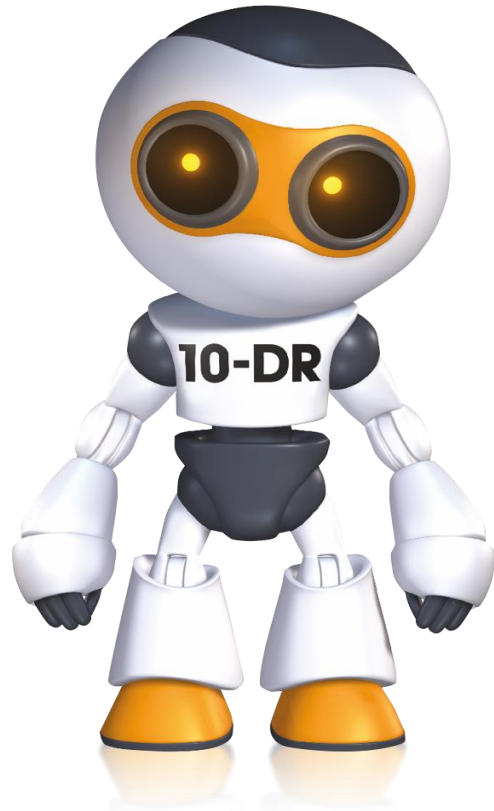




Supplier Development Programme



Helping You **Bid Better**

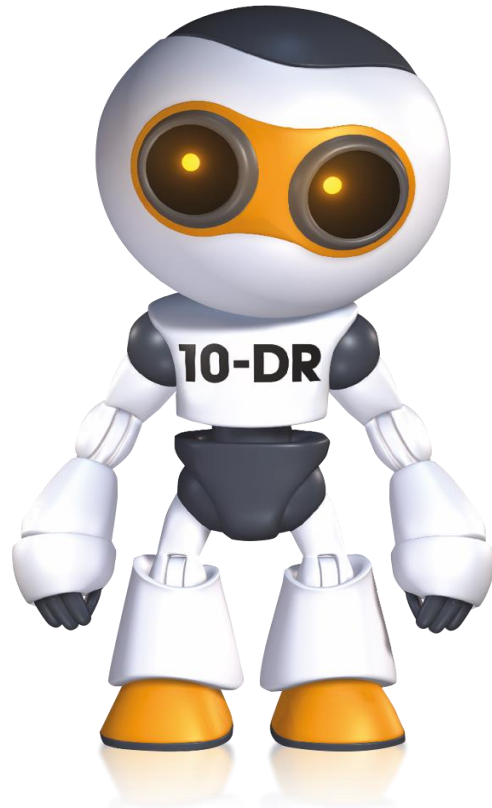


Welcome to the
Supplier Development Programme
Moray Council Full Membership
Launch

Diane Beattie

Director of SDP (North of Scotland)
Payments Manager, Moray Council





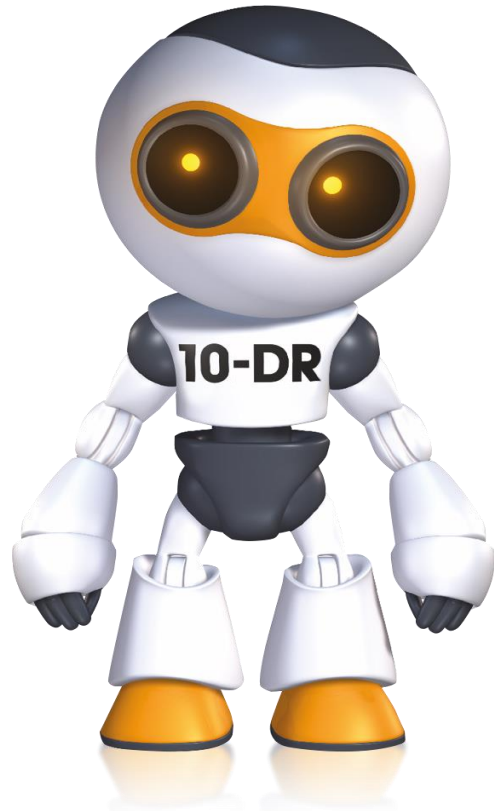
Theresa Coull,
Depute Chair of Economic Development & Infrastructure
Services Committee, Moray Council

