

Case Study

Outdoor Play Equipment and Artificial Surfaces 0215

Contract and Supplier Management Event

2nd October 2018

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Introduction



December 2015



Meanwhile....

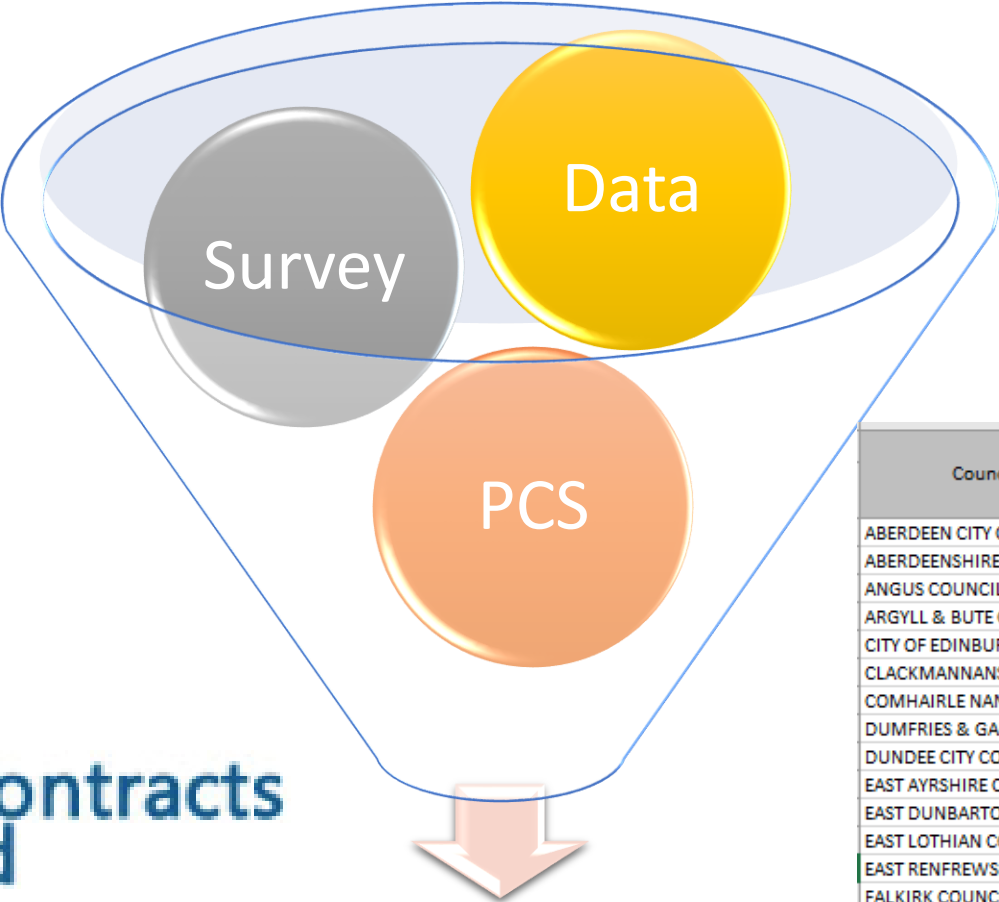


Context

- Two opportunity assessments to research **viability as a national collaborative framework.**
- Broad scope including **playground equipment** and **artificial surfaces.**
- Estimated annual spend of **£17m.**
- **To cover works, services and supply** and providing a **range of terms.**



