



Community Benefit Fund: We're now seeing the great benefits and significant difference our projects have made to each local community.

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YEARLY ROUND UP

During the past year, SPA has completed over £107m worth of projects through our frameworks. It is hard to believe that we have only been operational as SPA since March 2016, and yet the impact has been so significant to the sector. The variety of projects procured through our frameworks have varied from small service projects with a value of a few thousand pounds to large scale multi-million housing developments and everything in between.

The common thread that runs through each of these projects is the positive impact they have on every single tenant by improving their quality of life and local environment.

As our partnership has grown, we identified a need for more local service provision and I am delighted to have welcomed five new members to the SPA team. Our commitment to providing a range of services has seen the team increase with the addition of: a Procurement Manager, a Technical Manager, a Client Support Manager — West, a Marketing & Communications Officer, and additional administration support. The full team are on hand to support SPA partners and appointed companies throughout each project; whether it's the case of a quick phone call to clarify procurement regulations, advice on specifying products or services for individual projects or joint marketing on completed projects. They are an integral resource for the SPA partners and appointed companies alike. Read more about the Team on page 34.

I am happy to report that our membership now stands at 82 members and growing! We welcome everyone who has joined this year and we are looking forward to working with you all. As an organisation, we are fully committed to collaborating with our partners who range from small co-operatives, regional and national RSLs as well as some of the most influential local authorities.

In May this year, we launched our new H1 New Build Construction Framework, which had representatives from over half of our partners in attendance. H1 is one of the most comprehensive housing constructions frameworks on the market today. Our intelligent and compliant procurement process ensured we delivered on our commitment to provide coverage throughout Scotland. Read more about this framework and it's capabilities on page 8.

In the last Annual Report, we outlined our plan for the Founder Partners' Community Benefit Fund. The fund is

managed by the Lintel Trust and, now a year on, we can see the great benefits and significant difference these projects have made to each local community. We have seen a great number of positive outcomes from each project, you can read more about the wonderful work being delivered through the fund on pages 16 to 18 and 24 to 27.

The full team are on hand to support SPA partners and appointed companies throughout each project

Thank you to everyone who has contributed to SPA's continued progress and success over the past year. We look forward to a productive and collaborative year ahead!



CLIVE FEENEY
Director

INVESTING FOR THE LONG-TERM

On Thursday 24th May this year, we officially opened our Livingston office, an ideal location from which to service our nationwide client base. The official launch had special guests from West Lothian College.

As a not-for-profit organisation, dedicated to supporting its partners in improving the lives of their residents and their communities, supporting the local community near our new office in Livingston was a natural decision for us. A small group of NC Art and Design students, from West Lothian College, collaborated on a mural capturing the best of Scotland through iconic landmarks, flora and

fauna with five individual works framed throughout the office.

Alex Harvey, Lecturer in Art & Design at West Lothian College, said:

“Our students work on generating proposals for public artworks each year. Being invited by the Scottish Procurement Alliance to create a feature wall and artworks for their office environment has been a



wonderful opportunity for our students to actually see their work realised.

This experience has been valuable for students and will serve them well as they continue to progress on to the next level of their studies. The students have really stepped up to the challenge and contributed something dynamic to add to the space.

The students and senior management team from West Lothian College were especially delighted to be invited to the official launch. Everyone seems really happy with the resulting artworks, hopefully the work will continue to be enjoyed for years to come.”

The students attended a short presentation in the Lewis boardroom led by our director, Clive Feeney, who gave them an overview of the work undertaken by SPA. Afterwards each student was given a gift from the SPA team to express their gratitude. Mary Mitchell, SPA Chair, cut the ribbon in front of the student’s mural to officially open the office to partners.

Clive Feeney said:

“As this is to be a permanent base for our business, we wanted to engage our local community and at the same time find a way of demonstrating our commitment to all communities throughout Scotland.

Working with the local college was an obvious option and we are delighted to have been able to support the students with their course work. The art they have created has surpassed our expectations and we cannot thank them enough for all of their hard work.

We wish them every success in the future”



FOUNDER PARTNERS



ASSOCIATE PARTNERS

Aberdeenshire Council
 Aberdeen City Council
 Abronhill Housing Association
 Almond Housing Association Ltd
 Ancho Ltd
 Ark Housing Association Ltd
 Atrium Group (The)
 Barrhead Housing Association
 Berwickshire Housing Association
 Bield Housing & Care
 Blackwood Homes & Care
 Cadder Housing Association
 Clackmannanshire Council
 Cloch Housing Association
 Crossroads Community Hub
 Clydebanks Housing Association
 Cunninghame Housing Association
 Dumfries & Galloway Housing
 Partnership
 East Dunbartonshire Council
 East Lothian Housing Association
 East Renfrewshire Council
 East Ayrshire Council
 Eildon Housing Association

Ferguslie Park Housing Association Ltd
 Forth Housing Association
 Gate Church International SC10
 Glasgow West Housing Association
 Grampian Housing Association
 Hanover Housing Association
 Hillcrest Group (The)
 Hillhead Housing Association 2000
 Irvine Housing Association
 Kingdom Housing Association
 Kingsridge & Cleddans HA
 Link Group Ltd
 Linthouse Housing Association
 Lister Housing Co-operative Ltd
 Loreburn Housing Association
 Manor Estates Housing Association
 Maryhill Housing Association
 Muirhouse Housing Association
 North Lanarkshire Council
 NG Homes
 Oaktree Housing Association Ltd
 Ochil View Housing Association
 Opsrey Housing Moray
 Osprey Housing

Paragon Housing Association
 Port of Leith Housing Association
 Rosehill Housing Co-operative Ltd
 Rural Stirling Housing Association
 Shire Housing Association
 Scottish & Borders Housing Association
 Scottish Border Council
 Scottish Legal Aid Board
 Stirling Council
 The City of Edinburgh Council
 The Highland Council
 The Moray Council
 The Scottish Police Authority
 Tollcross Housing Association
 Trust Housing Association
 Viewpoint Housing Association
 Waverley Housing Association
 West Lothian Council
 West of Scotland Housing Association
 West Whitlawburn Housing
 Co-Operative Ltd
 Whiteinch & Scotstoun Housing
 Association
 Weslo Housing Management



THE FRAMEWORKS
IN ACTION

As well as providing compliance, quality and best value to partners, SPA frameworks support a streamlined process from the award of a contract (call-off) to completion of a project.

All SPA frameworks have been established in strict compliance with the Scottish public sector procurement rules for use by publicly funded organisations in Scotland as detailed in the SPA buyer profile (www.scottishprocurement.scot/buyerprofile). With all SPA frameworks, partners have the option to either direct award or run a mini-competition between the companies that have declared an interest in the project. Award weighting criteria are established on each individual framework and can be flexed to partners individual needs.



