



For the future you want

Edinburgh College
Annual Procurement Report
01 August 2019 – 31 July 2020

Executive Summary

1. Edinburgh College is a Further Education institution in Scotland with 4 campuses in Edinburgh and Midlothian. It serves Edinburgh, the Lothians, Fife and the Scottish Borders, and is one of the largest colleges in the UK. The College has 24,804 students and offers industry informed courses which combine the optimum balance of theory and practice, to equip our students for success in today's competitive global job market.
2. The Procurement Reform (Scotland) Act 2014 (PRA) required any public organisation which has an estimated annual regulated¹ spend of £5 million or more to develop a procurement strategy and then review it annually. This requirement took effect from 31 December 2016. Organisations (including HE and FE institutions) required to develop and publish a procurement strategy were also required to publish an APR, reflecting on the relevant reporting period of the procurement strategy.
3. Edinburgh College is a full member of the Edinburgh Regional Procurement Team (ERPT), along with Edinburgh Napier University, this has been established by APUC and the member institutions to identify collaborative approaches which are adopted where applicable and feasible.
4. This report covers the period of 01 August 2019 to 31 July 2020 and addresses performance and achievements in delivering the Edinburgh College organisational procurement strategy².
5. The development of the joint ERPT Procurement Strategy was the outcome of consultation and discussion with internal and external stakeholders who have an interest in the institutional approach to procurement and its impact. Stakeholder engagement will also feature in the annual assessments of the achievement of regulatory compliance, strategic objectives of the institution, value for money [defined as the best balance of cost, quality and sustainability] and delivery against the institution's broader aims and objectives, in line with [Scotland's National Outcomes](#). This process of review and reporting will inform any adjustments to the procurement strategy deemed necessary to secure future performance improvements and to respond to the economic, political and financial influences to which the institution may need to adjust.
6. Edinburgh College has analysed third party expenditure and has identified that over the period covered by this report the following expenditure has occurred:
 - 6.1. EU regulated procurements (goods and services worth more than £189,330; works worth more than £4,733,252³) amounted to £0. There were no such procurements completed⁴.
 - 6.2. Lower value regulated procurements' [goods and services worth more than £50,000, works worth more than £2 million] amounted to £510,000. There were three such procurements completed.
 - 6.3. Call-off contracts using National and Consortia Frameworks over the £50,000 regulated limit amounted to £813,225.50. There were seven such procurements, which were compliant with the current regulations and conducted in accordance with the Framework Rules & Conditions.
7. More detailed information on the regulated procurements, sorted into procurement categories, is provided in Sections 1 and 2 and in Appendix A of this report.
8. Edinburgh College has almost 1200 active suppliers, around 730 with whom the College did business in the reporting period. Between 01 August 2019 and 31 July 2020, the College has spent over £12m on the purchase of goods and services. In the reporting period, over 80% of In-Scope

¹ 'Regulated' procurements are those with an estimated value equal to or greater than £50k (\geq £12,500 per annum over a four-year contract period excluding VAT) for goods & services (or £2,000,000 excluding VAT for a public works contract).

² [³ Public contracts \(EU\) thresholds are revised every 2 years – next due on 01 /01/2022](http://www.edinburghcollege.ac.uk>Welcome/Procurement</p></div><div data-bbox=)

⁴ Completed when the award notice is published or where the procurement process otherwise comes to an end - covers contracts and framework agreements

- spend was influenced by Procurement by the use of National or Sectoral Frameworks and/or Local Contracts.
9. The College maximises its use of national, sectoral, local or regional C1 collaborative contracts and frameworks. As well as bringing leverage-based savings, the burdens of risk, contract and supplier management are shared and the number of resource-intensive formal local tenders that need to take place is reduced significantly. Over 70% of the College In-scope spend went through collaborative agreements.
 10. 47% was spent with SMEs who constitute 83% of the total of active suppliers. Seven SMEs featured in the award of regulated procurements.
 11. This report comprises six sections which address mandatory reporting requirements.

Section 1: Summary of Regulated Procurements
Completed
Section 2: Review of Regulated Procurement
Compliance
Section 3: Community Benefit Summary
Section 4: Supported Businesses Summary
Section 5: Future Regulated Procurements Summary
Section 6: Optional Considerations

Report Approved – 10 November 2020

By Edinburgh College Policy & Resources Committee

Signed



Position Principal and Chief Executive

Section 1: Summary of Regulated Procurements Completed

- 1.1. Edinburgh College strongly believes in conducting its procurements in an open and inclusive manner with procurement objectives aligned to the College's Strategic Plan.
- 1.2. The details of regulated procurements completed are set out in a list at the end of this report with details summarised in Appendix A. That information, coupled with the publication of the Institutional Contracts Register⁵ and the systematic use of Public Contracts Scotland (PCS)⁶, PCS-Quick Quotes and PCS-Tender⁷, provides complete visibility of the College's procurement activity over the reporting period.
- 1.3. In Appendix A, information is set out to show lower value regulated procurements completed and EU regulated procurements completed [if there have been any]. These are separated into contract categories and distinguish collaborative contracts from institutional ones. For each completed regulated procurement the information provided shows:
 - 1.3.1. the date of award
 - 1.3.2. the start dates
 - 1.3.3. the category subject matter
 - 1.3.4. the name of the supplier
 - 1.3.5. estimated value of the contract – total over contract period
 - 1.3.6. collaborative or institution owned
 - 1.3.7. the end date provided for in the contract or a description of the circumstances in which the contract will end.
 - 1.3.8. SME / supported business?

⁵ <https://www.apuc-scot.ac.uk/#!/institution?inst=28>

⁶ <https://www.publiccontractsscotland.gov.uk/>

⁷ <https://www.publictenderscotland.publiccontractsscotland.gov.uk/>

Section 2: Review of Regulated Procurement Compliance

- 2.1. Where appropriate, Edinburgh College has made use of collaborative contracts to deliver improved contract terms, supported contract and supplier management, sustainable procurement outcomes and value for money (the best balance of cost, quality and sustainability).
- 2.2. In making its regulated procurements every care has been taken to ensure that the College awards the business to suppliers who are capable, reliable and who can demonstrate that they meet high ethical standards and values in the conduct of their business.
- 2.3. In the period covered by this report the College has conducted all its regulated procurements in compliance with EU Treaty Principles of equal treatment, non-discrimination, transparency, proportionality and mutual recognition.
- 2.4. Successful delivery against the procurement strategy objectives is part of a customer valued, continual improvement process (CIP) that seeks incremental improvements to process and outcomes over time.

