

# Case Study

## Outdoor Play Equipment and Artificial Surfaces 0215

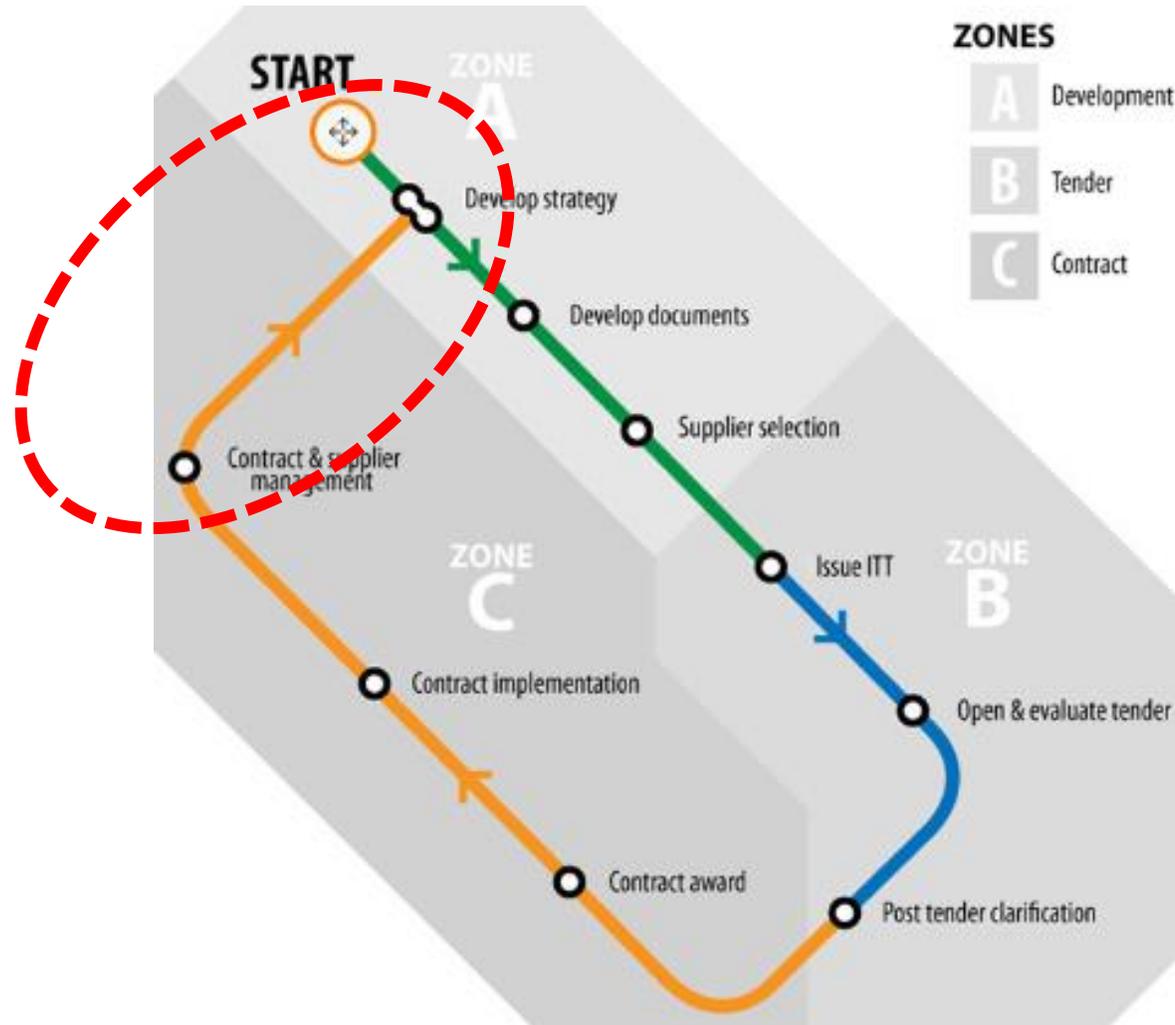
Contract and Supplier Management Event

2<sup>nd</sup> October 2018

Danielle Pettigrew, Category Manager



# Introduction



# December 2015



Meanwhile....