Spend and Data Analysis



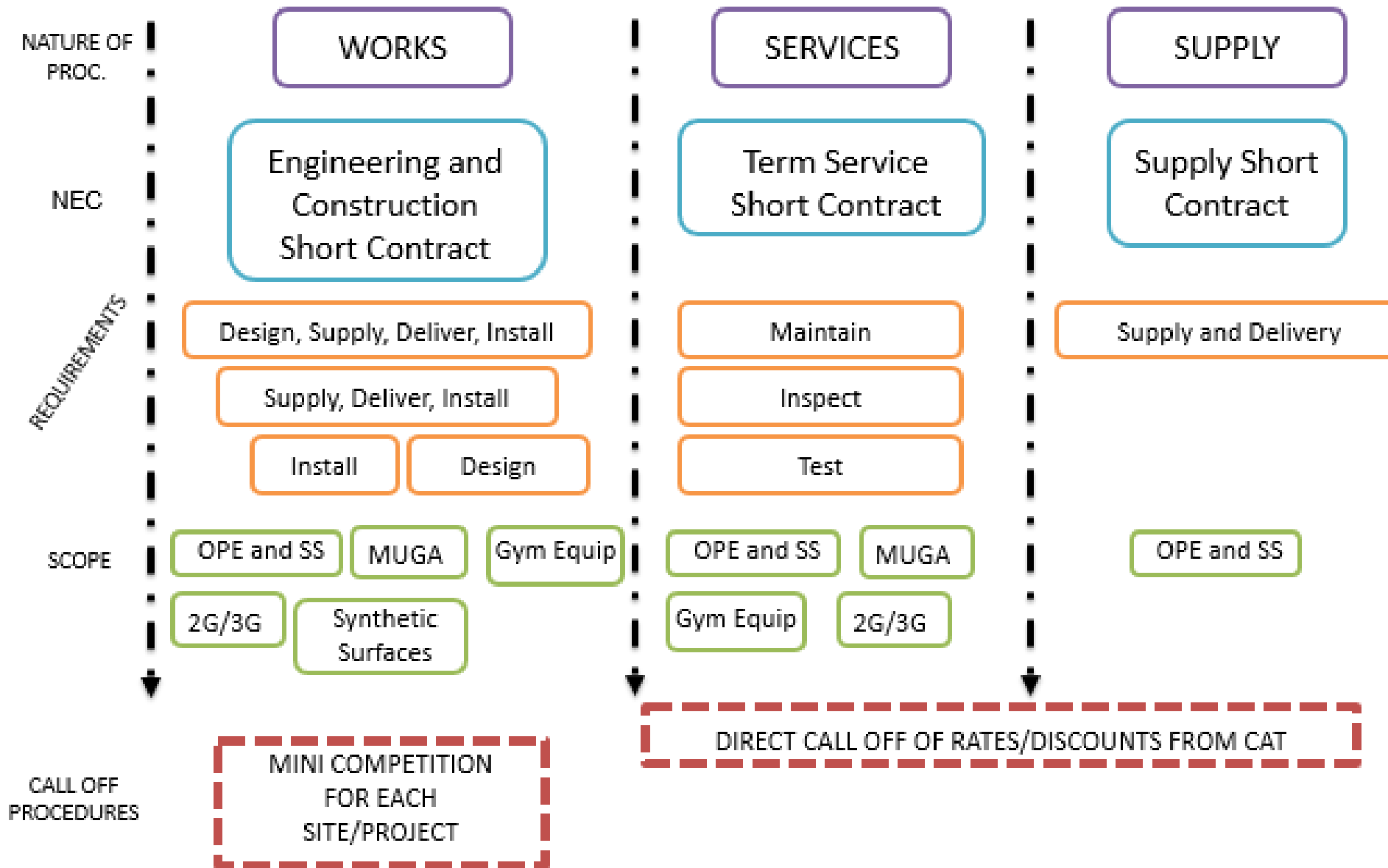
Spikes Cavell
KNOW, KNOW, KNOW

Council Name	Interest in SXL Framework		
	Artificial Surfaces/Play Equipment/Both/Neither	If no, reason for not	If you will participa
ABERDEEN CITY COUNCIL	Both	-	-
ABERDEENSHIRE COUNCIL	Both - we have been considering	-	-
ANGUS COUNCIL	Both	-	-
ARGYLL & BUTE COUNCIL	Both	-	-
CITY OF EDINBURGH COUNCIL	Artificial Surfaces	-	-
CLACKMANNANSHIRE COUNCIL	Both	-	-
COMHAIRLE NAN EILEAN SIAR	Both	-	-
DUMFRIES & GALLOWAY COUNCIL	Play Equipment	-	-
DUNDEE CITY COUNCIL	Both	-	-
EAST Ayrshire Council	Neither	Own contract	own contract
EAST DUNBARTONSHIRE COUNCIL	Both	-	-
EAST Lothian Council	Neither	5 company fr	-
EAST RENFREWSHIRE COUNCIL	Both	-	-
FALKIRK COUNCIL	Both	-	-

Shape the requirement



Shaping the Requirement



Spend Analysis– impact on CSM

UIG feedback on accuracy of scope – collection and cleanse of MI

Monitoring contract value and under-reporting

Call off mechanisms – inform future lotting structure

Terms used for works packages – barriers to use.

Establish and share sources of funding

Monitor of delivery of community benefits – thresholds.

