



Forestry and
Land Scotland
Coilltearachd agus
Fearann Alba

Forestry and Land Scotland

Vision

Forests and land that Scotland
can be proud of

Mission

To look after Scotland's forests
and land, for the benefit of all,
now and for the future



Forestry and Land Scotland

**Executive agency of
Scottish Government
established 1 April 2019**

**941 employees,
5 geographical regions
and a national team**

**Responsible for managing
national forests and land on
behalf of Scottish Ministers**

**Funded primarily by commercial
trading activities - and in
addition, ASL agreed with SG**



**Classed as a public
corporation for the
purpose of accounts**

**Forest management
work is regulated by
Scottish Forestry**

**FLS provides some
business services (e.g.
HR & IT) to Scottish
Forestry**



Our purpose

Manage the national forests and land in a way that supports and enables economically sustainable forestry; conserves and enhances the environment; and delivers benefits for people and nature

Support Scottish Ministers in their role as leaders of Sustainable Forest Management and Sustainable Development through their stewardship of the national forests and land



Our forests and land

640,000 hectares, **9%** of Scotland's land area

66% forested and **33%** open habitat and agricultural land

428 designated habitats and species on sites covering **67,500** hectares

Work on the national forests and land contributes **£1 million** per day Gross Value Added (GVA)

Sequesters **3 million** tonnes of CO₂ each year



Supports **11,000** jobs working on or around the national forests and land

10 million visitors welcomed annually to our forests

Host to **80** projects working with communities

9 starter farms

350 scheduled historic sites

1.1 gigawatts yearly from renewable schemes (enough to power **500k** homes)

What we do



Land management Planning

Spatial Land Management Plans, Work Plans for individual sites, and timber production forecasting



Timber harvesting & marketing

Direct production, managing contract timber harvesting and standing sales



Estate management

Managing land sales and acquisitions, agricultural activities and our buildings



Renewable energy

Working with renewables developers

What we do



Biodiversity and wildlife management

Replanting, silviculture, deer management and habitat management



Community benefits

Work involving local people and special interest groups, and management of Community Asset Transfer Scheme.



Recreation and visitor services

Design, build and maintenance of recreation facilities. Management of public and sporting events and activities. We have 308 destinations that we promote on our website. Our visitor centres have a net promoter score of 89 and 4 stars for quality and customer service assurance.