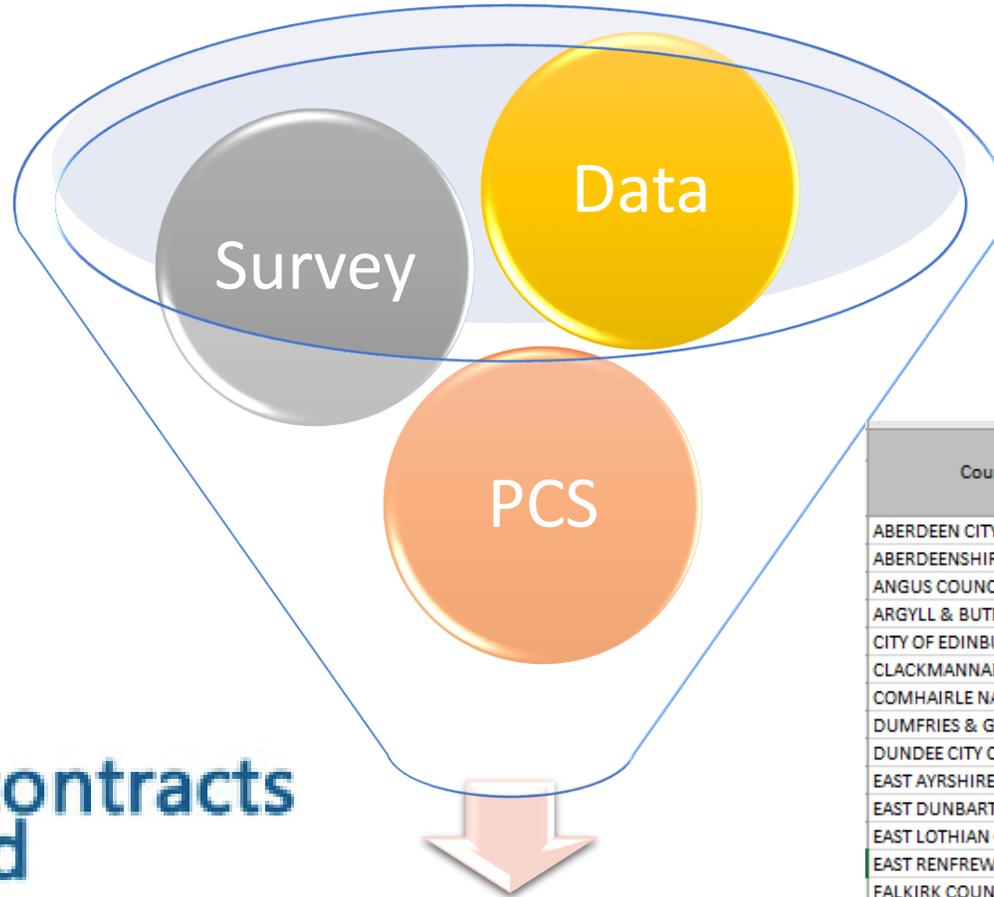


# Context

- 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



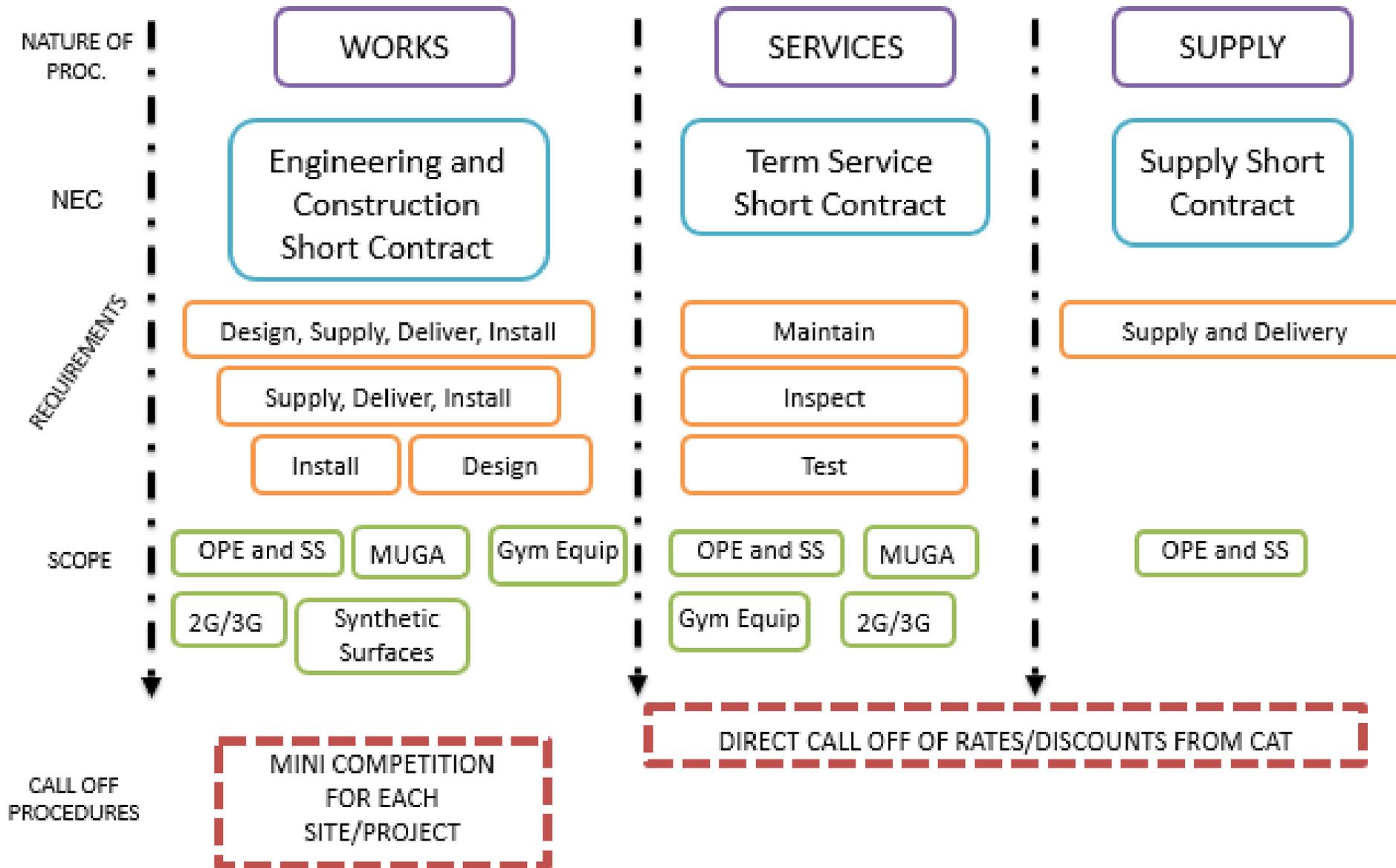
**Spikes Cavell**  
KNOW, KNOW, KNOW