Customer base – ongoing engagement to validate spend

Viability for ongoing collaboration



No. of inspections and capacity planning

Development of KPIs

Benchmarking and best value

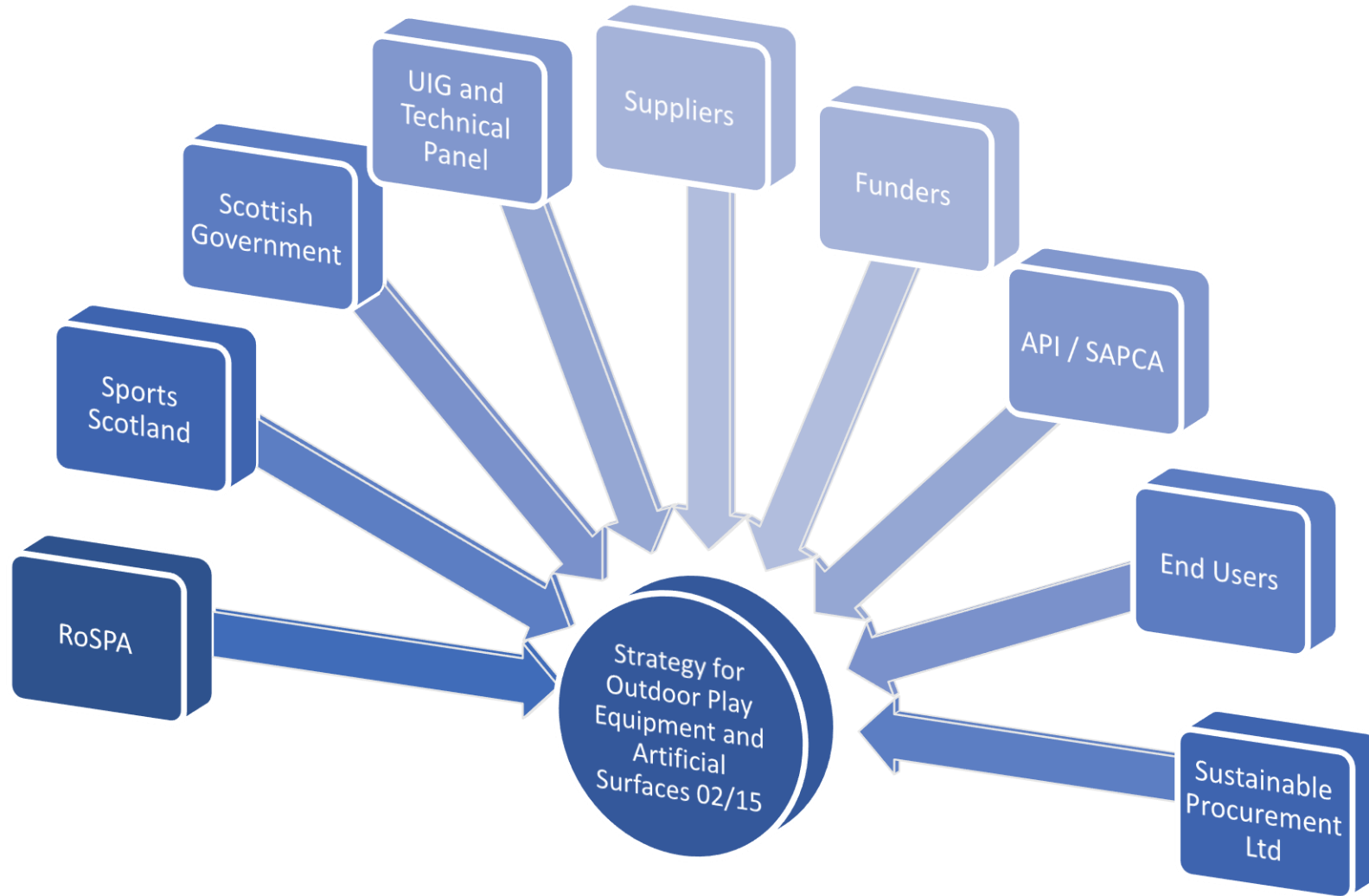
Application of discounts
Supplier positioning and performance