Confirmed competitive market prices

Prices in place at call-off stage maintaining best value as established in evaluation stages

Quick project starts

Enabled by pre-tendered procurement that reduces the cost and time input by public sector organisations and speeds up their access to approved framework suppliers

Instant access to project data

We will provide continuous access to information throughout the procurement process through the SPA online portal

High quality standards

Standards of quality maintained throughout project through monitoring in accordance with ISO 9001 Quality Management System

Delivery periods guarantee

Guaranteed delivery periods that ensure services and works are delivered to meet work schedules

Quick and efficient procurement

Speedy access to SPA framework suppliers and the options of a mini-competition or direct award to enable the final selection of a supplier(s) for a project

Service levels guarantee

Guaranteed service levels from inquiry to supply providing peace of mind that services and works will be conducted effectively

Advice on design and regulatory compliance

Guidance on interpretation and conformity to all statutory regulations and planning requirements

TOP PERFORMING
FRAMEWORKS



£1,047,479

KITCHEN AND BATHROOM
REPLACEMENTS (KB3)



£2,310,846

TIMBER WINDOWS
AND DOORS (TW9)



£3,158,049

OFFSITE CONSTRUCTION
OF NEW HOMES (NH1)



£5,421,662

PVC-U WINDOWS
AND DOORS (U9)



£6,932,631

ENERGY EFFICIENCY AND
CONSULTANCY SERVICES (N7)



£22,454,138

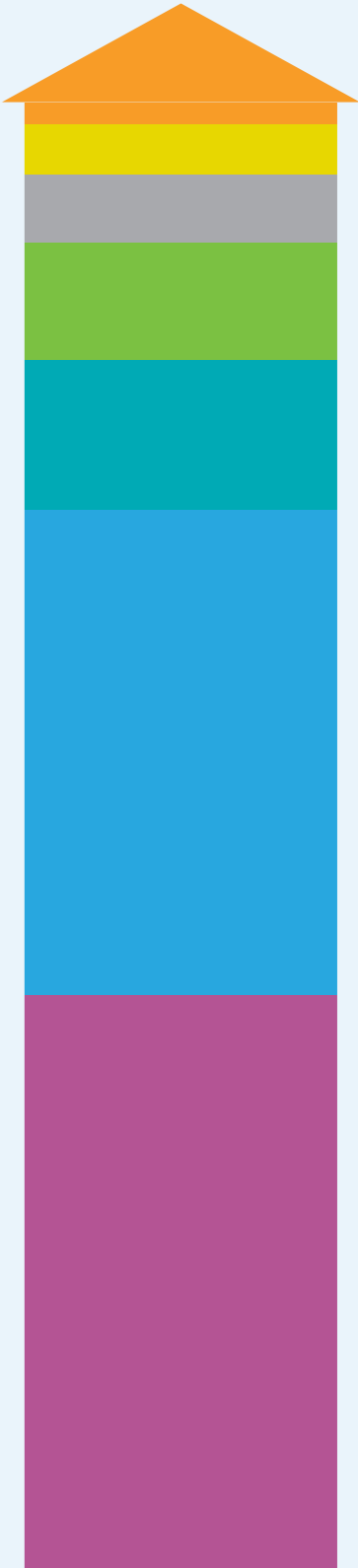
OTHER FRAMEWORKS

Including: Whole House Refurbishment,
Supply of Kitchen Units & Associated Services,
Communal Entrance Doorsets, Void Protection
Services, Pitched Roofing and Asbestos Services



£26,616,760

SCHOOLS AND COMMUNITY
BUILDINGS (SCB1)



INTERVIEW WITH CLIVE FEENEY



Clive Feeny considers the challenges in realising the Scottish Government's ambitions for new housing and looks at how procurement frameworks may be able to help.

What do you see as the main challenges for developing authorities in realising the Scottish Government's aim for over 50,000 new homes?

Developing authorities face a number of challenges — the availability of suitable land, getting planning approval for schemes where land has been identified and, ultimately, successfully delivering each scheme.

Some organisations have either never developed, or have not actively developed for a number of years. They have been managing a portfolio of properties but not actively adding new build houses to that. A lot of those authorities are now seeking to develop, and so they need a range of support. For example, some may not have maintained the technical capacity to put a tender together and then assess responses.

There is also the challenge of work-force skills and supply chain capacity. There are a limited number of main contractors in Scotland with the capability to build homes in the numbers required to meet the target. This is in part down to the skills gap in traditional trades, and in part the introduction of new technologies, such as offsite construction, for which capacity is still being developed. People will now need modern methods of construction, and that could include the use of off-site manufactured systems.



The successful delivery of projects will result in increased quality housing, but it is these extra benefits we hope to deliver to communities across Scotland that really excite all of us at SPA.

How is the SPA aiming to help developing authorities in meeting the target?

SPA has been supporting developing authorities over the past three years through NH1, its offsite new build homes framework. This gives our partners access to high-quality manufacturers of offsite panellised and modular housing solutions and/or contractors to erect those units.

NH1 has enabled our partners to plan the delivery of more than 3,000 homes, which will be delivered during the lifetime of that framework. But as successful and well received as it has been, we were being asked by our partners for additional services that were not part of that framework.

Many clients required feasibility and design services or cost consultants, for example. So that led us to broaden the scope of our service and develop in conjunction with our partners, two frameworks H1 New Build Construction Framework, offering access to a range of pre-approved manufacturers and contractors both large and small, local and national. With capability to deliver projects of all sizes from small infill sites to new housing estates. The second framework, Consultancy, offers access to the full range of professional front-end services, quantity surveyors, contract administrators and engineering, clerk of works, and architectural and health and safety services.

These two frameworks, developed by our technical experts provide support for the whole house building process. Allowing SPA partners to dramatically reduce the timescale for the delivery of new housing projects.

The H1 New Build Construction Framework launched in May of this year; how did you go about developing the framework?

As we had already developed the NH1 framework, we had a feel for the market, but this is the first time we have collaborated so closely with both partners and the supply chain in drawing up a framework of this kind.