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 considerin	-	-
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

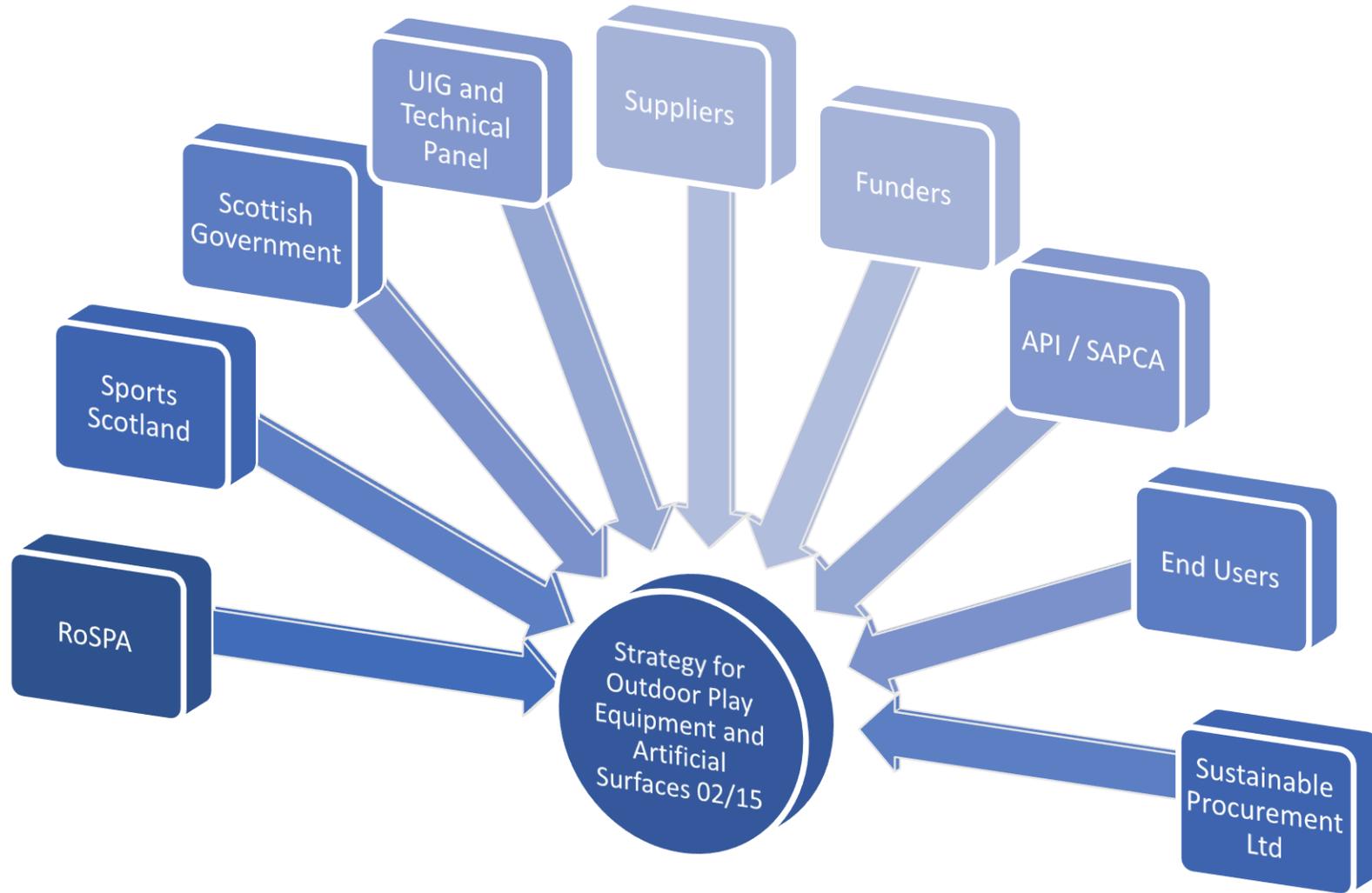
Application of discounts  
Supplier positioning and performance

