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Apse Scotland
Commercialisation
Seminar



North Ayrshire Council
Comhairle Siorrachd Àir a Tuath



Winning Tenders and Securing future business

View as a
Client and
contractor

Success in a
Contract lead
environment

North Ayrshire
Vision for
commercialisation

Top tips when
tendering for new or
existing work

Commercial Success In a contract lead environment



- Scotland are behind England in this market
- More trading companies set up in England
- Private Sector have not been aggressive in Scotland apart from early PPP/PFI.
- Great examples in Scotland of a numbers aleos , LLP's and trusts as an example .
- Are we geared up for the challenge/opportunities.
- Is there a will to drive a commercial approach ?
- What are the opportunities?

Commercial Success In a contract lead environment



- Procurement should be our gatekeeper and our proactive partner in success.
- We need to engage and develop new beginnings to continue to clarify the purpose.
- Ensure a buy in from all in the team to achieve the end goal of maximising growth.
- Celebrate success and reinforce new behaviours.
- We all need to be creative, strategic and entrepreneurial.



Commercial Success In a contract lead environment

- Do we have the quality mark recognitions to support best value.
- Best value is not all about price.
- Do we know what quality marks are relevant to our markets.
- Can we work more collaboratively to keep opportunities within local government.
- Could we develop a sharing arrangement with a neighbour or take the easy route of developing a private partner.



View as a client and contractor

- Private sector needs a strong trusting client role in the relationship/partnership.
- Provides direction, evaluation and further opportunities.
- A weak client can cost the Council significant cost and reputation.
- Internally it may be seen as an additional cost, even a blocker.
- Can procurement be our internal client.
- Do we need one ?
- Are we moving to an Intelligent client role.



View as a client and contractor

- What is an intelligent client?
 1. Management Information.
 2. Performance Management (including benchmarking and performance improvement).
 3. Key internal customer relationship.
 4. Contract Management (including financial control and quality audit compliance).

Top tips when tendering for new opportunities

- Does it promote or improve the well-being of its area and persons within.
- Do you have the capacity and skills to deliver
- Best value is not all about price.
- Do we know what quality marks are relevant to our markets.
- Can we work more collaboratively to keep opportunities within local government.
- Read the Prior information notices (PINs) carefully.
- Look for the follow up notice which may be more specific.

Top tips when tendering for new opportunities

Thresholds under the Procurement Reform(Scotland) Act 2014 are lower!

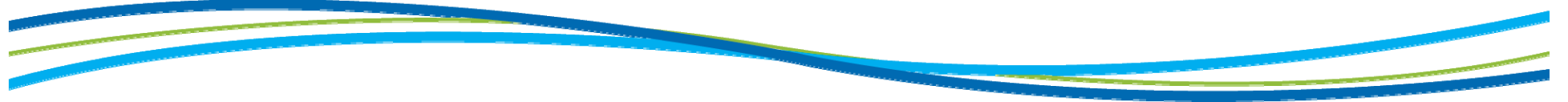
- £50k for goods and services.
- £2m for works.
- Concession contracts will appear more regularly in the OJEU.
- These are contracts where suppliers make some or all of their money from end users rather than being paid for delivery by the buyer.
- Ensure you highlight community benefits.
- Apprenticeship working.
- Skills for life partnerships.
- SME involvement and support.

North Ayrshire commercialisation vision

- The council and service being clear on what they want to achieve and having a clear vision of the future and how they will develop a cultural shift towards a commercial ethos.
- Off setting pressure on services arising from reductions in budgets.
- Understand who all our Public sector partners are and develop partnership arrangements within our localities.
- Contracts that would if successful, promote or improve Well-Being within our area.

North Ayrshire commercialisation vision

- Contributing to wider Council social or economic policy the local economic impact of success.
- Create a pipeline of known opportunities over three year period.
- Create the right business leadership and commercial skills.
- Developing and sustaining skills and employability.
- To be creative and look out the box.
- Identify success ,re invest and promote community benefits.



Thank you



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