



Opening up SME Opportunities through eProcurement

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<http://www.scotland.gov.uk/Topics/Government/Procurement/eCommerce>



Scotland in Context

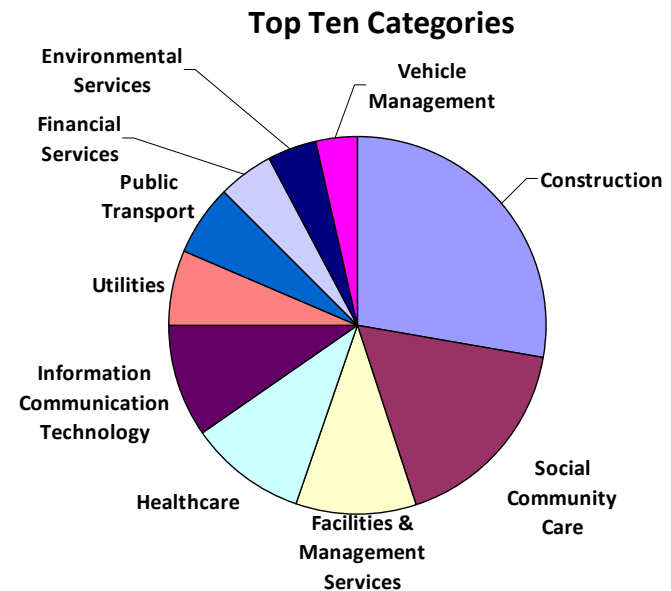
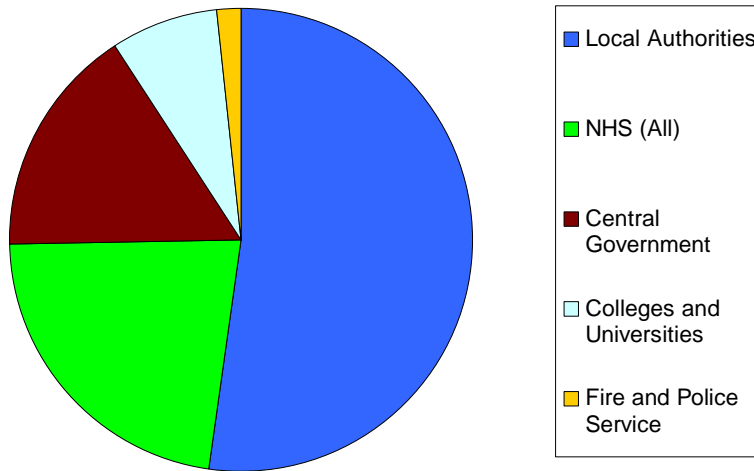


- Scottish People
 - 5.2m people
- Scottish Economy
 - £124b (€153b) GDP
 - £47b exports to Europe (including the rest of the UK)
- Scottish Parliament
 - Devolved Legislature
 - Scotland Act 1998
 - Powers not specifically reserved to UK are devolved



Public Procurement in Scotland

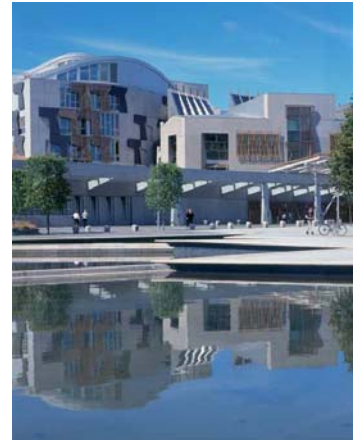
- Procurement is a devolved matter
- Public Contracts (Scotland) Regulations 2012
- £9.6b (€12b) spend





Successes

- £1.2b (€1.5b) Savings
- Influencing supply chain
- Delivering community benefits
- Broader contribution to the economy
- Engagement with SMEs
 - 45% spend
 - 75% contracts