Louise Marshall, Assistant Procurement Manager
Elaine Summerfield & Katrina Martin, Procurement
Officers

Gillian Cameron, SDP Programme Manager
Jennifer Payne, SDP Development Officer

Craig Robertson, BG Senior Area Business Manager,
Lorna Williamson, BG Area Business Manager





Procurement – the Moray Way



Procurement – do you?



Procurement legislation

Public Contracts (Scotland)
Regulations 2015

OJEU value contracts

Procurement (Scotland)
Regulations 2016

Goods / service contracts
≥ £50,000
Works contracts
≥ £2,000,000

Concession Contracts
(Scotland) Regulations 2016

OJEU value contracts

Utilities Contracts (Scotland)
Regulations 2016

OJEU value contracts

Procurement
Reform
(Scotland) Act
2014



Why ???



The Long Answer

The award of contracts concluded in the Member Statesis subject to the respect of the principles of the Treaty and in particular to the principle of **freedom of movement of goods**, the principle of **freedom of establishment** and the principle of **freedom to provide services** and to the principles deriving therefrom, such as the principle of **equal treatment**, the principle of **non-discrimination**, the principle of **mutual recognition**, the principle of **proportionality** and the principle of **transparency**

Why ???



The short answer

Public Funds

Fair and transparent

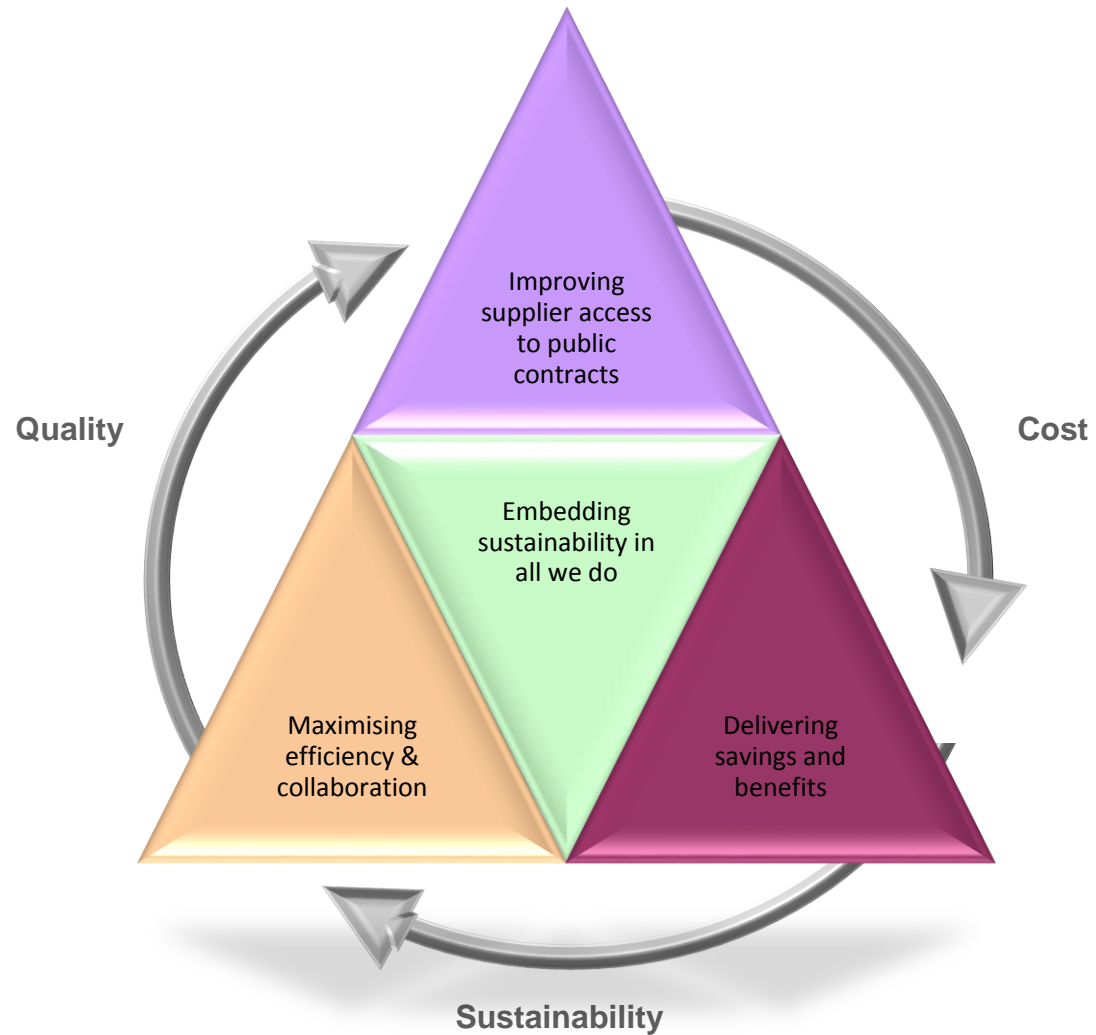
Equal opportunity

Clarity of expectation

Standard of service delivery

Measurable Outcomes

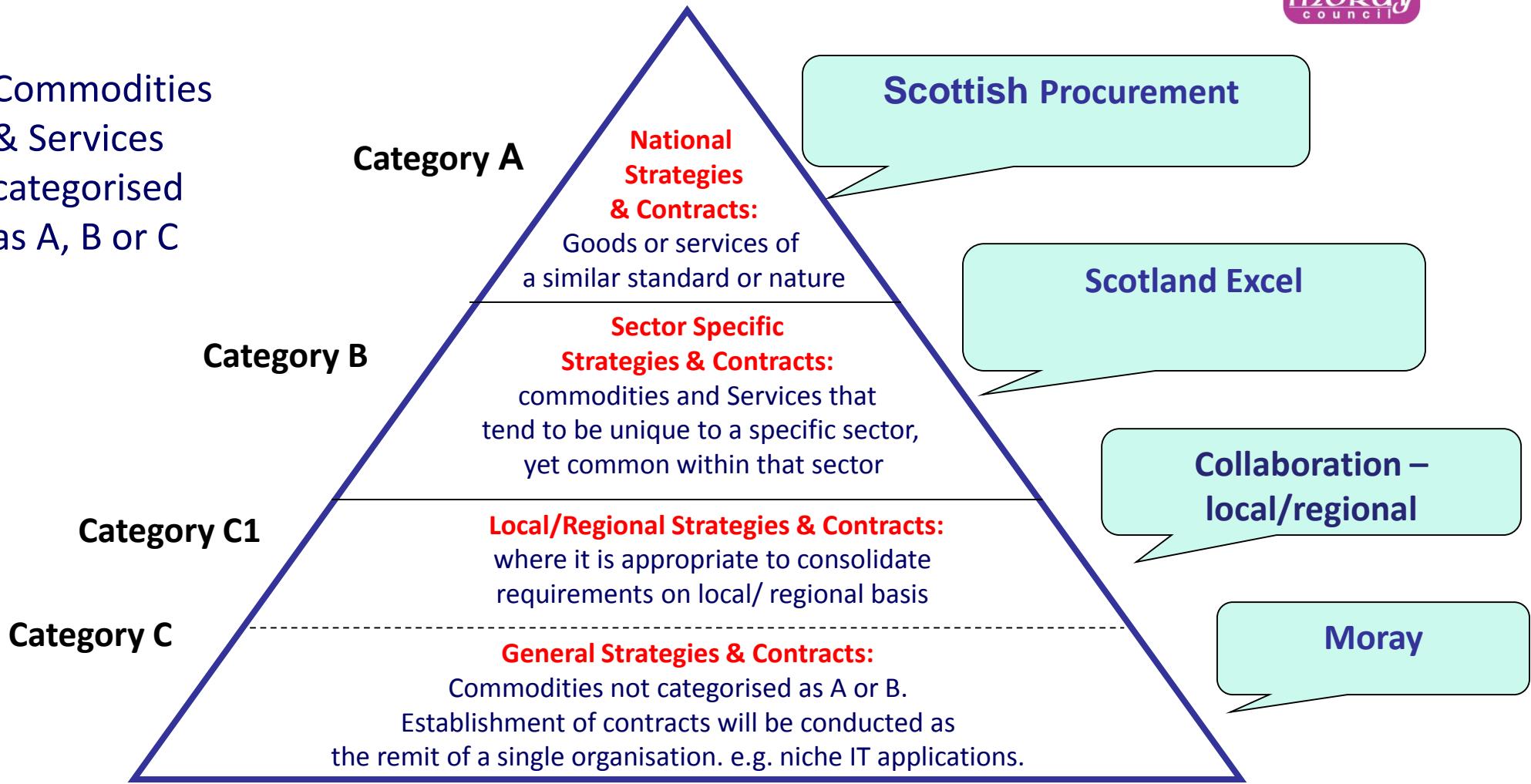
Scottish Model of Procurement



National structure



Commodities & Services categorised as A, B or C



Moray Regulation



A Local Authority shall make Standing Orders with respect to the making by them or on their behalf of contracts for the supply of goods materials or for the execution of works (and) shall include provision for securing **competition** for such contracts and for regulating the manner in which tenders are invited.”

**S81 of the Local
Government (Scotland)
Act 1973**

Moray Regulation



CONTRACT VALUE	MINIMUM REQUIREMENT
Less than £5,000	Written quotation
Between £5,000 & £50,000	3 quotations (via Quick Quote)
Aggregate value over £50,000	Competitive tender procedure