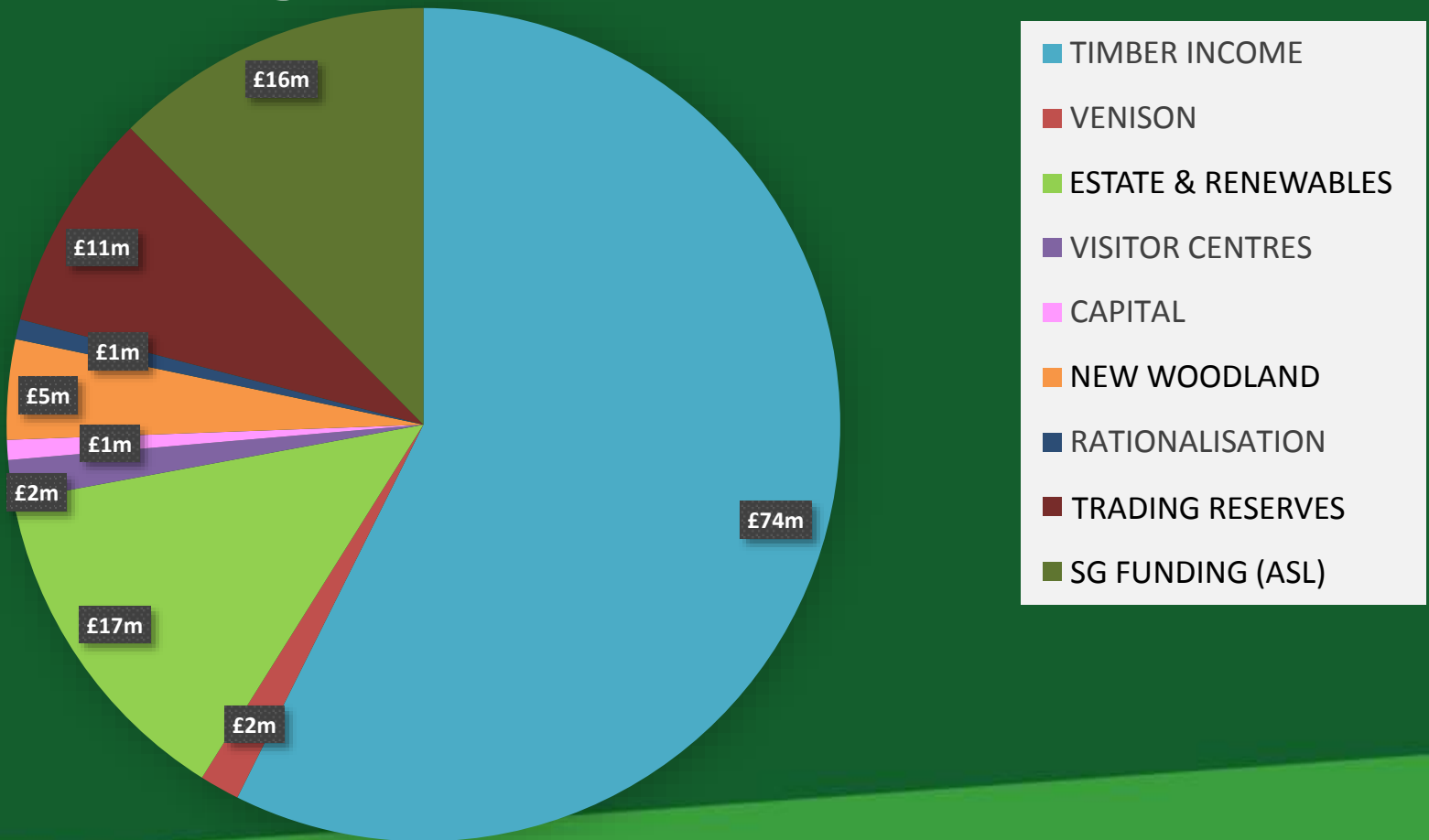


Civil engineering

Building and maintaining roads, river crossings and drainage



FLS Funding 2019/20







Procurement in FLS

Team formed in 2016 - 17 staff

- Non Regulated and Regulated Procurement
- Contract Management

Deliver contracts to enable

- timber harvesting and production
- land and estate management
- business operation – e.g. fleet/buildings/IT



