



Falkirk Council

THE PARTNERSHIP BETWEEN PROPERTY SERVICES AND PROCUREMENT

*How to get the most out of
Procurement*

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- **C**ouncil Property Services
- **C**orporate & Social Responsibility
- **C**ollaboration
- **C**ompliance
- **C**ommunity Benefits
- **C**osts
- **C**ontinuous Improvement
- **C**ontract Management
- **C**omments

CCOUNCIL PROPERTY SERVICES



- 350 Employees and 40+ Apprentices
- Annual Turnover £30m
- Range of maintenance & repair services to 16,500 housing properties to Council area.
 - Manufacture & Install Timber Doors / Windows
 - 800 bespoke doors and windows per year
 - 4000 bespoke internal pass doors per year
 - Kitchen & Bathroom Installations
 - Re-roofing and Roughcasting
 - Gas Maintenance and Electrical Re-wiring
- Scottish Housing Quality Standard 2015

CORPORATE & SOCIAL RESPONSIBILITY



Timber Materials

- FC awarded WWF Gold Pledge April 14
- 1 of only 2 Councils awarded in Scotland
- Gold Pledge: FC evidence monitoring arrangements in place for all contracts for timber and timber related products
- Legal & Sustainably sourced Timber
- Conforms to Forest Stewardship Council – FSC certified forest source
- Meets Programme for Endorsement of Forest Certification (PEFC)



CORPORATE & SOCIAL RESPONSIBILITY



Timber Materials continued

- Proof of Timber origin - Category “A” evidence (UK Government Timber Procurement Policy) from Central Point of Expertise [CPET]
- Supplier Chain of Custody Certificates provided in tender responses
- Audit - Contractor Chain of Custody number on delivery notes / invoices
- Fencing Works – all Timber Scottish based forests



COLLABORATION



Scotland Excel – Electrical Materials

- Procurement centre for Local Authorities
- Rationalise supply base, selecting single supplier from framework
- Innovations – supplier worked with Xpelair, altering fan to meet FC specifications
- Savings – 10.5% (inc. annual rebate, single supplier & early settlement discounts)
- Sustainability benefits - free of charge Lamp collection & recycling (WEEE Directive)
- Removal and Credit of obsolete FC Stock



COMPLIANCE

Skip Hire and Recycling Service

- Maximise recycling rates for skip waste
- Supplier Monthly Waste & Recycling data

2014 SKIP WASTE RECYCLING AND DISPOSAL REPORT (TONNES)

TOTAL	TIMBER	METAL	CARD BOARD	INERT	WEEE	TOTAL RECYCLED	TOTAL DISPOSED
5,368	1,029 (19.2%)	52 (1.0%)	141 (2.6%)	3,578 (66.7%)	46 (0.9%)	4,846 (90.3%)	522 (9.7%)

- Supplier site Audit confirms compliant segregation, recycling & waste transfer processes
- Supports Scottish Government Zero Waste Plan & FC Zero Waste Strategy

COMMUNITY BENEFITS



Local Modern Apprenticeships & Training

- Approx. 50 Modern Apprenticeships & Training opportunities incorporated across a range of FC contracts in last 12 months, e.g.–

PROPERTY SERVICES CONTRACT	COMMUNITY BENEFIT REALISED
Electrical Heating Replacement	3 x Modern Apprenticeships
Gas Heating Replacement	2 x Modern Apprenticeships
Periodic Electrical Testing	2 x Modern Apprenticeships
Council House Build (Merchiston Road)	2 x Modern Apprenticeships
Garden Aid	14 x Trainees

- Delivering savings while providing local employment and training opportunities



Falkirk Connected
Working in Partnership to Support Employment and Skills

COSTS



Kitchen Units Contract

- Agreement to hold stock at a local (Falkirk) facility to allow stock holding within Council Stores to reduce.
- Agreement to collect packaging waste at zero cost.
- Introduction of new to range wall bridging unit to accommodate FC and compliment their range offering.
- Significant commercial benefit.

CONTINUOUS IMPROVEMENT



Stores Operation

- PPI (rolling stock checks) negates twice yearly stock checks, which previously used 30+ staff to count stock
 - Avoids closing Stores during working hours
- Introduce electronic requisitions, removing antiquated 4 part paper based requisitioning
 - Removes cost, increases accuracy and fully traceable

CONTINUOUS IMPROVEMENT



Stores Operation continued

- Improve MRP functionality of stock management system, ensuring correct stock mix in place to meet demand.
- Write-off / slow moving engagement with services to ensure inventory is current
- Exploiting opportunities where available to maintain buffer stock levels for FC use at local supplier depots
- Expediting deliveries and communicating any issue: zero stock-out complaints

CONTRACT MANAGEMENT



Concept → Contract → Completion

- Partnership with Property Services and Procurement to define specification
- Shared Evaluations (technical / commercial)
- Joint contractor pre-start meetings
- Improved supplier review meetings, looking at more than just performance.
- Enhanced commercial terms (savings) allow budgets to be re-routed into other Property Services projects as required

COMMENTS



“Falkirk Council are clearly very focused on ensuring that people in their area benefit from the Contract they have awarded and we are currently working with the Employment Unit to secure a training position for someone within the area.

Allison Enterprises are pleased to be working with a Council who focuses on providing employment opportunities to the community.”

Debbie McBean, Allison Enterprises

“Support and guidance on the Timber certification process and the on-going monitoring and audits of certificates has played a key role in our customer supplier partnership.

There is ongoing communication between both parties as to where we can add value in terms of alternative sustainable products and how we service these.

We have been able to understand the process of WWF Gold Pledge status and have been guided by the Council in order to support this pledge.”

Grant Wilson, MGM Timber

“Effective and clear communication from all departments (procurement, site foreman and stores). From the first stages of pricing tenders to orders being placed with branch for site deliveries are clear and concise.

In short period of time we have strengthened relationships through effective communication with all employees of council.”

Greame Sproat, Buildbase

COMMENTS



“Falkirk Council has a high participation level (95%) in Scotland Excel frameworks, utilising 41 of the 43 contracts currently available. Their annual spend of c.£6M with Scotland Excel during 2013/14 resulted in savings of c.4.7%

The progress made by Falkirk council in their PCA performance has been truly remarkable. From a score in 2009 of 24% to achieving 70% in 2014, one of the highest ratings in the sector, is a clear indication of the success of their procurement transformation project.

William and his team have clearly worked in partnership with colleagues across the council to embed good procurement practices which will ultimately benefit the Falkirk community.”

Julie Welsh, Director, Scotland Excel.

“Having worked with Falkirk Council on the Asbestos Surveying contract for the past 5 years, we have always found them to be highly professional and extremely approachable. Having good communication with Falkirk Council ensures the contract runs smoothly without any delays.”

Sheila Harley, Enviraz Surveys

“AC Gold, as a multi trade organisation, has had to work closely with many different Departments within the Council and usually all at the same time in order to deliver to the Tenant. So it’s a testament to the professionalism of the Falkirk Council Staff that allows our role to be that much easier.”

Lynsey Pollock, AC Gold

COMMENTS



“I view procurement as a professional and integral extension to our service who are engaged from project concept through to implementation and ongoing contract management”.

**Kenny Gillespie, Falkirk Council
Supply Management Magazine, May 2014**