Core services review

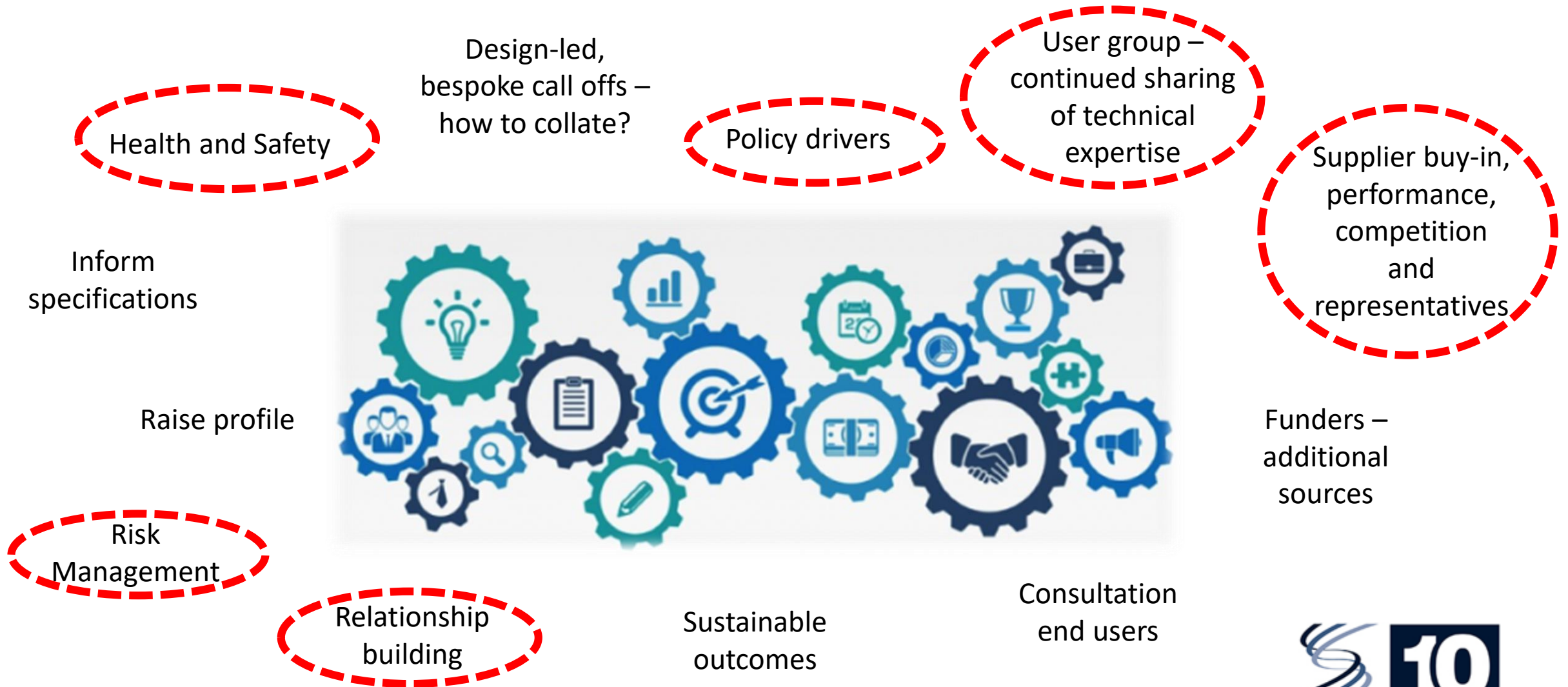
Departments accessing framework e.g. schools