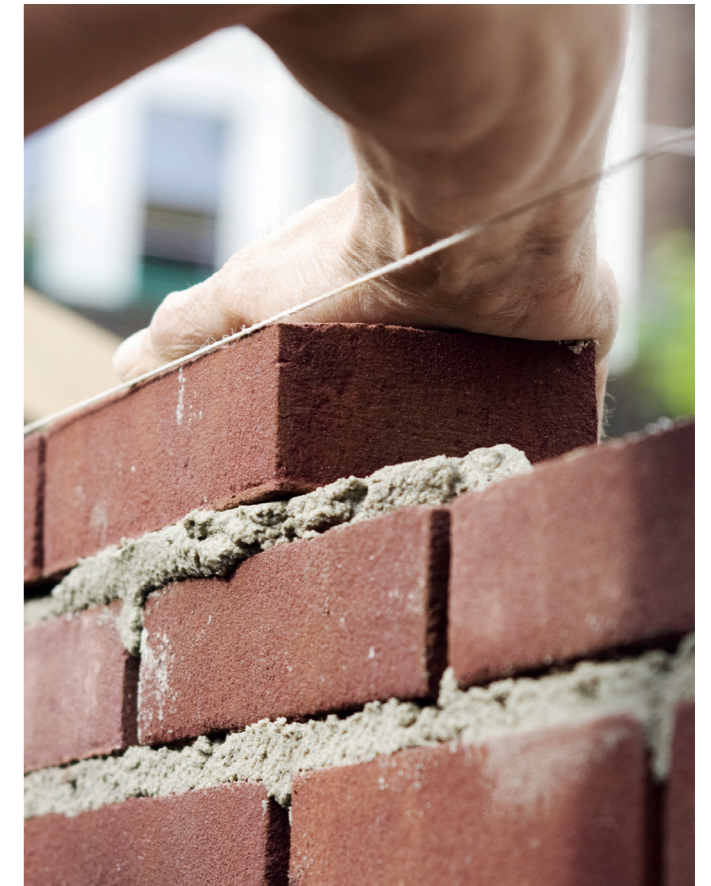
Our partners range in size from small co-operatives that own or manage a few hundred homes, to large national landlords with tens of thousands of properties spread across the country, so their needs are quite different.

Over 18 months, we held workshops and talked to manufacturers, contractors and partners. SPA is an alliance of 80 organisations — local authorities and social landlords.

We met with the majority of contacting authorities, with development plans, during our workshops and built the framework around their requirements and expectations. We believe partner collaboration is key to the success of this framework — ensuring that our partners' needs are met.

What are the benefits of the framework?

We believe the pipeline of 3,000 homes to be built under the current NH1 framework is just the beginning. Since the new H1 framework has been developed, through our intelligent procurement process and collaboration, we believe we can substantially increase that number throughout the sector.



To ensure a mix of local SMEs and national contractors, the framework has been broken down by lot sizes as follows:



The Scottish Government has stepped up to the plate and put much of the funding in place. We believe this framework underpins the ambitions of our partners to deliver on the government's new homes aim. The funding has given the sector confidence and there's real determination among our partners to deliver.

For the companies that have been successful in securing a place on the framework there will be access to SPA's partners and their build programmes — providing a visible pipe-line of work. This will enable early engagement between partners and tier 2 suppliers, facilitating collaboration and joint working to deliver additional benefits such as apprenticeship schemes, on-site training and employment opportunities.

The successful delivery of projects will result in increased quality housing, but it is these extra benefits we hope to deliver to communities across Scotland that really excite all of us at SPA.

SPA partners are committed to working together to deliver tangible community benefits through every project, ensuring we play our part in delivering a legacy, along with high-quality, affordable housing throughout Scotland.

Tell us more about the intelligent procurement that underpins this framework

An intelligent and agile approach to procurement is vital to today's constantly changing marketplace. SPA are always making sure that we are providing frameworks, which are compliant and fit for purpose for our partners. Evaluation of their requirements was garnered through wide scale collaboration with organisations the length and breadth of the country as well as input from key stakeholders. The main advantage of our intelligent procurement process for the H1 New Build Housing Construction framework is the new lot structure that we have devised.

For this framework, we recognised the unique issues faced by our partners throughout Scotland especially in regards to coverage in all regions. Scotland's geographical complex and unfortunately for our partners in more rural areas, they can be left without competitive choice for suppliers.

We strove to eradicate this issue by breaking down Scotland into lots, which give compliant coverage to all partners throughout the country. The lots cover the following regions:

- East Scotland
- West Scotland
- North East Scotland
- Highlands and Islands
- South Scotland
- Scotland (Lot 21)

Each of these lots is further broken down by lot sizes, see above. Lot 21 is a combined lot comprised of all the companies awarded to the framework and it allows SPA partners a compliant route to directly award a construction project associated with a land purchase element.

How will the Consultancy Framework support H1 and SPA Partners?

We find that many of our partners do not have the expertise in-house due to budget constraints or they are simply of a size that doesn't warrant a full time in house team. Many companies are concerned with the risk of creating the contractual documents that are tendered to the market. Incomplete information means delays and additional costs to their projects. All of our frameworks ask rigorous questions and ensures only experts in their field are offered a place, which will provide peace of mind to our partners. The consultancy framework will allow SPA partners to procure professional services, including: Architects, Clerks of Works, Quantity Surveyors, and Project Managers, compliantly and in line with Scottish procurement regulations.

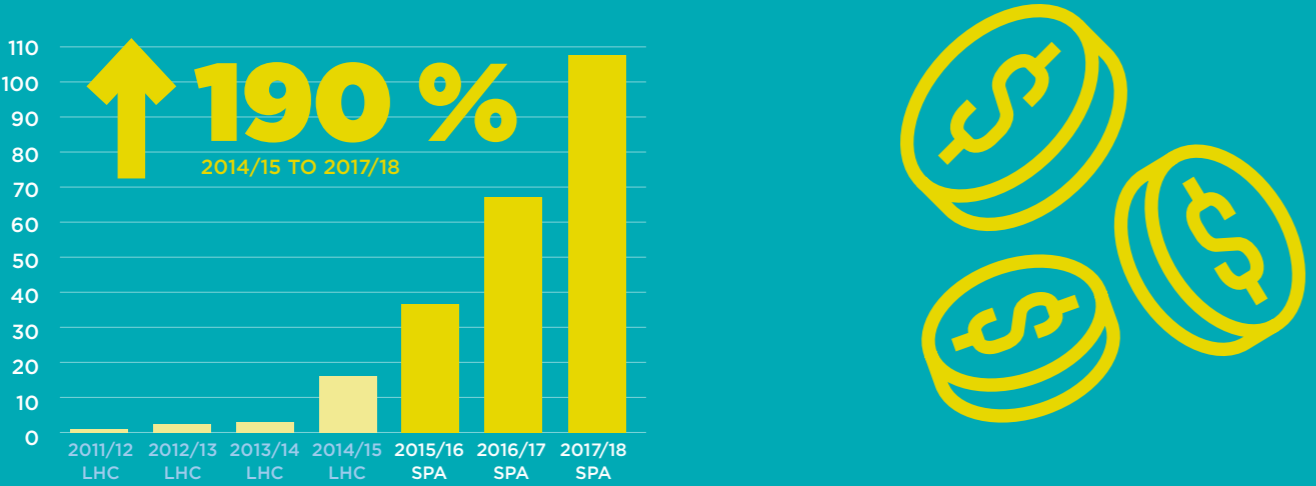
The consultancy element will also support the H1 new build construction side too. The Consultants and Appointed Companies have the option to work together on projects and thereby develop a closer working relationship, which will drive efficiencies in time and cost. The nature of construction can lead to challenges and closer working between all parties will ensure these challenges are minimised.