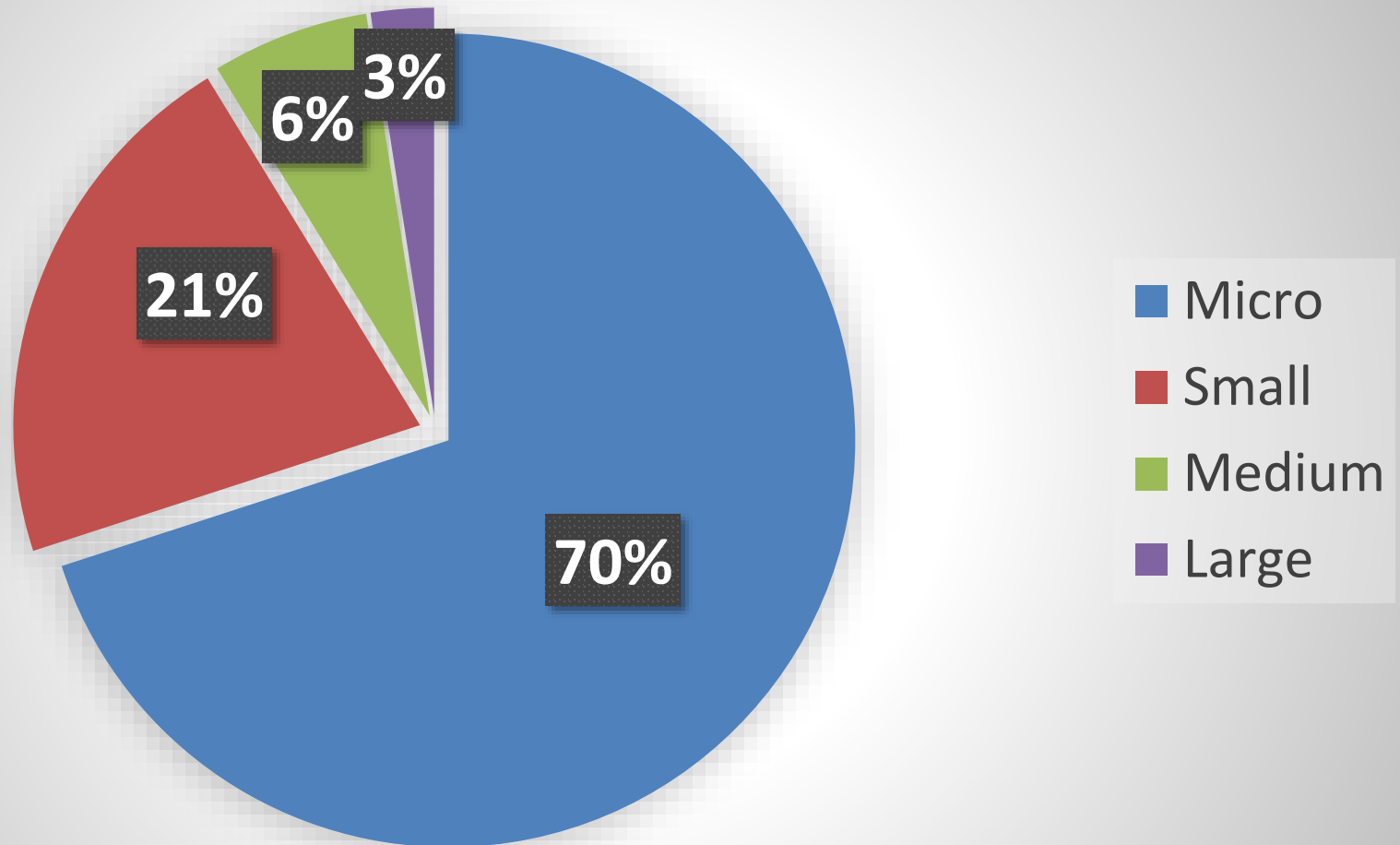
What do FLS Buy?





FLS Supply Base 17/18

Contracts Awarded c. £90 million





How do we Buy?

Quick Quotes (under £50k in value)

Regulated Tenders (over £50k in value)

Collaborative Call Offs (any value)



Timber Production & Harvesting, Land and Estate Management

FLS led Tenders for:-

Contracts

- Lotted by Geography or specialism

National Framework Agreements

- Lotted by geography and/or specialism
- Multiple Suppliers
- Direct Award and Mini Competitions
- Up to 4 years in duration

Introduction of **Dynamic Purchasing Systems**



Business Operations

*Fleet - IT - Office Equipment - Professional Services –
Consultancy - Human Resources - Training*

Some FLS led tenders, **More** use of Existing Collaborative Frameworks from:-

- Scottish Procurement/Crown Commercial Service/Scotland Excel/ESPO etc



Tendering Systems Used

Public Contracts Scotland:-

- Advertise Regulated competitions (over £50k)
- Invite Non-Regulated Quick Quotes (under £50k)
- Run Framework Mini-Competitions

Public Contracts Scotland – Tender

- Regulated Tenders



What's Ahead?

- Ongoing delivery of Contracts Required
- Ongoing review of tender approach and processes
- Category Management
- Contract Management



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Thank you