2.5. Procurement and Commercial Improvement Plan (PCIP)

	2018	2019
Edinburgh College	73%	85%

- 2.6. Our structured approach to Procurement has been recognised within the sector and our PCIP Lite score was assessed at 85% when assessed in December 2019, achieving a Gold ranking. This was an improvement on our 2018 score where we had been assessed at 73% (a silver ranking). The College will continue to strive to ensure the highest standards are met.

Procurement aims and focus	Annual Report Commentary on strategy delivery / compliance
To sustain and further develop partnerships within the sector, with other publicly funded bodies, with professional bodies and appropriately with supply markets that will yield intelligence, innovation and deliver value to users of procurement services. Addresses Statement of the authority's general policy on consulting and engaging with those affected by its procurements.	The engagement with internal and external stakeholders and suppliers provides valuable feedback which informs the College of possible necessary adjustments and improvements to strategy and process. For each procurement, the institution considers the community affected by the resultant contract and ensures that any affected organisations/persons are consulted (e.g. impact on service for students, or a local contract that could be combined with other similar institutions' needs). Such consultation will always be on a scale and approach relevant to the procurement in question. The College contributes to sector contracting plans and has provided support and advice on a number of Procurement exercises to other institutions throughout Scotland.

<p>To work with internal academic budget holders, professional support service colleagues and suppliers to deliver innovation and best value to the learning, research and service support communities through the development of an effective and co-ordinated purchasing effort within the Institution.</p> <p>Addresses Statement of the authority's general policy on the use of community benefit requirements</p>	<p>Optimal procurement strategies are developed and agreed through consultation with key stakeholders, end users and suppliers. This intelligence gathering approach is also used to deliver innovation, to improve skills and competencies in securing the most appropriate procurement routes to market that yield best value outcomes consistent with the guidelines set out in the Scottish Procurement Journey.</p> <p>Procurement activities follow the guidelines set out in the Procurement Journey. This helps to manage the expectations of stakeholders, customers and suppliers alike and facilitates best practice and consistency with what other organisations do across the Scottish public sector.</p> <p>For every procurement over £4m, the institution will consider how it can improve the economic social or environmental wellbeing of its area through inclusion of community benefit clauses. Where possible and proportionate, such clauses may be included in procurements below £4m</p> <p>Care is taken to ensure that procurement operations chime in with and support institutional strategic objectives</p>
<p>To promote the delivery of value for money through good procurement practice and optimal use of procurement collaboration opportunities.</p> <p>Addresses how the authority must set out how it intends to ensure that its regulated procurements will be carried out in compliance with the sustainable procurement duty</p> <p>Addresses how the authority intends to ensure that its regulated procurements will deliver value for money</p> <p>Addresses how the authority intends to ensure that its regulated procurements will contribute to the carrying out of its functions and achievements of its purpose.</p>	<p>The best balance of cost, quality and sustainability is consistently used to assess value for money delivered and to identify sensible aggregation opportunities through collaborative contracting.</p> <p>The College sorts regulated procurements into procurement categories. How these goods, services and works are bought - joint purchasing, use of local, regional and national framework agreements, consolidated contracting – is subject to annual review with APUC and, through user consultation, optimal category strategies are agreed, sensible aggregation opportunities are exploited, category and commodity strategies are developed, recorded, signed off and processed.</p>

<p>To seek out professional development opportunities to enrich and enhance experience and capability of procurement practitioners and to work with the supply chains to ensure continued value, managed performance and minimal risk throughout the life of contracts for the benefit of customers and students.</p>	<p>The defined procurement process is managed through a professionally qualified procurement team with access to competency based training, skills development programmes and career development opportunities. Devolved procurement competencies are assessed across the institution to secure optimum value delivery while managing supply side risks and opportunities. Post procurement reviews are carried out to check that tendering outcomes are delivering against category strategies/business case objectives. These are in turn consolidated by category based contract and supplier management routines to monitor performance and introduce any improvements required.</p>
<p>To develop sound and useful procurement management information to measure and improve procurement and supplier performance in support of corporate planning conducted through fair and transparent process.</p> <p>Addresses Statement of the authority's general policy on the procurement of fairly and ethically traded goods and services.</p> <p>Addresses how the authority intends to ensure that its regulated procurements will be carried out in compliance with its duty to act in a transparent and proportionate manner.</p>	<p>Internal governance procedures, policies, tools such as e-enabled workflow enhancements are introduced to effect improvements to procurement process and efficiency. Expenditure segmentation analysis and data located on the Hub, Hunter (including Contracts Registers) and Procurement Data Dashboard Where relevant, use is made of appropriate standards and labels in procurements to take account of fair and ethical trading considerations with due consideration given to equivalent tender offerings from suppliers, Use is made of PCS and PCS-T to publish procurement opportunities, appropriate use is made of lotting, output based specifications and clear evaluation criteria to ensure that procurements are accessible to as many bidders (including SMEs) as possible.</p>
<p>To embed sound ethical, social and environmental policies within the Institution's procurement function and to comply with relevant Scottish, UK and EC legislation in performance of the sustainable procurement duty.</p> <p>Statement of the authority's general policy on promoting compliance by contractors and sub-contractors with the Health and Safety at Work etc. Act 1974 (c.37) and any provision made under that Act.</p>	<p>Procedures are in place to ensure that consideration of environmental, social and economic issues and benefits is made, where appropriate, on a contract-by-contract basis during the planning stage utilising tools such as Prioritisation, Flexible Framework, APUC's Supply Chain Code of Conduct, and Supply Chain Management Programme</p> <p>Procedures are also in place to ensure that regulated procurements are only awarded to businesses that are capable, reliable and, where relevant, meet high ethical standards and values in the conduct of their business. The College is committed to contracting only with suppliers that comply with all appropriate and relevant legislation. Where appropriate, and on a contract by contract basis,</p>