SPA partners are committed to working together to deliver tangible community benefits through every project

COMPANY PERFORMANCE

2017/18



VALUE OF WORKS UNDERTAKEN ON SPA PROJECTS

£107,266,217

NUMBER OF PARTNERS THAT USED OUR FRAMEWORKS

31

NUMBER OF PROJECTS

185

APPOINTED COMPANIES USED

38

REBATE FOR FOUNDING PARTNERS

£462,223

AVERAGE FOUNDING PARTNER SPEND

£5,287,699

REBATE FOR ASSOCIATE PARTNERS

£248,846

AVERAGE PARTNER SPEND

£1,360,665

COMMUNITY BENEFIT FUND (LINTEL TRUST)

£140,000

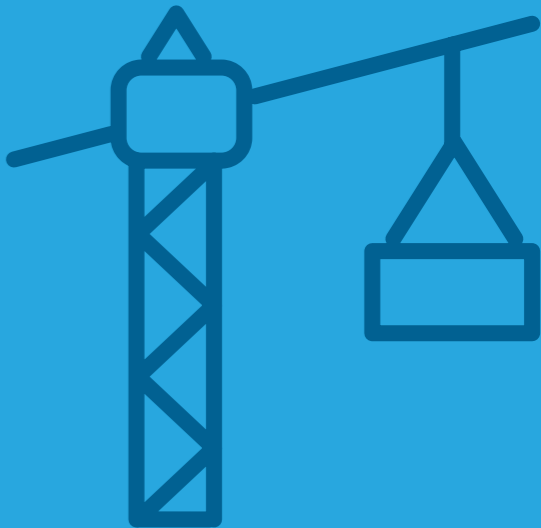
TOTAL REBATE FOR 2017/18

£711,070

TOTAL SPA FRAMEWORKS USED

IN 2017/18

121



VALUE OF WORKS PER FRAMEWORK

AS1.WS1	£62,947	NH1.WS3L31(21-40)	£2,881,012
AS1.WS3	£84,674	NH1.WS3L32	£2,692,456
C7	£644,800	NH1.WS3L34(41+)	£4,789,943
FR2.AEP	£710,881	NH1.WS3L36	£493,875
HS1.WS2	£974,041	NH1.WS3L37(<100)	£12,851,507
K4	£269,141	PR3	£1,191,853
K5	£779,558	SCB1.WS1	£21,338,261
KB3.WS1	£176,932	SCB1.WS2	£4,188,317
KB3.WS2T1	£4,379,268	TW3	£2,009,405
KB3.WS2T2	£167,287	U8	£17,625
MB1.WS2.COM	£37,132	U9	£6,804,315
N7.WS1	£28,056	V5	£50,725
N7.WS2	£13,257,554	V6	£358,373
N7.WS3	£17,942,403	Other Frameworks	£5,856,066
NH1.WS2	£2,207,809		

CASE STUDY

SPA STRATEGIC PARTNER ENERGY AGENCY

LOCATION: SOUTH AYRSHIRE

The Energy Agency is a registered charity, which was established in February 1999 as South Ayrshire Energy. It began as an innovative project using a combination of EU and Local Authority funding. The Energy Agency mainly operates in the four local authority areas of South Ayrshire, East Ayrshire, North Ayrshire and Dumfries & Galloway. The organisation has become highly specialised at education work in schools, consultancy work, working closely with community groups and the delivery of projects to install energy efficiency and renewable energy measures across Scotland.

PRESTWICK TOLL FLATS

HEEPS:ABS

This project formed part of the Home Energy Efficiency Programmes for Scotland: Area Based Schemes (HEEPS:ABS) 2016-17 managed by South Ayrshire Council and delivered by their managing agent, the Energy Agency.

Contractor and SPA Appointed Company, SERS Ltd, was appointed to the project to install a suitable External Wall Insulation (EWI) system on 12 council owned and 28 privately owned flats as part of a mixed tenure project.

The noise reduction is amazing

Ms H



Insulation solution

The properties identified in the project area were flats and maisonettes situated in 5 storey blocks and of standard cavity construction with no existing wall insulation leading to poor thermal performance of the building. Due to the exposure and building height, cavity wall insulation has previously been deemed as unsuitable for these blocks.

Energy Solutions Ltd was appointed on a Design and Build Contract working alongside system designer SPS Envirowall to propose a suitable EWI System to improve the insulation of the flats.

The best option selected was a 90mm Graphite Expanded Polystyrene Insulation System which included insulation boards fixed to the exterior of the building. The building was then finished with render and a decorative dry dash.

SERS carried out a thorough check on structural integrity

and concluded that the system was compatible with the existing substrate and that no structural repairs were required other than ad hoc lintel repairs.

The installation period for the project was 20 weeks with each block taking an average of 8 weeks to complete.

It's had a good impact [...] it makes the street look great. Everybody's happy and it makes you want to do stuff to the building to keep it nice

Miss F

Increased energy efficiency standard

Prior to installation, the energy efficiency rating used on Energy Performance Certificates (EPCs) rated these properties at 64 (band D) on a scale of 0 (poor) to 100 (good). After installation, the energy efficiency rating increased to 73 (band C).

Social housing properties in Scotland are required to meet minimum standards as part of the Energy Efficiency

Standard for Social Housing (EESSH). The 12 Council-owned properties in this project failed to meet these standards prior to installation of the EWI system. On completion, all properties met the required EESSH standards.

The feedback received for the project was very positive with 100% positive feedback for both the managing agent and contractor.

It's more relaxed. I feel more relaxed at night...Rather than coming in at night and having to wear a big jumper or a cardigan I can sit about like this and I feel quite comfortable [...] I don't need to go wrap up at night

Mr M

COMMUNITY BENEFIT FUND

As an organisation we are dedicated to improving and promoting social value in communities throughout the country.

We developed the community benefit fund to help achieve this aim. The SPA community benefit fund can be accessed by our Founder Partners who receive £10,000 per year for approved projects. By working with them on this initiative, our partners were able to source match funding, leading to over £140,000 being utilised for these projects in addition to the fund. Delivering £300,000 worth of social value to the tenants and communities of our Founder Partners.

In partnership with the Lintel Trust, the fund launched in April 2017 so many of the projects are now coming to completion. Each project was to have a general focus on one or more of the following areas to be eligible for the fund:

- Digital Participation
- Employability
- Social Inclusion
- Local Community Projects
- Financial Inclusion

The Lintel Trust is the only charity in Scotland with a focus on the provision of small grants to help social housing and community based projects. They have operated in Scotland for almost 40 years and during that time given out over £1m in grants. Through the fund, our Founder Partners' have undertaken a wide range of superb, meaningful projects, which you can find out more on these pages and page 24 to 27.



