

MB3 Modular Buildings

H2 New Build Housing Construction

RM3 Refurbishment & Modernisation

PB3 Public Buildings Construction & Infrastructure

DPS Whole House

DPS Repair & Maintenance

DPS Energy Efficiency

2 NEW FRAMEWORKS COMING NEXT MONTH!



Upcoming framework – in progress

RM4S

Refurbishment and Modernisation – Scotland

RM4S will provide access to a broad range of refurbishment, maintenance and modernisation solutions.

10

dedicated
workstreams

44

reserved spaces for
small businesses
across value bands



Key Support Areas

Covers multi-disciplinary and reactive maintenance:
delivering responsive repair and maintenance services
across multiple trade disciplines

Streamlines damp and mould remediation
supporting healthier homes and compliance-led
remediation programmes

Dedicated stoneworks workstream, providing
specialised expertise and improved support for
heritage and restoration projects

Expanding our local **supply network** with **SDP** and **Business Gateway**

- Connects us with SMEs nationwide through regional events, providing a platform to raise awareness of our opportunities, build relationships and increase engagement.



Understanding the **wider housing landscape and sector priorities** with **SFHA** and **CIOB**

- Provides access to social housing sector insights while creating a collaborative forum to discuss key public sector priorities and inform our future direction.



How our **partnerships enhance the support** we provide



Identifying and funding **grassroots initiatives** with **Lintel Trust**

- Guides public sector spending to maximise social value outcomes through their management of the SPA Community Benefit Fund and knowledge of the community landscape.



Celebrating **local community achievements** with **SURF**

- Promotes the benefits of sustainable and meaningful community regeneration through spotlighting transformational local initiatives across Scotland.

How our partners have used our **Added Value Services**

Regional client support

Marketing

Social value advice

- Community Benefit statements
- Impact measurement tool
- In person and online social value workshops hosted for partners and suppliers

Technical support

30+

Partners benefited from technical price verification services

Call off service

£9.5M

Worth of works and services supported with our call off service

Procurement guidance

- Procurement knowledge sharing
- Best practice procurement training
- Bidding sessions for SMEs

Mellville Housing Association

Enabling skills development through Midlothian housing project.

We identified **Community Benefit Targets** for a 28-home housing project, identifying:

Local job opportunities

School work placements

Apprenticeship opportunities

SPA Community Benefit Fund

In early 2025, the SPA Community Benefit Fund and Rebate merged.

£190k Awarded to Committee Partners from SPA Community Benefit Fund.

£425k Total value of CBF distributed for 2025-26

totalling

£6.7 million since 2016



supporting almost

40,000 beneficiaries

West Lothian Council

Securing the future of
Craigsfarm Community Hub

£10,000 award

Supported the delivery of an early intervention mental health service reaching more than 500 people.

Approaching reactive maintenance with collaborative procurement

Reactive and Void Maintenance Services for:



Est Contract Value: £15m

Term: 3 years with 2 12-month optional extension periods

Suppliers invited to bid: 7

Bids received: 6

Strategy & Procurement Planning

- Reviewed spend, stock profile and contract values.
- Engaged local supply chains and existing contractors.
- Developed scopes of service and schedules of rates.

Tender Development & Competition Management

- Developed tender documentation, award criteria and evaluation methodology.
- Published and managed the mini competition through PCS Quick Quote.
- Provided ongoing procurement and technical guidance throughout the process.

Evaluation, Award & Implementation

- Conducted compliance checks on tender submissions.
- Led and facilitated tender evaluation and moderation.
- Prepared the evaluation matrix, award report, bidder feedback, outcome and award letters and contract award notice.

What we are focusing on

1

Work with public sector partners and the supply chain to create sustainable opportunities that deliver lasting benefits for communities across Scotland.

2

Enhance our AVS support for partners and appointed companies to deliver maximum benefit using our solutions.

3

Continue to develop regionally focused, fit for purpose solutions that align with priorities and ambitions.

4

Extend the impact and awareness of our community investment initiatives through our social value advisory service and Lintel Trust partnership.