<p>The authority must set out how it intends to ensure that its regulated procurements will be carried out in compliance with the sustainable procurement duty</p> <p>Addresses the authority intends to ensure that its regulated procurements will be carried out in compliance with its duty to treat relevant economic operators equally and without discrimination.</p> <p>Addresses statements on securing prompt settlements with suppliers, the provision of food to improve the health, wellbeing and education of communities in the authority's area and promote the highest standards of animal welfare.</p> <p>Addresses Statement of the authority's general policy on the payment of a living wage to persons involved in producing, providing or constructing the subject matter of regulated procurements.</p>	<p>the institution will assess the legislation applicable to a procurement and take steps to ensure bidders comply with it e.g. Health and Safety, Late Payment legislation. Where relevant and proportionate the Living Wage and fair work practices of suppliers are promoted in tender documentation. Edinburgh College is a Living Wage employer and it complies with its duties under the <i>Modern Slavery Act</i>.</p>
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- 2.7. Edinburgh College has procurement process and sign off arrangements that are consistent with the guidelines set out in the Procurement Journey and that have met the objectives and obligations set out immediately above.

AND/OR

- 2.8. There were two non-compliant procurements awarded during the reporting period:
- 2.8.1. A concession contract, worth £120,000 over the full contract period including extensions, was awarded to Marston Robing for Graduation Services. This is an initial 2 year contract with up two 1 year extensions available.
 - 2.8.2. This contract is awarded as a concession contract whereby the charges are made directly to graduating students and the supplier pays an amount to the College for administrative costs. The appointment was made based upon experience and practical evidence of delivering a bespoke experience in the Edinburgh environment
 - 2.8.3. A direct award contract, worth £255,000 over the full contract period, was awarded to LTX International for a Representative Agreement. This is a three year contract.
 - 2.8.4. This contract was awarded to an agency that represents the interests of Edinburgh College in China. This representation is essential to navigate the business and regulatory complexities that exist in China. These companies are reluctant to tender so the appointment was based on evidence of capability from research and recommendation by Chinese authorities.

Section 3: Community Benefit Summary

- 3.1. For every procurement over £4m, Edinburgh College will consider how it can improve the economic, social or environmental wellbeing of its area through inclusion of community benefit clauses, to assist with achieving sustainability in contracts activity, including targeted recruitment and training, small business and social enterprise development and community engagement. Where possible, relevant and proportionate, and where they are considered not to have a negative impact on the delivery of value for money, such clauses may be included in regulated procurements valued at below £4m.
- 3.2. The general College policy on identifying community benefit requirements is to conduct risk and opportunities assessments through stakeholder consultation and engagement – on a case-by-case basis the question is asked, ‘could a community benefit clause be usefully included’? Where relevant and proportionate to the subject matter of the procurement, the requirement is then built into the procurement specification and into the eventual conditions of contract performance.
- 3.3. Where applicable, as part of the tendering process, suppliers are invited to describe their approach to delivering community benefits or achieving social value through a contract. Relevant community benefits are cited such as:
 - 3.3.1. providing ‘upskilling’ opportunities (e.g. Toolbox talks) with students and staff,
 - 3.3.2. offering advice and assistance on the best practice methodology,
 - 3.3.3. employment, student work experience and vocational training opportunities,
 - 3.3.4. apprenticeships,
 - 3.3.5. local subcontractor opportunities available to SMEs, 3rd sector and supported businesses,
 - 3.3.6. direct involvement in community based schemes or programmes,
 - 3.3.7. equality and diversity initiatives,
 - 3.3.8. supply-chain development activity,
 - 3.3.9. educational support initiatives,
 - 3.3.10. to minimise negative environmental impacts, for example impacts associated with vehicle movements and/or associated emissions and impacts on protected areas, buildings or sites.
- 3.4. Tenderers are invited to describe how such benefits will be successfully delivered through the contract and promoted to contract users. Where community benefits are included in a procurement (at or above the £4 million threshold), the award notice would include a statement of the benefits that are expected to be derived from the contract.
- 3.5. Edinburgh College has awarded 9 regulated procurement contracts including Framework Call-offs over the reporting period. none of these were/was over £4 million in value. Community Benefit Clauses were not included in any of the regulated procurements, the regulated procurements conducted were assessed as not applicable for Community Benefit Clauses. However, where relevant, tenderers were invited to submit proposals and a number of offers were received, these include:
 - 3.6. Prizes for Annual Student Awards offered by Student Uniforms and Kits Suppliers.
 - 3.7. Guest Lectures offered by Sports Uniforms Supplier
 - 3.8. Training Placements offered in local charities

3.9. Fulfilled Community Benefits

3.10. In the reporting period, the following community benefits were fulfilled:

3.10.1. Guest Lecture provided by *Republic of Media* to HNC Marketing

3.10.2. Our Catering Contract with *Gather & Gather Ltd (G&G)* has seen the following Community Benefits fulfilled:

3.10.2.1. Employment, student work experience and vocational training opportunities:

3.10.2.1.1. 2 students completed the SVQ level 2 in food and beverage service

3.10.2.1.2. 2 Placements for young adults with learning

3.10.2.1.3. Springboard – G&G Group Manager conducted 2 sessions 2019 Aug & Oct – interview skills and CV build sessions for young people needing support into employment

3.10.2.2. Local subcontractor opportunities available to SMEs, 3rd sector and supported businesses:

3.10.2.2.1. Caffeine fix based in Crieff preferred supplier for all coffee machine maintenance

3.10.2.2.2. Grahams dairy provide milk supply

3.10.2.2.3. Mark Murphy provide fruit and vegetables

3.10.2.2.4. Campbells Fresh Meat of Broxburn provide butcher meat

3.10.2.3. Direct involvement in community based schemes or programmes:

3.10.2.3.1. Larder Cook School – G&G employed one member of staff through the West Lothian Charity at Sighthill

3.10.2.3.2. During the early stage of Lockdown – G&G donated some produce to the Larder Cook School

3.10.2.4. Equality and diversity initiatives:

3.10.2.4.1. One member of staff autism spectrum and required additional training and support to successfully adapt to full time employment