Kate Christie, Senior Business Development Officer at Lintel Trust, manages the Community Benefit Fund on behalf SPA. Kate has worked with the Lintel Trust since 2015 and prior to this she worked in housing and the third sector. Kate is passionate about social equality and empowering communities make positive improvements.



SPA COMMUNITY BENEFIT FUND CONTINUED

DIGITAL PARTICIPATION

- Barrhead Housing Association — Resettlement Passport
- Cairn Housing Association — Digital Channel Shift
- Clyde Valley Housing Association — i-Stay
- East Lothian Council — Digital skills and literacy support
- Perth & Kinross Council — Minorities Hub Get Digital

In April 2017, Barrhead Housing Association were the first Founder Partner to access the SPA Community Benefit Fund. They used it to introduce the Resettlement Passport scheme to improve tenancy sustainment, digital participation and financial inclusion in Barrhead. They hosted community digital events on a range of assistance from setting up HMRC accounts and switching energy suppliers to special support for tenants in sheltered accommodation. Barrhead tenants were asked after the course if it has impacted their confidence in managing their tenancy and 92% agreed it had improved.



Cairn Housing Association accessed their funding in November 2017 to create the My Cairn self-service digital portal for tenants. By undertaking a 'digital channel shift' they aim to improve customer service and access to Cairn related service more efficient for tenants. The project is currently in progress.

Clyde Valley Housing Association (CVHA) used their community benefit fund to support a program to introduce digital pre and post tenancy support. The aim of the program was to give new tenants the knowledge and skills needed to maintain their tenancies to ensure long term stability. They have introduced a wide range of online modules available to suit tenants from different backgrounds and ages, which included: online sign ups, tenant responsibilities, budgeting and financial skills, employment support, and community role models. The pilot project was very successful and led to a further range of animation videos being produced. These bite size accessible videos cover a range of tenancy advice, information and support including CVHA Condensation Advice, which has been a particular issue for tenants.

Bringing digital skills to hard to reach tenants with one to one literary support was part of a pilot project undertaken by East Lothian Council to encourage digital participation. The project was to support digital learning for 200 residents of 4 sheltered housing complexes by providing workshops, identifying digital champions and supplying a provision of tablets and laptops. They also introduced a digital participation tutor at the job centre to help 'hard to reach' tenants with additional support issues. Since the project

I am so glad that I communicate with my children and relatives on FB and see their pictures from holidays

PKC/Minorities Hub Get Digital Participant

began, there has been a reduction in sanctions, rent arrears and exceptional hardship payments and an increase in participants meeting the criteria for Universal Credit as well as 2 residents securing employment. The initial feedback from tenants and residents showed a marked increase in confidence as well as more personal engagement with the community including high levels of wellbeing being reported.

Perth and Kinross Council's Minorities Hub Get Digital project aimed to promote digital skills to previously excluded ethnic minority groups. The classes were delivered to 28 older people from the Chinese, Eastern European and South Asian communities. They were taught and supported by a team of Information & Advice Development Officers, student social worker and local secondary students. Learning digital skills, such as: setting up email accounts, using social media and how to shop online, really opened up so many benefits for the participants. These ranged from speaking to family overseas on video chat and engaging with them over social media to listening to old songs online in their native language that aren't available in UK shops.

CASE STUDY

WINDOW AND DOOR

REPLACEMENT PROGRAMME

LOCATION: PERTH AND KINROSS

The project was aimed at replacing the Council's oldest and most problematic windows and exterior doors. The works comprised the survey, design, manufacture and installation of replacement windows & doors to Council owned houses throughout Perth and Kinross. Sidey Solutions Ltd was appointed to the project through SPA's U9 framework.

About Perth and Kinross Council

Perth and Kinross Council covers an area of 5,285 square kilometres. The Council's Housing and Environment service has a stock of 7,540 houses for social rent.



Project benefits

We were so delighted with phase 1 that we have implemented plans to deliver the next phase of our windows and doors replacement programme through SPA.

John Cruickshank, Project Manager, Perth and Kinross Council

SPA are committed to supporting local SMEs through their frameworks, where possible, by appointing a range of suppliers. For this project, Perth and Kinross Council awarded the project to local SME, Sidey Solutions Ltd.

By using Sidey, the Council not only supported their local economy and community but also significantly reduced the carbon footprint on these works.

Additional project benefits included the triple glazing installed in the houses reduced heat loss and lessened noise pollution from external sources, which has been received very positively from the tenants. The replacement of older timber windows with UPVC frames had the added benefit of reducing recurring expenditure on the cyclical planned maintenance painting programme. Over the course of the project 1,620 houses have received new doors and windows. The council also fitted a large volume of additional fire rated doors to improve fire safety in the communal closes and stairwells. The overall satisfaction rate for the project was 99% (based on 1,225 returns).

Why SPA?

The U9 framework was well suited to the Council's needs and simplified their procurement process. SPA provided quicker procurement for the project with the added reassurance that our robust qualification and selection processes. The framework carries a 10 year warranty, which was a key factor in the Council deciding to adopt it. SPA's management team's assistance was extremely useful and provided throughout every stage of the works. Perth and Kinross Council has already started phase 2 of this project, which started on December 2017.

The use of SPA's framework has been very straightforward. We obtained excellent value for money and the Council received an SPA rebate of more than £197,000 last year.

John Cruickshank, Project Manager, Perth and Kinross Council



INFORMATION ON
MEMBERSHIP

We don't believe in charging membership fees, which is why it's completely free to become a SPA partner.

Founder Partner

- Access to industry leading frameworks
- Influence the Scotland framework programme
- Determine the range and level of procurement services and support to partners
- Access to the Community Benefit Fund
- Annual rebate based on individual spend during the financial year

Founder Partners are appointed periodically on a rotational basis.

Associate Partner

- Access to industry leading frameworks
- Contribute to the development of future SPA frameworks
- Annual rebate based on individual spend during the financial year



PARTNER
PROFILING

Our procurement frameworks can be used by all publicly funded organisations throughout Scotland. All contract notices are issued by LHC on behalf of SPA.

SPA frameworks can be used by:

- Scottish Unitary authorities
- Registered social landlords (RSLs)
- Scottish Federation of Housing Association members



In addition to this, the following organisations that operate in the following areas are also eligible to use our services:

- Tenant management organisations (TMOs)
- Education authorities
- Publicly funded schools
- Universities
- Colleges
- Further education establishments
- Emergency services

Some of our frameworks are designed for specific sectors, so only organisations within the specified sector can use them. If you have any questions about whether you are eligible to use the frameworks, please contact the SPA team on info@scottishprocurement.scot or call 01506 894 395.

