

Scotland Excel Procurement for Local Authorities: flexible frameworks

Scotland Excel is the Centre of Procurement Expertise for Scotland's local government sector.

What do they do?

- They use flexible frameworks that enable suppliers to bid for tenders under three different options: supply only, supply and distribution, distribution only.
- Suppliers aren't penalised if they can't supply a whole area.



What are the results?

- Suppliers unable to distribute their products can apply and be matched with suppliers who can distribute for them.
- One fish supplier in Aberdeen could only distribute to the Aberdeen region, but, working with a distributor, they now cover half the total supply for Scotland Excel's 32 local authorities.