3.10.2.5. Supply-chain development activity:

3.10.2.5.1. Currently being launched through G&G is an initiative to reduce delivery frequencies by multiple parties called the 'Green logistics model' – More details below

3.10.2.6. Educational support initiatives:

3.10.2.6.1. As above 2 employees accessed learning funds to complete SVQ level 2 through Babcock training

3.10.2.7. To minimise negative environmental impacts, for example impacts associated with vehicle movements and/or associated emissions and impacts on protected areas, buildings or sites:

3.10.2.7.1. Currently being launched through G&G is an initiative to reduce delivery frequencies by multiple parties called the 'Green logistics model', Bidfood are now our preferred supplier. The process involves reduction

in frequency of deliveries to set days of the week and having more products available through one supplier. Rather than individual suppliers delivering, local suppliers will deliver direct to Bidfood for distribution through their supply chain. Reduction in deliveries are envisaged to be greater than 30%.

3.10.3. Our Total Facilities Management Service with *ISS Facility Services* has seen the following Community Benefits fulfilled:

3.10.3.1. Employment, student work experience and vocational training opportunities:

- 3.10.3.1.1. Employment is predominantly from the local area with 85% of the contract's workforce coming from the Edinburgh Area (Midlothian Campus is fully staffed by workers from Midlothian) the rest is from West Lothian and East Lothian
- 3.10.3.1.2. ISS have had 1 student work experience in the last calendar year (Female interested in Engineering) and 3 ACE students from Milton Road gaining work experience working with the Soft FM teams in Milton Road.

3.10.3.2. Apprenticeships:

- 3.10.3.2.1. ISS still have 1 employee going through his apprenticeship within the Hard FM team (Building Service Engineering).

3.10.3.3. Local subcontractor opportunities available to SMEs, 3rd sector and supported businesses:

- 3.10.3.3.1. ISS try to use as many local sub-contractor and SME's at Edinburgh College in both Hard and Soft FM services such as John Heaney Electrical, Eazyfit Office Interiors, Fraser Bruce Group, Carander Construction, Protech Heating, Celsius Cooling, Greg Avenue Window Cleaning, Protecht Kitchen Cleaning all based in the Central Belt of Scotland.

3.10.3.4. Direct involvement in community based schemes or programmes:

- 3.10.3.4.1. ISS at Edinburgh College cleared shrub beds and IVY at the rear of Granton Campus to allow the Waterside Nursery to have an outdoor play area we will also be building the outdoor building with ISS labour when it arrives at no cost to the nursery.
- 3.10.3.4.2. ISS worked with Craigroyston YFC to provide redundant furniture for the clubhouse they are a community club based in Pilton with players from 4 years old to Adults.

3.10.3.5. Equality and diversity initiatives:

- 3.10.3.5.1. ISS share across the business information on International Women's Day, Pride where all staff can attend their local pride marches, Celebrating Black History Month and supporting the Black Lives Matter movement to build a diverse and inclusive culture while supporting our employees' mental health and wellbeing.

3.10.3.6. supply-chain development activity,

- 3.10.3.6.1. ISS annually audit our suppliers checking insurance details, Competences & Accreditations i.e. Gas Safe, NICEIC, Refcom we make sure that any

materials are sourced from sustainable supplies, any prohibitions or breaches of H&S regulations

- 3.10.3.6.2. ISS work with our suppliers to ensure we are always looking at product innovation and ensuring equipment is future proofed i.e. Specification improvement on replacement items such as all new split air conditioning units are selected to run on the newest refrigerant (R32) and with the best energy efficiencies available. R32 air conditioning systems use up to 20% less refrigerant than R410A equivalents making them more efficient which means lower carbon emissions and lower energy costs It has 32% less Global Warming Potential of R410A which is common in air conditioning systems previously installed

- 3.10.3.6.3. R32 has a low GWP of 675.

3.10.3.7. Educational support initiatives:

- 3.10.3.7.1. All staff can apply to complete an Apprenticeship at ISS Apprenticeships are for everyone. Apprenticeships are now available at any stage of a career regardless of your age, seniority or previous qualifications. Within the last year staff members completed CIPD Level 5 and the NEEBOSH Diploma. 2 electrical technicians completed the IEE 18th Edition wiring regulations training and all staff use annual e-learning to keep up competencies.
- 3.10.3.7.2. to minimise negative environmental impacts, for example impacts associated with vehicle movements and/or associated emissions and impacts on protected areas, buildings or sites.
- 3.10.3.7.3. We changed our methodology of how we deliver the hard FM element of the contract by placing the engineers at the nearest site to their home addresses and making these static sites rather than mobile thus reducing travel between sites. We have ordered our new fleet with 2 full electric vans and the Contract manager has ordered a Plug in Hybrid car to reduce CO2 emissions.
- 3.10.3.7.4. Recycling Landscaping Waste: We compost all green waste at Edinburgh college using segregated waste bays off-site and turning over the green waste periodically. The second is we reuse wood chip from trimmed fallen or dead trees back onto the beds to improve the soil, conserve moisture, prevent weeds and to protect shrub roots against temperature change.

Section 4: Supported Business

- 4.1. Higher value procurements, regulated procurements (between £50k and OJEU threshold and those equal to and above the OJEU thresholds) are conducted in line with Routes 2 and 3 respectively of the Procurement Journey. Both Routes 2 and 3 mandate the use of the European Single Procurement Document (ESPD (Scotland)). The ESPD covers exclusion, selection and award criteria and includes questions relating to companies self-certifying themselves in terms of size (micro, small or medium), or whether they are supported businesses.
- 4.2. The institution reviews each procurement to determine whether it could be fulfilled by a Supported Business, whilst remaining compliant with EU and Scottish Procurement Legislation and ensuring value for money for the institution (using the only Supported Business register currently available and published by Ready for Business).
- 4.3. During the reporting period, none of the Procurement undertaken have been able to be fulfilled by any registered Supported Businesses. The College continues to explore opportunities to engage with Supported Businesses for its ongoing Procurement Requirements.