Flexible Frameworks

Our flexible frameworks are designed with partners' interests in mind:

- Addressing local, financial, quality and sustainability objectives
- OJEU compliant
- Options on technical specifications

A Beneficial Process

- Our partners can save around 350,000 hours every year by using frameworks
- Our partners gain back this valuable time to focus on the needs of their communities
- Regional and local SMEs are actively encouraged to apply to service our frameworks giving our partners a range of options

Financial Rebate

- Our partners are eligible to receive a share of any LHC surplus achieved in a financial year
- Partners receive a pro-rata share based on their total spend during the qualifying period
- In the last year, we have given a rebate figure of over £700,000 back to partners to improve Scottish communities



SPA COMMUNITY BENEFIT FUND CONTINUED

SOCIAL
INCLUSION

- Linstone Housing Association — Car Club
- FLAIR collaboration of 5 Housing Associations — Craft Café
- Hawthorn Housing Association — Flowering Hawthorn
- Perth and Kinross Council — Rainbow Voices
- Paisley South Housing Association — Bee Friendly

Linstone Housing Association used their portion of the Community Benefit Fund for four community projects aimed at social inclusion and access to new opportunities for tenants. One of the most successful projects was the Leap Car Club, which gave tenants’ access to a car under a membership scheme. Car ownership is costly and often out of reach for tenants so they can be restricted by public transport links and miss out on events. The Car Club scheme allows them to book a time slot for whatever they wish whether it’s a trip to the supermarket to stock up or a family day out to Loch Lomond. 15 Linwood tenants are now members of the Car Club and the pilot was so successful it has now been extended and additional funding has been applied for.

The Craft Café is being delivered weekly by Impact Arts to older tenants through a collaborative project with Barrhead

Housing Association, Linstone Housing Association, Paisley South Housing Association, Bridgewater Housing Association and Williamsburgh Housing Association. The Craft Café provides a safe, friendly and inclusive place for over 60’s to meet, share and develop their skills in a variety of creative ways. It is run in sheltered housing complexes in Paisley, Johnstone and Barrhead. The café has been described as a “lifeline” for many socially isolated older people. These relaxed, friendly and creative sessions encourage the participants to socialise and pick up skills from an artist-in-residence.

Flowering Hawthorn was a project to develop a community garden, Glasgow. This included: raised beds for edible plants, a social area for tenants, and community events to bring tenants together. In addition to this, they encouraged the community to grow plants for planters and window boxes in the area. Hawthorn Housing Co-operative has a very diverse tenant group and are committed to supporting community integration. They have hosted a number of socially inclusive events ranging from BBQs and food tasting sessions to holiday celebrations. One tenant was



taught by Glasgow Wood Recycling to make planters from old whiskey barrels, which the project was gifted from a local distillery. Another tenant was then responsible for sourcing and planting up the barrels, which were then displayed around community areas. The planters have proved very popular with residents and visitors alike, with some tenants taking on responsibility for maintaining them. The planter project has increased social interaction between neighbours and led to an increase in pride of the local area.

Perth and Kinross worked with Pink Saltire on a Rainbow Voices project for their LGBTQ community, specifically focussed on those who are unemployed, facing economic



Joining Craft Café really has saved my life! I dread to think where I would be if I had not come along to the group.

Irene, Craft Café Barrhead

inequalities or social isolation. The training, provided by Pink Saltire, included digital production such as writing blogs, podcasting and short video production.

Due to extreme weather conditions, Paisley South Housing Association’s Bee Friendly community gardens haven’t been able to progress as projected but this has had an unexpected benefit as further engagement with tenants has identified their ‘wish list’ ideas. Paisley South have invested a further £30,000 to ensure meeting the residents wishes including a secluded sun trap garden for those who wanted privacy and increasing accessibility with grab rails and new paving.

The training helped me understand more about digital media — loved it!

Rainbow Voices Participant



SPA COMMUNITY BENEFIT FUND CONTINUED

LOOKING AT EMPLOYABILITY

- Wheatley Group — Changing Lives
- Dundee and Angus Councils — Shared Apprenticeship Scheme

The Changing Lives programme undertaken by the Wheatley Group offers environmental-based placement with subsidiary for their customers who have difficulties in gaining employment. Each participant is supported by Wheatley environmental staff and supervisors, and receive one-to-one support, guidance and job search advice from the dedicated full-time Changing Lives support officer; which the SPA community benefits allocation has directly supported. Unemployment can contribute to social and economic exclusion, and being out of work for a long period makes it challenging and daunting for people to take that first step to return to work, and to feel a sense of belonging. However, the Changing Lives programme, with the skills of the Support Officer, can really turn this around and help build up the essential work experience, skills and confidence vulnerable people need to start — or to get back into — the work place successfully. Through the programme 20 Changing Lives trainees have moved into formal employment and a further four have secured a modern apprenticeship. Feedback from the participants involved in the programme noted a marked increase in their confidence in their abilities to find employment.

Dundee and Angus Council collaborated on two projects through their community benefit fund to develop a monitoring system for procurement to record and promote community benefits delivered through contract offerings and a shared apprenticeship scheme. The shared apprenticeship scheme enables small businesses to participate in apprenticeship training but it was identified that travel presented a significant barrier especially to those from rural areas. The councils addressed this with the provision of additional support to help counteract high transport costs incurred by the young people on the scheme who earn less than minimum wage. The crisis fund was made available to young people at risk of dropping out of the scheme. These positive steps to tackle higher than average unemployment in their areas led to a 100% success rate for participants in the scheme who all entered formal employment after its completion.



I've never really had an opportunity like this... I'm better off in every way — settled in my family life, cleared debts, my confidence and fitness.

Changing Lives Participant

FINANCIAL INCLUSION

- River Clyde Housing Association — Alleviating Fuel Poverty
- South Ayrshire Council — Holiday Hunger

River Clyde Housing Association identified fuel poverty as a significant issue for their tenants and used their community benefit fund share to provide one to one energy saving advice and support for socially and digitally excluded tenants. The home advice service supported digitally excluded tenants to access online savings through supported energy switching, providing advice on energy efficiency, and assist with setting up budgeting and payment plans as well as accessing hardship funding. After a highly successful pilot project a further application has been made to extend this service to a new area.

South Ayrshire Council was the second Founder Partner to access the community benefit fund in June 2017 and they developed a 'Holiday Hunger' programme. The main aim was to alleviate food poverty by providing a stigma free programme of holiday activities to include a healthy balanced meal for every child. These children and young people would normally receive free school meals and South Ayrshire recognised that they may go without during the summer holidays so they provided meals alongside a six week activity programme. The 'Holiday Hunger' programme has now been extended to each holiday break since its pilot and the Council are funding its continuation.

SPA STRATEGIC PARTNER

INTERVIEW WITH
DOUGIE GOLD

Since 2016, the Scottish Procurement Alliance (SPA) have supported the Scottish Federation of Housing Associations (SFHA) to deliver a procurement advisory service for Registered Social Landlords (RSLs) across Scotland. In the past year alone almost 350 people have attended sessions through the Procurement Advisory Service with over 30 different housing associations represented. During its lifespan to date the service has had interaction with 90% of RSLs throughout Scotland and well over 1,000 individuals.