Regulated contracts under the definition the Procurement Reform Act (50,000 to EU limit)	Works contracts – procurement strategy to consider if PIN QQ is appropriate over this limit, subject to Head of Service approval
Goods & Services over £181,302 (from 1 st January 2018)	EU Procurement Directive Threshold
Public Works over £4,551,413 (from 1 st January 2018)	EU Procurement Directive Threshold
Consultants below £10,000	<u>Additional approval</u> from Head of Financial Services
Consultants over £10,000	<u>Additional approval</u> by Service Committee
Leasing agreements	Approval from Head of Financial Services
Note – these limits do not apply to the purchase of land	

Moray Structure



“Centralised Procurement Operation”

Corporate Procurement Team:

Supports all procurement projects over
£50,000

Reviews all Quotation projects below
£50,000

Tender Route



Open

Restrictive

Competitive Dialogue

Non Advertised – Light touch

Reserved – Supported Businesses

Innovation Partnership

Build the tender



Qualification

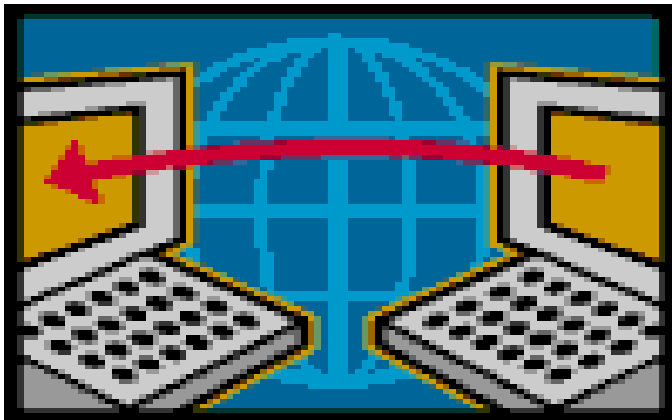
Technical

Commercial

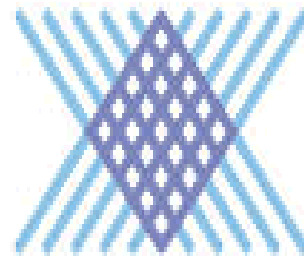
Evaluation

Award

Systems



PCS Advert
PCS Tender



public contracts
scotland