Core services review

Departments accessing framework e.g. schools



# Stakeholder Engagement



# Stakeholder Engagement – impact on CSM

Design-led,  
bespoke call offs –  
how to collate?

Health and Safety

Policy drivers

User group –  
continued sharing  
of technical  
expertise

Supplier buy-in,  
performance,  
competition  
and  
representatives

Inform  
specifications



Raise profile

Funders –  
additional  
sources

Risk  
Management

Relationship  
building

Sustainable  
outcomes

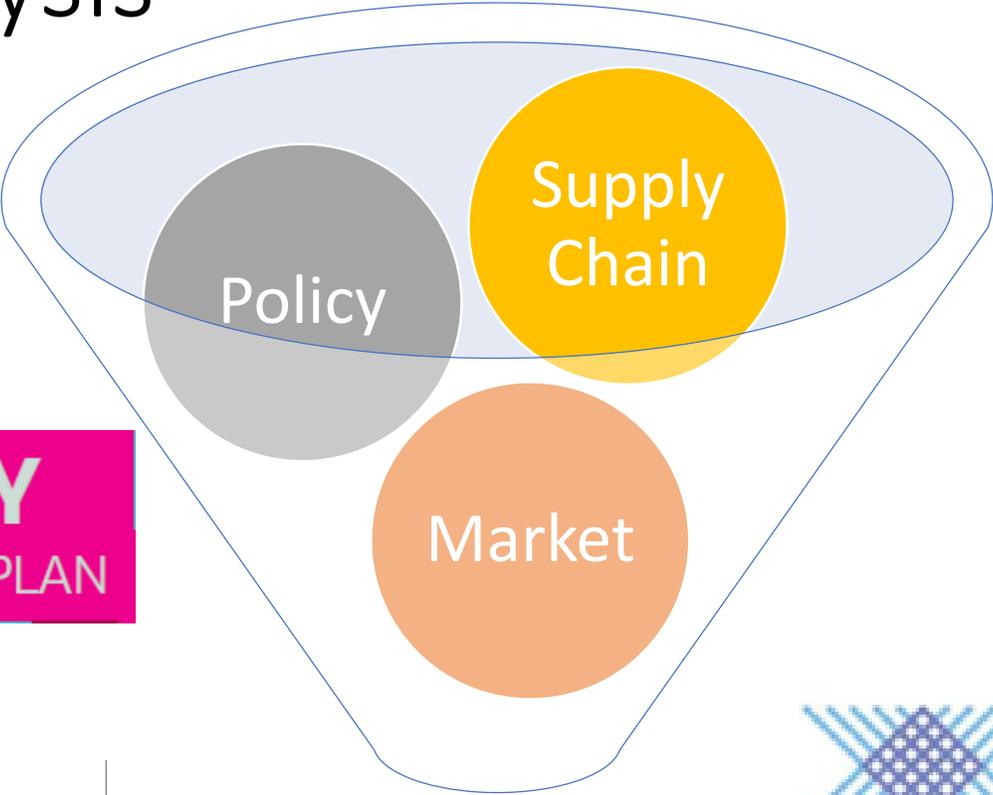
Consultation  
end users



# Market Analysis



**PLAY STRATEGY**  
FOR SCOTLAND: OUR ACTION PLAN



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?

