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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 |