Section 5 – Future Regulated Procurements

- 1.1. Edinburgh College is keen to encourage competition by promoting optimal participation in its procurement process and achieve better value for money in its procurements. One method of achieving this is to give notice to suppliers of tendering opportunities that are expected to commence over the next two financial years after the period covered by this report.
- 1.2. In preparing this forward projection of anticipated regulated procurements, it is difficult to be precise about providing details of actual requirements. Over a forecast period of two years it is very probable that circumstances and priorities will change so the list of projected individual regulated procurement exercises outlined in Appendix D should be viewed with this caveat in mind.
- 1.3. The information provided in Appendix D - list of Future Regulated Procurements covers:
 - 1.3.1. the subject matter of the anticipated regulated procurement
 - 1.3.2. whether it is a new, extended or re-let procurement
 - 1.3.3. the expected contract notice publication date
 - 1.3.4. expected award date
 - 1.3.5. expected start and end date
 - 1.3.6. the estimated value of the contract.
 - 1.3.7. contract category A, B, C or C1

Section 6 –Other Content for Consideration

- 6.1. The College also includes the following in its portfolio of Procurement activities:
 - 6.1.1. The Procurement Team participates in Contract Management Monthly/Quarterly meetings with our suppliers including Outsourced Catering (Gather and Gather), Facilities Management (ISS), Print Rooms and MFDs (Capital Solutions), Travel Management (Key Travel and Studylink Tours) and Learning Support companies.
 - 6.1.2. The Procurement Team undertakes an Annual Procurement Customer Survey across the client departments
 - 6.1.3. The Procurement Team conducts detailed spend analysis to support clients and target our approach to Procurement
 - 6.1.4. The College has a Procurement Request Form that details intended purchases, and authorises them so that procurement can take place, and informs the procurement strategy
 - 6.1.5. The College calculates and monitors its BT1, BT2 and local savings
 - 6.1.6. The College follows the APUC approach to collaboration, which is exemplified by the standardisation delivered via the Edinburgh Regional Procurement Team

1. Appendices

Appendix A - List of Regulated Procurements (Compliant and Non-Compliant) Completed in the Reporting Period 01/08/2019-31/07/2020

Compliant

Agreement Reference	Agreement Title	Supplier(s)	Category	Date of Award	Contract Start Date	Final Date	Contract Value	SME
EC-1819-0030-00	Sports & Fitness Uniforms	Colin Campbell Sports Ltd	C	12/08/2019	01/08/2019	30/06/2021	£135,000.00	Micro
EC-1819-0014-00	Student Records - Unit-e (Capita)	Capita	Call-off from Framework	04/07/2019	01/08/2019	31/07/2024	£391,405.00	Large
EC-1819-0018-01	Gym Equipment - The Club	Precor	Call-off from Framework	20/09/2019	20/09/2019	19/09/2022	£70,593.00	Micro
EC-1819-0018-02	Gym Equipment - Curriculum	Pulse Fitness	Call-off from Framework	05/12/2019	05/12/2019	04/12/2022	£50,001.00	Medium
EC-1819-0001-00	Consultancy - Capital Infrastructure Project	Gardiner & Theobald	Call-off from Framework	13/01/2020	15/01/2020	14/04/2020	£69,500.00	Large
EC-1920-0010-00	Remote Monitoring (ICT)	European Electronique Ltd	Call-off from Framework	20/03/2020	12/03/2020	11/03/2022	£79,508.00	Medium
EC-1920-0013-00	Pharmacy, Dentalcare & Childhood Practice Uniforms	Dencowear Ltd T/A Salonwear Direct	Call-off from Framework	27/03/2020	01/07/2020	30/06/2021	£54,604.50	Small
EC-1920-0019-00	Specialist Make-Up Kits	Freestyle Hair Co Ltd T/A Treasure House of Makeup	Call-off from Framework	26/05/2020	01/07/2020	30/06/2021	£97,614.00	Micro

Non-Compliant

Agreement Reference	Agreement Title	Supplier(s)	Category	Date of Award	Contract Start Date	Final Date	Contract Value	SME	Compliance Issue	Proposed Solution
EC-1920-0003-00	Graduation Services	Marston Robing Limited	C	19/11/2019	19/11/2019	18/11/2021	£120,000.00	Micro	NCA	Will consider tendering at conclusion of current agreement
EC-1920-0002-00	Representative Agreement	LTX International	C	20/07/2018	01/09/2019	31/08/2022	£255,000.00	Small	NCA	Will review to see whether a realistic tender opportunity occurs

Appendix B - List of Regulated Procurements with Community Benefit Requirements Fulfilled

Agreement Reference	Agreement Title	Supplier	Category	Award Date	Contract Start Date	Final Date	Extension Remaining	Spend Over Contract	BT 14 - Sustainability Notes
EC-1718-0002-00	Catering Service	Gather & Gather (Acquired by CH&Co)	Call-off from Framework	16/01/2019	01/02/2019	31/01/2022	24	£10,000,000.00	<ul style="list-style-type: none"> • Employment, Student Work Experience and Vocational Training Opportunities - 2 student placements to date • Placements for young adults - 2 • Apprenticeships Levy Fund Utilised • Direct Involvement in Community Based Schemes and Programmes • Equality and Diversity Initiatives • Supply-Chain Development and Green Initiatives Activity • Educational Support Initiatives with large engineering firm • Local Supplier Engagement • Sustainable Coffee Sourcing <p>For More Details see Report Section 3</p>

