

Procurex

Maximising Economic Impact Workshop

Zoe Fance

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South Ayrshire Council

Falkirk Council

Scotland Excel

Q1. Are the current national approaches to providing training and support to local SMEs still relevant? If not, what is required?

- Times of events for SME's Too much time out
- Target group for engagement
- Large MTBs are successful, grouped public sector
- Specific sections on specific types of contract opportunities - Tailored events
- National (e.g. SDP) training generally well received however, what are micro needs? Tailor contract value support (e.g. Need QQ training rather than PCS-T)
- Need a back to basics approach?
- To help promote training opportunities or offer one to one support. There is a resource need to accomplish this (Feedback to Chief Execs etc)

Susan Love (FSB)

Argyll & Bute Council (Elaine, Alastair, Sophie)

Scotland Excel (Lucy, Lauren)

Facilitator: Angela Collier

Q1. *Are the current national approaches to providing training and support to local SMEs still relevant? If not, what is required?*

- Scottish Borders – working with SDP
Training for Electronic Tendering / Support needs to be timely. Alignment with when opportunities arise.
- Fife – Unsure what Econ Dev staff do on top of offering SDP.
Close relationship with Econ Dev. Procurement attend all training sessions.

SDP training is very general. Could be more tailored to different sectors.

Participants not recorded

Facilitator: Andrew McGuire

Q2. *What challenges are there within your organisations that prevent you from doing more to support local suppliers and SMEs?*

- Quick Quotes
- Challenges
- Educating buyers on using Quick Quotes
- Supplier access to Wifi / emails
- Trying to achieve “Circular Pound” money spent local suppliers
- Opportunity locally – Not privilege

Participants not recorded

Facilitator: Gillian Cameron

Q3. *What are the benefits and issues of taking a regional approach to economic development through public procurement and how could we achieve this?*

Benefits

- Regional can get over local issues in your supply chain.
- Local economy
- Local jobs
- Regional may help other public bodies engage

Issues

- Understand what regional means
- What is regional to you
- Rural issues
- Rural supply chain
- Tracking through supply chain could be a challenge
- Competing Agendas

Is there a political will to achieve this? - Central to achieving this!

Participants not recorded

Facilitator: Nick Hyde

Q4. *What challenges currently exist when designing contracts which will provide expected benefits to the environment, community benefit and fair work considerations?*

- Services have different agendas
- Perception – Include these things comes with a cost
- Complexity
 - Simplify Priorities
 - Can't deliver everything
 - Environment or Community Benefit
 - Getting Services on board
- Getting key stakeholders views at start
- Age of austerity - Budgets – Savings
- Who is setting priorities? Not getting to front line.

Participants not recorded

Facilitator: James King

Q5. *Should there be priority sectors or categories of spend as the focus of developing economic growth through public sector procurement? If so then which sectors/categories would you prioritise?*

- Construction because of high value
- Social Care
- Depends on analysis of spend identifying key supply base within a local area.

Participants not recorded

Facilitator: James King

Q5. *Should there be priority sectors or categories of spend as the focus of developing economic growth through public sector procurement? If so then which sectors/categories would you prioritise?*

Yes

- Social Care
- Early Years

Labour market – Retention

Fair Work Practices – Living Wage – pay SLWG not transport

Brexit

Opportunities & Challenges

Economic Growth – Outcomes for service users

Could be different for each LA – depending upon where out of LA spend is highest / profile of business in the area.
e.g. Areas where broadband is not good/available

Economic growth is very different to local spend – very often confused

Participants not recorded

Facilitator: Andrew McGuire

Q6. *Do we need anchor organisations to take a more regional approach (Preston Model)*

- Plusses / minuses
- Embedding benefits
- Resources
- Too big a scale
- Knowledge transfer
- Centralised meet the buyers
- Battles over T&Cs
- Drive towards frameworks due to efficiency

Participants not recorded

Facilitator: Ken Moncrieff