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| **Growing, Ageing, Moving – Changing Demographics** |
| **How*** Social Care
* Growing impacts of multiple issues
* Inequality impacts
* Do more with less
* Demand changes in what goods/services are required
 | **What*** True Early Engagement
* Improve use of data
* Alternative delivery models
* Manage expectation (need v wants)
* True wide-ranging collaboration
 |
| **Prioritise*** N/A
 | **Who*** Multi Agency Working
* Work Collaboratively
* Integrated teams
 |

**Exploring the implications of current and future trends workshop**

This 40-minute workshop follows on from the presentation by Rob Littlejohn on ‘Scotland 2030: Communities of the future’.

**Group 1**

**Group 2**

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| **A Changing Economy** |
| **How*** Need to change
* Work in partnership
 | **What*** Negotiated and competitive
* If economy grows – funding grows
* Work with suppliers to develop ideas
* Training – commercially aware
 |
| **Prioritise*** Economy – Impacts all areas – how much we have – will impact **now.** Current impact changing face of how we spend our money. “In the here and now!” Participatory budgeting – goes against procurement norms or givens i.e. leverage or spend. Procurement needs to change. Sectors working together.
* In the here and now
* Move away from leverage principle
 | **Who*** Entrepreneurship
* Innovation needs to be supported
* Community lead services
* Stop going in circles – Break the cycle
 |

**Group 3**

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| **Growing, Ageing, Moving – Changing Demographics** |
| **How** * Spend to save
* Outcome based procurement
* Procurement needs to encourage move to joined up thinking (silo – free)
* A whole life approach – not just children and seniors
 | **What*** Strategies for Delivery
* Fresh perspective on issues/challenges faced
* Procurement needs to lead on what is required along with service users
 |
| **Prioritise*** Using digital technology to best use to enable care at home to be most effective
* Solutions’ that tackle demand
 | **Who*** Services need to decide outcomes and prioritise
* Procurement needs to be more assertive within LA’s
 |

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| **A Changing Economy** |
| **How*** Innovation with industry
* Work with suppliers to deliver outcomes
* Procurement needs to encourage more joined up thinking (SILO FREE)
* Collaborative procurement will help to drive the economy
 | **What*** Sustainable benefits
* Strategies for delivery
* Procurement needs to lead on what is required along with service users
* Reductions in public sector finance creates an imperative for better procurement
 |
| **Prioritise*** N/A
 | **Who*** N/A
 |

**Group 4**

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| **A Changing Economy** |
| **How*** Supply chain analysis needed – Brexit implications
* Address fair working practice
* Address modern slavery
* Inequality – How can apparently complex riskier options e.g. asset-based community development be procured
* More understanding of global supply chains
* More understanding of the challenges for local SME’s in engaging
* Need to build knowledge for orgs to participate on dynamic purchasing system opportunities and frameworks that require sustainable procurement delivery
* Inequality – how can citizens especially those facing discrimination be involved in shaping requirements
* Need to understand supply chain and see which trends we want and can influence on procurement exercise
* Procurement will need to engage more with SME’s and encourage small organisations to collaborate more
 | **What**Next year* Visit schools
* Deliver message
* Provide opportunity for them to be involved in a procurement evaluation
* Increased ESI with SME’s
* School career day talks
* Launch a prog of engagement
* Challenge based competitions in schools
* Set up a social enterprise for young people including those excluded from school to use their talents to supply services.

2030* Look to embed procurement in more wider thinking
* Supplier development
* Repeat next year card
* Procurement is not boy and forget we are involved in contract management
 |
| **Prioritise*** How – fostering next generation of suppliers/purchasers – supply chain – SME
* What – next year – engagement (SME’S, students)
* 2030 – wider importance of PP – supplier dev – better programme
 | **Who*** Fourth industrial revolution
* Who has the technical expertise to procure this and how does this need to grow
 |

**Group 5**

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| **The Age of Techno-Optimism & Fear – The Digital Age**  |
| **How*** Connectivity, WIFI speed, structure
* Personalisation, SDS
 | **What*** Outcome based
* Commonality of solutions
* New model of public sector procurement
* Flexibility, legislation; Brexit opportunity?
 |
| **Prioritise*** One year not long enough
* Skillset knowledge
* Councils work together
* Encourage ‘Generation Z’ in the procurement world
 | **Who*** Government
* Centres of expertise
* Councils
 |