Agreement Reference	Agreement Title	Supplier	Category	Award Date	Contract Start Date	Final Date	Extension Remaining	Spend Over Contract	BT 14 - Sustainability Notes
EC2014-001	Total Facilities Management	ISS Facility Services Ltd	Call-off from Framework	25/06/2014	01/08/2014	31/07/2021	0	£14,384,584.00	<ul style="list-style-type: none"> Employment, Student Work Experience and Vocational Training Opportunities – 5 work placements taken on Local Employment Opportunities Apprenticeships – 1 apprenticeship provided Direct Involvement in Community Based Schemes or Programmes – sports team sponsorship and involvement in community gardens. Equality and Diversity Initiatives – inclusivity initiatives Educational Support Initiatives Environmental Initiatives For More Details see Report Section 3

d) Number of Jobs Filled by Priority Groups	1
e) Number of Apprenticeships Filled by Priority Groups	0
f) Number of Work Placements for Priority Groups	2
g) Number of Qualifications Achieved Through Training by Priority Groups	2
h) Total Value of contracts sub-contracted to SMEs	No regulated sub-contracting
i) Total Value of contracts sub-contracted to Social Enterprises	No regulated sub-contracting
j) Total Value of contracts sub-contracted to Supported Businesses	No regulated sub-contracting
k) Other community benefit(s) fulfilled	See report section 3

Appendix C - List of Regulated Procurements placed with Supported Businesses

There were no regulated procurements placed with supported businesses in the reporting period.

Appendix D - List of Regulated Procurements planned to commence in next two F/Ys 01/08/2020-31/07/2022

Agreement Title	Category	New, extended or re-let procurement	Project Start Date	Forecast Contract Award Date	Contract Start Date	Spend Over Contract
Insurance Services	Call-off from Framework	Re-let	01/01/2020	01/04/2020	TBC	£1,050,000.00
HR & Payroll System	Call-off from Framework	Re-let	06/01/2020	01/03/2020	TBC	£100,000.00
Professional Cookery Uniforms	C	Re-let	01/02/2020	01/06/2020	TBC	£90,000.00
Sports & Fitness Uniforms	C	Re-let	01/03/2020	01/06/2020	TBC	£135,000.00
General Stationery and Office Supplies	Call-off from Framework	Re-let	01/03/2020	01/06/2020	TBC	£105,000.00
Student Counselling	C	Re-let	19/03/2020	01/07/2020	TBC	£300,000.00
Website Design	C - Contract	Re-let	01/04/2020	01/07/2020	TBC	£70,000.00
Cash Collection, Cash in Transit	Call-off from Framework	Re-let	01/06/2020	01/11/2020	TBC	£50,000.00
Framework for Provision of Individual Support for Students Who Have Disclosed a Disability / Additional Support Need	C1 - Local Collaboration	Re-let	01/08/2020	01/02/2020	TBC	£3,000,000.00
Internal Audit	Call-off from Framework	Re-let	01/10/2020	16/02/2021	TBC	£110,000.00
Hair & Beauty Uniforms	Call-off from Framework	Re-let	01/01/2021	01/04/2021	TBC	£114,000.00
Beauty Therapy Kits & Consumables	Call-off from Framework	Re-let	01/01/2021	01/04/2021	TBC	£70,000.00
Hairdressing and Barbering Kits	Call-off from Framework	Re-let	01/02/2021	01/04/2021	TBC	£300,000.00
Print Rooms/Multi-Function Devices (MFDs)	Call-off from Framework	Re-let	01/08/2021	01/02/2022	TBC	£675,000.00
Legal Services	Call-off from Framework	Re-let	01/10/2021	15/01/2022	TBC	£180,000.00
Microsoft EES Agreement	Call-off from Framework	Re-let	01/11/2021	01/03/2022	TBC	£390,000.00

2. Scottish Government Annex A Report

Annex A

[NOTE: reference to contract is also to be construed as meaning a Framework Agreement]

1. Organisation and report details

- a) Contracting Authority Name
- b) Period of the annual procurement report
- c) Required by s18 Procurement Reform (Scotland) Act 2014 to prepare an annual procurement report? (Yes / No)

Edinburgh College
01/08/2019 - 31/07/2020
Yes

2. Summary of Regulated Procurements

Completed

- a) Total number of regulated contracts awarded within the report period
- b) Total value of regulated contracts awarded within the report period
- c) Total number of unique suppliers awarded a place on a regulated contract awarded during the period
 - i) how many of these unique suppliers are SMEs
 - ii) how many of these unique suppliers how many are Third sector bodies

10
£1,323,225.50
10
8
0

3. Review of Regulated Procurements Compliance

- a) Number of regulated contracts awarded within the period that complied with your Procurement Strategy
- b) Number of regulated contracts awarded within the period that did not comply with your Procurement Strategy

8
2

4. Community Benefit Requirements Summary

Use of Community Benefit Requirements in Procurement:

- a) Total number of regulated contracts awarded with a value of £4 million or greater.
- b) Total number of regulated contracts awarded with a value of £4 million or greater that contain Community Benefit Requirements.
- c) Total number of regulated contracts awarded with a value of less than £4 million that contain a Community Benefit Requirements

0
N/A
N/A

Annex A

Key Contract Information on community benefit requirements imposed as part of a regulated procurement that were fulfilled during the period:

- | | |
|--|------------------------------|
| d) Number of Jobs Filled by Priority Groups (<i>Each contracting authority sets its own priority groups</i>) | 1 |
| e) Number of Apprenticeships Filled by Priority Groups | 0 |
| f) Number of Work Placements for Priority Groups | 2 |
| g) Number of Qualifications Achieved Through Training by Priority Groups | 2 |
| h) Total Value of contracts sub-contracted to SMEs | No regulated sub-contracting |
| i) Total Value of contracts sub-contracted to Social Enterprises | No regulated sub-contracting |
| j) Total Value of contracts sub-contracted to Supported Businesses | No regulated sub-contracting |
| k) Other community benefit(s) fulfilled | See report section 3 |