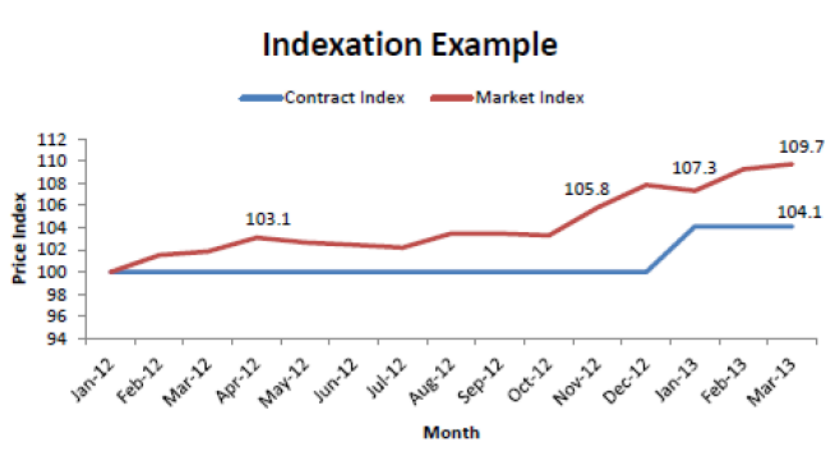
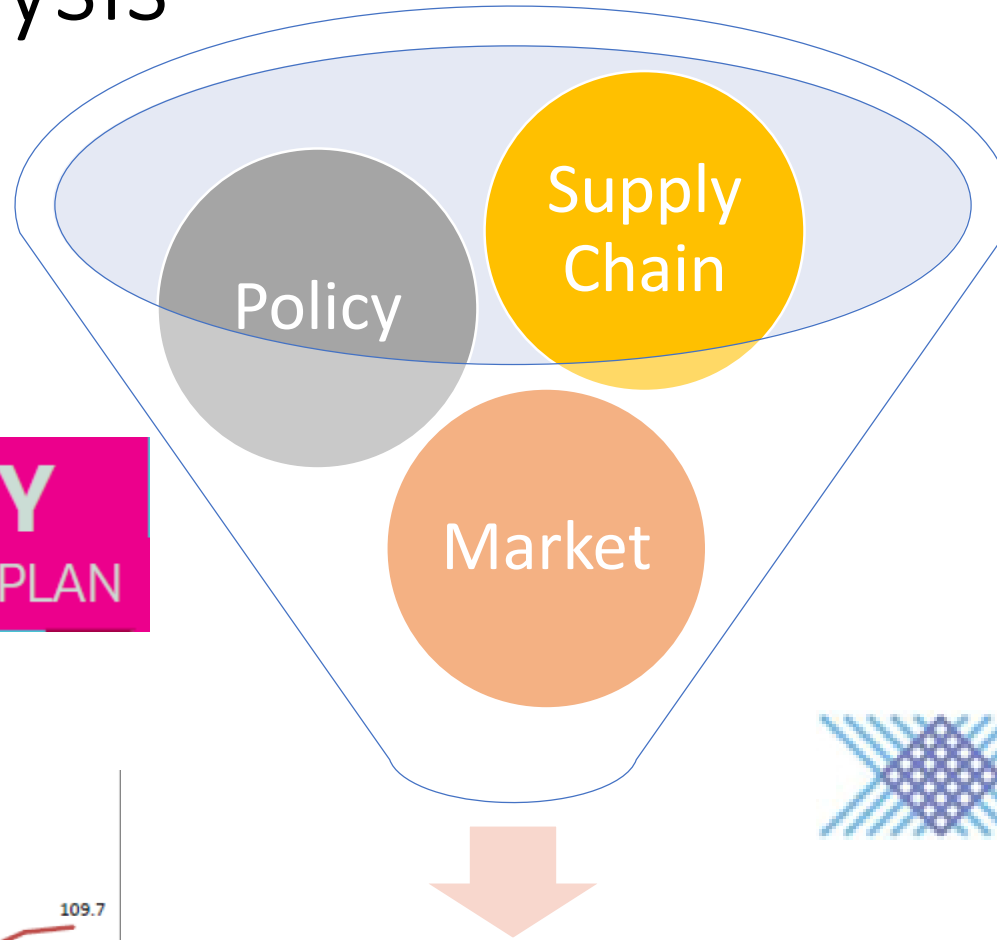
Stakeholder Engagement



Stakeholder Engagement – impact on CSM



Market Analysis



Trends and developments



Market Analysis– impact on CSM

Supply chain structure
– manufacturer /
distributor / installer /
entire scope

Supplier-led vs.
council-led designs

Funding
applications

Technical
standards, codes of
practice and
legislation.

Whole life cost –
pitches,
environmental,
product
development

Assessment of play
value, inclusive
play, rights of the
child.



Natural play,
outdoor classrooms
and the Curriculum
for Excellence

Financial
monitoring -
Equifax

Use of sub-
contracting

Cost drivers,
volatility and
indexation

Capacity planning
seasonality

Cash flow, project
bank accounts

Austerity,
maintenance and
product choice/call
offs



Conclusion

- Session focused upon case study of **pre-strategy** in a **first generation** framework.
- Outlined how **spend and market analysis and stakeholder engagement** informed **strategy** and **ongoing CSM**.
- Highlighted where **efforts have been focused to date** and **aspirations for ongoing CSM to deliver best value**.



Thank you.
Any Questions?