**Group 6**

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| **Growing, Ageing, Moving – Changing Demographics** |
| **How*** Conflict - Council vs Health partnership
* Pressure on Social Care services
* Disconnect between procurement and commissioning (money vs person)
 | **What*** Mindset change
* Cultural shift
* Greater trust
* Service re-design
* Decision making
* Affordability
 |
| **Prioritise*** Connectivity availability
* Access to Digital Services for all
* Cross sector working – trust and openness
* Procurement in at the start
 | **Who*** Everyone
 |

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| **The Age of Techno-Optimism & Fear – The Digital Age**  |
| **How*** Working together with other services
* Explore other procurement routes
* Bring data together and then analyse
* Mindset change
* Not immediate fix
 | **What*** N/A
 |
| **Prioritise*** N/A
 | **Who*** N/A
 |

**Group 7**

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| **Growing, Aging, Moving – Changing Demographics** |
| **How*** More collaborative procurement
* Collaborations -> innovation
* Need for trust between providers
* Explore challenge not solution
 | **What*** Different delivery model NOT 32 LA’s
* Declutter systems environment
* Changing mindsets “hearts and minds”
 |
| **Prioritise*** Clear Government Direction Legislation
* Learning from Health and Social Care Integration
* Declutter organisation
* Better understanding of issues on data
 | **Who*** Innovative Routes of Engagement Empowerment
* Scottish Government Leadership
 |

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| **The Age of Techno-Optimism & Fear – The Digital Age** |
| **How*** Understanding what is available
* Keeping up with changes
* Need for partnership
 | **What*** Innovation
* Educating people
* Trust Changing Cultures
* Digital analogue switch
* New models of delivery
 |
| **Prioritise*** Open up shops as education centres
 | **Who*** N/A
 |

**Group 8**

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| **People Power – Future Values – what will really matter?** |
| **How*** Engage with the young people of our future to understand values and what matters to them
* Skills
* Attitudes
* Early intervention
* Education – what are we teaching them?
 | **What*** Benchmark
 |
| **Prioritise*** Educating our people younger/current/older generations
 | **Who*** Who will control it? Apple? Google? Us?
* Role of Government Legislation
* Everyone – collaborative working – public, private sector
 |

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| **The Age of Techno-Optimism & Fear – The Digital Age** |
| **How*** How do you procure
* Inclusive access to technology
* Understand people’s fears of ICT
* Collaboration across sector with citizens
* How can we educate the younger and older generations to use digital to empower our future?
* Digital market is huge – how can we work collaboratively with the full market to benefit everyone?
 | **What*** Innovation funds
* Invest in skills
* Benchmark status quo
* Assess reality of cyber threats. How likely? Comparisons with not engaging with new technology
* Universal access
* What facilities are available to support our people in doing this?
* Can safety awareness campaign be introduced to raise awareness of digital risks and benefits
* Community/educational sessions provide by local authorities
 |
| **Prioritise*** N/A
 | **Who*** The people should control their digital access with guidance on how to use it safely
* Who / government direction/ support
 |

**Group 9**

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| **The Age of Techno-Optimism & Fear – The Digital Age** |
| **How*** Reduction in waste
* Terms and conditions
* Data protection
* Process design
* Review of systems
* Quicker process
* Less resources
* More joined up
* More collaborative
* Higher value of speed
* Need for procurement expertise
 | **What** * Knowledge
* Data information
* Understand needs
* Learn from procurement professionals globally and how they are reacting to the digital age
* Training investment
* Working back, we need to ensure the customer has technology ready
 |
| **Prioritise*** Knowledge
* Improved IT infrastructure
* Training and development (staff/public)
* Access to IT equipment for those that need it
 | **Who*** Cross team working
* Local and national government for customers/suppliers
* GDPR compliant
 |

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| **Growing, Ageing, Moving – Changing Demographics** |
| **How*** Impact on employment of younger generations due to people staying in work longer
* Increased spend in social care
* More digitally aware people
 | **What*** Policy reviews HR
* What we buy needs to meet their needs
 |
| **Prioritise*** Streamline data and systems
 | **Who*** Councils
* Scottish Government
 |

**Group 10**

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| **Growing, Ageing, Moving – Changing Demographics & The Age of Techno-Optimism & Fear (Go hand in hand)** |
| **How*** Automation of Processes?
* Budgeting?
* Introduction of innovations to procurement processes
* Service transformation
* Procurement becoming more focused
 | **What** * Increased collaboration in terms of services
* Upscaling of staff – re negotiations
* Trust building in innovation
* Strategic partnerships
* Shared services
 |
| **Prioritise*** Geo physical resources -> lack of resources
* We feel they sit hand in hand
 | **Who*** Strategic Partnerships to see through implementations
* National planning strategies
* Stakeholders, local authorities
 |