Value for Money

- Procurement as an economic lever
- eCommerce as a strategic enabler

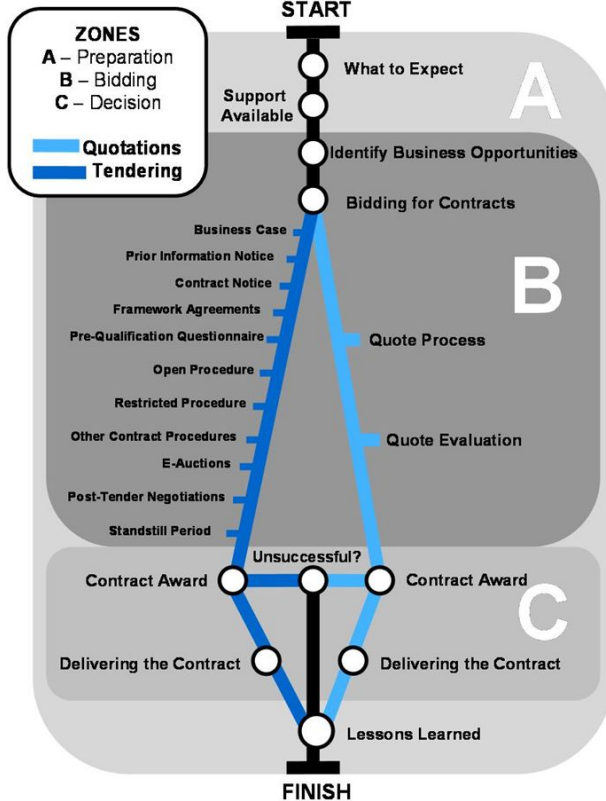


The Procurement Journey

Supplier

Buyer

Two perspectives on a single process



“The 'Journey' was so very helpful to our new organisation, very easy to read and gave real insight into our journey ahead!”

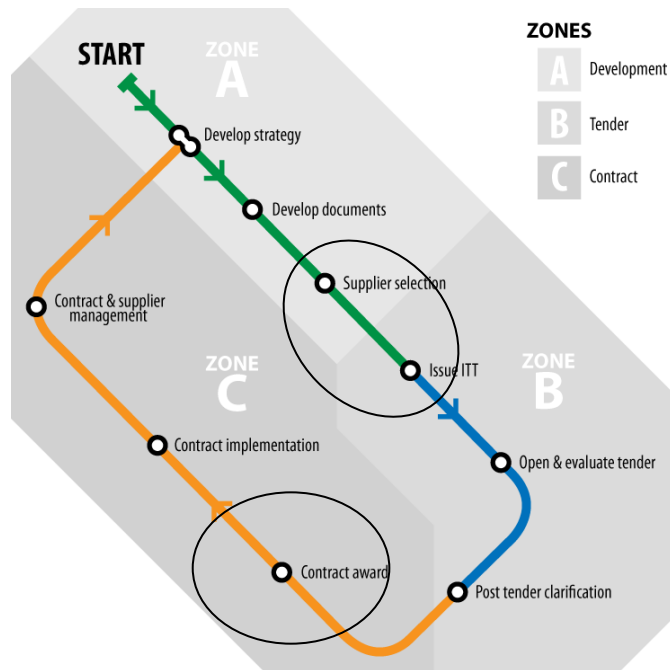
“The Procurement Journey an accessible, visually appealing insight into the way the procurement process works in practice.”

eCommerce Shared Service

Public Contracts Scotland

Improving access to public sector contracts

- Single advertising portal
- Over 62,000 subscribers
- Email notifications
- Low value quick quotes
- Subcontracting
- Contract awards



% of all SMEs Winning Contracts



Sub-contracting case study



Working with the public sector is an important element of our business, particularly when construction within the private sector is being affected by the current economic climate

Forth Crossing Bridge
Constructors Consortium



VIDEO TO BE EMBEDDED IN THIS SLIDE