5. Fair Work and the real Living Wage

- | | |
|---|---|
| a) Number of regulated contracts awarded during the period that have included a scored Fair Work criterion. | 0 |
| b) Number of unique suppliers who have committed to pay the real Living Wage in the delivery of a regulated contract awarded during the period. | 2 |
| c) Number of unique suppliers who are accredited Living Wage employers and were awarded a regulated contract awarded during the period. | 0 |
| d) Number of unique suppliers who have signed up to the Scottish Business Pledge and were awarded a regulated contract awarded during the period. | 1 |

6. Payment performance

- | | |
|--|-------|
| a) Number of valid invoices received during the reporting period. | 9,594 |
| b) Percentage of invoices paid on time during the period ("On time" means within the time period set out in the contract terms.) | 78% |
| c) Number of regulated contracts awarded during the period containing a contract term requiring the prompt payment of invoices in public contract supply chains. | N/A |
| d) Number of concerns raised by sub-contractors about the timely payment of invoices within the supply chain of public contracts. | N/A |

7. Supported Businesses Summary

- | | |
|--|---|
| a) Total number of regulated contracts awarded to supported businesses during the period | 0 |
|--|---|

b) Total spend with supported businesses during the period covered by the report, including:	N/A
i) spend within the reporting year on regulated contracts	N/A
ii) spend within the reporting year on non-regulated contracts	N/A
8. Spend and Savings Summary	
a) Total procurement spend for the period covered by the annual procurement report.	£9,366,960.75
b) Total procurement spend with SMEs during the period covered by the annual procurement report.	£4,347,005.00
c) Total procurement spend with Third sector bodies during the period covered by the report.	Data Not Captured
d) Percentage of total procurement spend through collaborative contracts.	73%
e) Total targeted cash savings for the period covered by the annual procurement report	N/A
i) targeted cash savings for Cat A contracts	N/A
ii) targeted cash savings for Cat B contracts	N/A
iii) targeted cash savings for Cat C contracts	N/A
f) Total delivered cash savings for the period covered by the annual procurement report	£614,672.22
i) delivered cash savings for Cat A contracts	£8,802.95
ii) delivered cash savings for Cat B contracts	£124,636.64
iii) delivered cash savings for Cat C contracts	£481,232.63
g) Total non-cash savings value for the period covered by the annual procurement report	Not measured
9. Future regulated procurements	
a) Total number of regulated procurements expected to commence in the next two financial years	16
b) Total estimated value of regulated procurements expected to commence in the next two financial years	£6,739,000.00

3. Glossary of Terms

A, B, C and C1 Contracts (Who buys what?)	<table border="1" data-bbox="430 267 1384 932"> <tr> <td data-bbox="430 267 605 406">Category A</td><td data-bbox="605 267 1384 406"> Collaborative Contracts available to all public bodies <ul style="list-style-type: none"> • Scottish Procurement </td></tr> <tr> <td data-bbox="430 406 605 759">Category B</td><td data-bbox="605 406 1384 759"> Collaborative Contracts available to public bodies within a specific sector <ul style="list-style-type: none"> • Scottish Procurement • APUC • Scotland Excel • NHS National Procurement </td></tr> <tr> <td data-bbox="430 759 605 833">Category C</td><td data-bbox="605 759 1384 833">Local Contracts for use by individual public bodies</td></tr> <tr> <td data-bbox="430 833 605 932">Category C1</td><td data-bbox="605 833 1384 932">Local or regional collaborations between public bodies</td></tr> </table>	Category A	Collaborative Contracts available to all public bodies <ul style="list-style-type: none"> • Scottish Procurement 	Category B	Collaborative Contracts available to public bodies within a specific sector <ul style="list-style-type: none"> • Scottish Procurement • APUC • Scotland Excel • NHS National Procurement 	Category C	Local Contracts for use by individual public bodies	Category C1	Local or regional collaborations between public bodies
Category A	Collaborative Contracts available to all public bodies <ul style="list-style-type: none"> • Scottish Procurement 								
Category B	Collaborative Contracts available to public bodies within a specific sector <ul style="list-style-type: none"> • Scottish Procurement • APUC • Scotland Excel • NHS National Procurement 								
Category C	Local Contracts for use by individual public bodies								
Category C1	Local or regional collaborations between public bodies								
APUC's Code of Conduct	APUC and its client community of colleges and universities is committed to carrying out procurement activities in an environmentally, socially, ethically and economically responsible manner and to entering into agreements and contracts with suppliers that share and adhere to its vision. To demonstrate this commitment, current and potential suppliers are asked to acknowledge their compliance with the principles of the APUC Supply Chain Code of Conduct with respect to their organisation and their supply chain.								
BT14 – Sustainability Based Benefits	<ul style="list-style-type: none"> - sustainability benefits where costs are not normally relevant can be reported but will normally be described in narrative including but not limited to the following areas: <ul style="list-style-type: none"> · Reduction in waste – packaging and / or further use of residue from processes etc. · Reduction in consumption - use of raw materials (consumables, utilities etc.) · Recycling and/or reuse of products · Enhanced Reputation and/or marketing opportunities · Community Benefits delivery · Carbon Reduction <p>Social, equality and / or environmental improvements</p>								
Category Subject	is a collection of commodities or services sourced from the same or similar supply base, which meet a similar consumer need, or which are inter-related or substitutable.								
Community Benefits	are requirements which deliver wider benefits in addition to the core purpose of a contract. These can relate to social- economic and or environmental. Benefits. Community Benefits clauses are requirements which deliver wider benefits in addition to the core purpose of a contract. These clauses can be used to build a range of economic, social or environmental conditions into the delivery of institutional contracts.								
Contracts Registers	these typically provide details of the procurement exercise to capture key information about the contract (the goods and services, values, date started, expiry date, procurement category etc).								