Dougie Gold, Procurement Advisor for the Procurement Advisory Service, elaborates on the scope and positive impact of the service.

Q: Why was the Procurement Advisory Service set up?

Before the regulations came into force, SPA recognised the need for procurement advice and support throughout the sector. By partnering with the SFHA, they ensured that all Registered Social Landlords (RSLs) throughout Scotland would gain access — if they wished — to the Procurement Advisory Service. SPA provided the financial backing so that SFHA partners would get the service free of charge.

From the outset, the Procurement Advisory Service was borne through a collaborative and open process. The main aim was to help RSLs enhance their skills by providing support and training in whichever way was most beneficial.



After these initial discussions between myself, SPA and Dianne Cooper from the SFHA, the Procurement Advisory Service officially launched at the start of 2016 with an initial program running for 12 months.

In this first phase, we held roadshows throughout the country from the Borders to Inverness and many places in-between. The roadshows were to raise awareness of the new regulations and what they meant for RSLs. In addition to this, the Procurement Advisory Service provided desktop, email and in person support, as well as, training awareness and in-house training sessions.

Q: How was the Procurement Advisory Service received?

Extremely well! Initial feedback from service users was they loved: the service, the information provided and that they had all this resource for free. From 2017, we extended the program after the first 12 months due to the volume of success we had with it.

Q: How has the Procurement Advisory Service developed since its inception?

I'm happy to say that the Procurement Advisory Service has grown through the valuable feedback we have received from its users. The service was designed for RSLs so listening to their needs and requirements was essential from the outset. After the first 12 months we developed a second phase as the awareness of the regulations had been demonstrated and the service needed to provide more in depth advice.

Phase two was a development of formal training in presentation format that was hosted by SPA, housing associations and also delivered in house for larger groups.

**Q: What are the future plans for the Procurement Advisory Service?**

The Procurement Advisory Service is moving towards further training including price quality assessments, ESPD electronically. The service is constantly evolving based on users' feedback and needs. A recent development is to assist RSLs with PCIPS (Procurement Improvement Commercial Programme) process, review and improvements that can be made.

The service is constantly evolving to demand and we are currently looking at developing interactive training on particular aspects. If anyone has their own bespoke requirements, the service can arrange a program at cost for their organisation. Please get in contact to discuss this further with myself. In addition to new training, we will continue to provide refresher sessions for new staff to RSLs every few months as we recognise that they may be new to the sector and need assistance.

100%

of those polled said their skills and knowledge have increased as a result of the training

100%

of those polled would recommend this training to their colleagues



Public Procurement reform has been both a challenge and an opportunity for our members. While housing associations invest significantly in their local communities, many are relatively small and do not employ procurement specialists.

Sally Thomas, Chief Executive of SFHA

SPA

FRAMEWORK SUPPLIERS

Heating Systems (HS1)

- British Gas Social Housing t/a PH Jones
- Certsure
- CORGI Technical Services
- Dalex Systems
- Everwarm

Offsite Construction of New Homes (NH1)

- Caledonian Modular
- CCG Scotland
- Cruden
- F1 Modular
- Keepmoat
- Stewart Milne Group

Schools and Community Buildings (SCB2)

- CCG (Scotland)
- Galliford Try
- GHI Contracts
- Hadden Construction
- Kier Construction
- McLaughlin & Harvey
- Morgan Sindall
- Novus Property Solution
- Robertson Construction

Kitchen and Bathroom Replacements (KB3)

- CCG Scotland
- Esh Construction
- Keepmoat Property Services
- Keepmoat Regeneration
- L&D Plumbing Tiling Services
- Lakehouse Contracts
- McTear Contracts
- Mitie Property Services
- Wates Living Space

Modular Buildings (MB1)

- Extraspace Solutions (UK)
- MTX Contracts
- Portakabin
- The McAvoy Group
- Wernick Buildings
- Western Building Systems

Windows & Doors (WD1)

- Anglian Building Products
- CCG Scotland Ltd
- CMS Enviro Systems Ltd
- CR Smith Manufacturing Ltd
- Heron Bros
- Sidey Solutions Limited
- Specialist Building Products Limited
- Sovereign Group Ltd
- Walker Profiles Limited

New Build Construction Framework (H1)

- AS Homes (Scotland) Limited
- Andrew Shepherd Construction Ltd
- Ashleigh (Scotland) Limited
- Bancon Construction Ltd
- Campion Homes Ltd
- CCG (Scotland) Ltd
- Chap Group (Aberdeen) Ltd
- Cruden Building & Renewals Limited
- Engie
- Esh Construction Limited
- Hadden Group
- James MacQueen Building Contractors Limited
- JR Group
- Lovell Partnerships Limited
- McTaggart Construction Limited
- MM Miller (Wick) Ltd
- Morris & Spottiswood
- Pert Bruce Construction Limited
- Robertson Group Limited
- Stewart and Shields

Pitched Roofing (PR3)

- Avonside Roofing
- A .C. Whyte & Co.
- Contract Building Services
- Graham Roofing (Scotland)
- J R Scaffold Services
- Keepmoat Regeneration
- M & J Group
- Robertson Construction Group
- Skyform (Scotland)

General Refurbishment including Energy Efficiency and Project Management (N7)

- A.C Whyte & Co
- Absolute Solarand Wind
- BCA Insulation
- British Gas T/A PH Jones
- Campbell & Kennedy
- CCG (Scotland)
- E.ON Energy Solutions
- Everwarm
- FES Support Services
- Forster Group
- Gep Environmental
- Keepmoat Regeneration
- Lakehouse Contracts
- SERS Energy Solutions
- Skyform (Scotland)
- Sure Maintenance
- Sustainable Building Services
- Turner Facilities Management

Asbestos Works and Services (AS2)

- ACS Physical Risk Control Ltd
- Carymar Construction Services Ltd
- Chamic Industrial Services Ltd
- E.D.P. Health, Safety and Environment
- Enviraz (Scotland) Ltd
- Enivorntec Ltd
- Erith Contractors Ltd
- Life Environmental Services Ltd
- Lucion Environmental Ltd
- Northern Asbestos Services Ltd
- Resource & Environmental Consultants Ltd
- Vega Environmental Consultants Ltd

Vacant Property Security and Associated Services (V7)

- Orbis Protect Ltd
- SPS Doorguard Limited
- VPS (UK) Ltd

Supply of Kitchen Cabinets and Worktops (K6)

- City Building (Contracts) Ltd
- JTC Furniture Group
- Magnet Limited
- Moores Furniture Group Limited
- Rixonway Kitchen
- Richmond Cabinet Co Ltd
- The Symphony Group Ltd

Flat Roofing (FR2)

- Alumasc Exterior Building Products
- ICB (Waterproofing)
- IKO

Communal Entrance Doorsets (CED1)

- Martel Engineering

Water Management (WM1)

- Clearwater Technology Ltd
- Graham Environmental Services
- H2O Legionella Control Services
- HBE
- HSL Compliance
- Integrated Water Services
- SMS Environmental Ltd
- Socotec



CASE STUDY

BALLOCH CAMPUS

LOCATION: BALLOCH, WEST DUNBARTONSHIRE

SPA's framework for schools and community buildings covers four bands of project from £2,000,000 up to £10,000,000 plus for new build, extensions and refurbishment works.