Cost Avoidance	The act of eliminating costs or preventing their occurrence in the first place. It tends not to show up on, but materially impacts, the bottom-line cost and is normally referred to as a “soft” cost saving i.e. negating supplier requests to increase costs, procuring services/goods/ works under budget, obtaining prices lower than the market average/median.
Contract management	or contract administration is the management of contracts made with customers, suppliers, partners, or employees. Contract management activities can be divided into three areas: service delivery management; relationship management; and contract administration.
EU regulated procurements	are those whose values require that they are conducted in compliance with the Public Contracts (Scotland) Regulations 2015 and the Procurement Reform (Scotland) Act 2014.
Flexible Framework	Self-Assessment Tool (FFSAT) enables measurement against various aspects of sustainable procurement.
Hub (Spikes Cavell)	<ul style="list-style-type: none"> - The Scottish Procurement Information Hub is provided by Spikes Cavell as a spend analysis tool allowing organisations to: <ul style="list-style-type: none"> ■ Identify non-pay spend on external goods and services ■ Identify key suppliers and how many transactions are made with each ■ Highlight common spend across suppliers and categories ■ Identify spend with SMEs and/or local suppliers <p>This information means that individual organisations and Centres of Expertise can identify where collaborative opportunities might exist and where transactional efficiencies could be made.</p> <p>For more information, visit the Scottish Government's Hub page.</p>
Hunter	<p>Hunter has been developed by the eSolutions team. It is a database solution which uses standard Microsoft packages (Access and SQL Server) enabling organisations to effectively monitor and report on collaborative contracting activities.</p> <p>As a solution, it is operational within the HE/FE sector in Scotland and is also being utilised by the HE consortia in England and Wales that also provide collaborative contracting services to the sector. Hunter has a multi-level structure which allows consortia to share collaborative agreements, make them visible to their member organisations, and in turn enabling them to record their own contracts.</p>
Institutional Dashboard	is the area within the APUC Buyers Portal being developed by the APUC eSolutions team providing easy access to institutions' key management reporting data being recorded centrally through Hunter . The dashboard currently hosts key regulatory procurement information on Contracts Registers, forward contracting plans, expenditure reporting and APR Data. The list of reports is planned to expand to cover savings and PCIP dashboard data.
Lotting	the Public Contracts (Scotland) Regulations 2015 encourage the use of lots (regulation 47), to promote competitiveness and to facilitate the involvement of SMEs in the public procurement market, by considering the appropriateness of dividing contracts into lots to smaller contracts

OJEU thresholds	OJEU is the Official Journal of the European Union, the gazette of record for the European Union. Around 2500 new notices are advertised every week - these include invitations to tender, prior information notices, qualification systems and contract award notices. The European public contracts directive (2014/24/EU) applies to public authorities and the following thresholds will apply to procurement carried out whose value equals or exceeds specific thresholds. The present thresholds are (net of VAT): - for Supply, Services and Design Contracts, £189,330, for Works Contracts £4,733,252. Public contracts (EU) thresholds are revised every 2 years – this is next due on 01/01/2022.
Output Specification	requirements are set out in terms of what you want to achieve, leaving the tenderers to decide on how they will deliver those requirements. This can lead to innovation by the tenderers. The services detailed in the output specification should be capable of objective assessment so that the performance of the supplier can be accurately monitored.
Prioritisation	the Sustainable Public Procurement Prioritisation Tool which is a tool to aid all procuring organisations across the Scottish Public Sector designed to bring a standard structured approach to the assessment of spend categories.
Procurement Journey	is public procurement toolkit with guidance and templates on the procurement process to facilitate a standardised approach to the market and contract and supplier management.
Procurement & Commercial Improvement Programme (PCIP)	replaced the previous Procurement Capability Assessment (PCA) and focuses on the policies and procedures driving procurement performance and more importantly, the results they deliver
PCS (Public Contracts Scotland)	is the national advertising portal used to advertise all public sector goods, services or works contract opportunities.
PCS-Tender	is the national eTendering system, and is centrally funded by the Scottish Government. The system is a secure and efficient means for buyers and suppliers to manage tender exercises online. The standard templates enable buyers to create consistent tender documentation.
Segmentation	the division and grouping of suppliers or contracts in relation to spend and its criticality to business
Small and Medium Sized Enterprises (SMEs) encompass	<p>Micro enterprises: enterprises which employ fewer than 10 persons and whose annual turnover and/or annual balance sheet total does not exceed £1.57 million.</p> <p>Small enterprises: enterprises which employ fewer than 50 persons and whose annual turnover and/or annual balance sheet total does not exceed £7.86 million.</p> <p>Medium enterprises: enterprises which are neither micro nor small, which employ fewer than 250 persons and which have an annual turnover not exceeding £39.28 million, and/or an annual balance sheet total not exceeding £33.78 million.</p>

Social Enterprises	are revenue-generating businesses with primarily social objectives whose surpluses are reinvested for that purpose in the business or in the community, rather than being driven by the need to deliver profit to shareholders and owners.
Supply Chain	encompasses all activities, resources, products etc. involved in creating and moving a product or service from the supplier to the procurer.
Supply Chain Management Programme (Sustain)	is the APUC supply chain sustainability web portal, a central hub where sector suppliers can complete and store sustainability compliance data. The portal is the core supply chain sustainability tool supporting HE and FE institutions and their suppliers in delivering a transparent, environmentally positive, ethical and socially responsible supply chain
Supported business	means an economic operator whose main aim is the social and professional integration of disabled or disadvantaged persons, and where at least 30% of the employees of the economic operator are disabled or disadvantaged persons.
Supported employment programme	means an employment programme operated by an economic operator, the main aim of which is the social and professional integration of disabled or disadvantaged persons, and where at least 30% of those engaged in the programme are disabled or disadvantaged persons.
Sustainable Procurement	A process whereby organisations meet their needs for goods, services, works and utilities in a way that achieves value for money on a whole life basis and generates benefits, not only for the organisation but also to society, the economy and the environment.
Third-Party Expenditure	is calculated based upon the total value of invoices paid per annum, excluding VAT, to all suppliers for the purchase of goods and services. It is defined as including: goods – tangible products such as stationery, which are often also known as supplies. Services – provision of an intangible product such as refuse collection, elderly home care, whether carried out internally or externally. Works – including construction works and utilities – energy costs. It excludes employee costs, non-cash expenditure (e.g. depreciation), grants, trust payments and other non-controllable payments to other publicly funded bodies but should include spending on agency staff, capital expenditure and programme spend on commodities and services.