Associated works include the full scope of design work enabling all parties to sign up to plans at an early stage, facilitating ongoing agreement and collaboration as the works progress and overall project efficiencies.

Like all SPA Frameworks, SCB1 is fully OJEU compliant.

SCHOOLS AND COMMUNITY BUILDINGS

Modern Learning Environment for 750 Pupils

In 2015, West Dunbartonshire Council confirmed over £15 million of investment in a new purpose-built education campus in Balloch. The campus would incorporate two primary schools, an early learning and childcare centre, an Additional Support Needs education centre, and shared all-weather sports facilities. Morgan Sindall, an Appointed Company on the SCB1 Framework, was commissioned for this major undertaking, to create a modern learning environment with a capacity for nearly 750 pupils.

The new 53,280 square feet campus was completed on time and to budget, with the SCB1 Framework playing a significant role in successful delivery.



Bringing the community together

The Balloch Campus enabled three existing schools to come together. Jamestown and Haldane Primaries merged into one, while St Kessog's, whose original building was demolished for the campus to be built, retained its name and its Roman Catholic identity. The Additional Support Needs centre is an entirely new facility capable of supporting 36 pupils with a range of needs.

Each of the schools had individual requirements and interests and ongoing stakeholder engagement was a significant part of the project. The SCB1 Framework facilitated good engagement through clear and early definition of the campus design which all parties including West Dunbartonshire Council, the schools, designers and Morgan Sindall, could collaborate on and sign up to.

The framework particularly enabled Morgan Sindall to control the development of the design with their appointed design team and ensure that educational drivers were addressed at the same time as other considerations including buildability, efficiencies and interfaces.



For West Dunbartonshire Council, this meant individual stages could be signed off and approved efficiently. There was far more agreement in advance than is typical of projects of this scale.

Utilising new technology

Another area of successful collaboration was BIM. Morgan Sindall worked with the consultant team to ensure all members of the project worked to a collaborative model environment, utilising a BIM Information Manager to federate and QAR check the models from the key consultants and supply chain.

This meant a lower risk of clashes occurring on site, better coordination between design elements and greater efficiency in the build process. It also allowed the opportunity to manufacture and assemble off-site components (e.g. service spines, lighting and heating rafts), reducing time on site and improving quality of the product installations.

As a bi-product of the team working collaboratively within a model environment, Morgan Sindall were also able to produce high quality 3D images of the spaces to assist the users understanding of them.

They took this further by rendering 360° virtual reality (VR) images for use with VR headsets within the spaces. This allowed staff, students, and Local Authority Management, the opportunity to stand inside the building as a shell and visualise in 3D the fully populated space around them.

Using the virtual reality goggles with both our project team, senior officers, including our chief officer of education was very, very well received. It made sure that people who are not as used to interpreting plans could see it first hand from the BIM model.

The engagement with the pupils and the schools means that we've got a very excited client body here, we can't wait to get in the door.

Lesley Woolfries, Project Manager West Dunbartonshire Council

MEET THE
SPA TEAM



CLIVE FEENEY

DIRECTOR
E: clive@scottishprocurement.scot
T: 01506 894 388

As the Director of SPA, I oversee the operational responsibility for the business and I am the main point of contact for all strategic partners, Scottish Government and the LHC Group Board.

Hobbies: An avid football fan and Newcastle United season ticket holder for over 26 years and is a member of the Board of Trustees at Berwickshire Housing Association.



LESLEY ANDERSON

PROCUREMENT MANAGER
E: lesley@scottishprocurement.scot
T: 01506 894 389

I provide procurement support, advice and guidance, to clients and contractors from project identification through to award of contract.

Hobbies: Hot Yoga, Running, Cycling, Gym Exercise classes.



ANGELA BANNER

SENIOR CLIENT RESEARCH OFFICER
E: angela@scottishprocurement.scot
T: 01506 894 386

I work as part of the team to provide project administration and client support from registration to completion, monitoring budgets and spend values.

Hobbies: Gardening, Arts/Crafts & Cookery. I enjoy shopping, eating out and a nice glass of wine!



GRAHAM COLLIE

TECHNICAL SUPPORT MANAGER
E: graham@scottishprocurement.scot
T: 07786 994 028

My role is to ensure that the frameworks are delivered to our specification along with adding value by attending meetings throughout the project life cycle.

Hobbies: My Dalmatian, keeping fit and travelling the world with my partner.



CORINNE KEMP

MARKETING AND COMMUNICATIONS OFFICER
E: corinne@scottishprocurement.scot
T: 01506 894 390

I support and promote the great work being undertaken by SPA, our partners and appointed companies.

Hobbies: In my spare time, I review comedy and theatre for the Wee Review, cycle and enjoy travelling to new places.



PATRICIA WARD

CLIENT SUPPORT MANAGER
E: patricia@scottishprocurement.scot
T: 07398 637 750

I am the link between partners, appcos, and business management, to administer delivery of services. I provide support to business development, partner management and service delivery teams.

Hobbies: Photography student, who loves to travel, and talks a good game of football.



CHRIS MCGINN

SENIOR CLIENT SUPPORT MANAGER
E: chris@scottishprocurement.scot
T: 07818 616 590

I have spent the last four years assisting with the set-up and growth of SPA, and now deals with the requirements of Partners and Appointed Companies on a daily basis.

Hobbies: Spending quality time with my three daughters, competitive bodybuilding, socialising.

UPCOMING
FRAMEWORKS

- Consultancy
- Offsite Construction of New Homes (NH2)
- Fire Safety and Compliance (FR1)

RECENTLY LAUNCHED
FRAMEWORKS

- Windows & Doors (WD1)
- Asbestos Services (AS2)
- Vacant Property Management (V7)
- Kitchen Cabinet Supply (K6)



£300,000

SOCIAL VALUE DELIVERED THROUGH
FOUNDER PARTNER'S SPA COMMUNITY
BENEFIT FUND PROJECTS



**I love doing all the
planting. It gets me
out the house and
I talk to folk now.**

Mary on the impact of the Flowering Hawthorn
community benefit project.



£6,932,631

ENERGY EFFICIENCY
AND CONSULTANCY
SERVICES (N7)



£26,616,760

SCHOOLS AND COMMUNITY
BUILDINGS (SCB1)





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