



<b>MODULE</b>	<b>STRATEGIC PROCUREMENT AND QUALITY MANAGEMENT</b>
<b>LECTURER</b>	Alastair Merrill FCIPS, FRS
<b>LECTURE TITLE</b>	The Scottish Model of Procurement: public contracting as a strategic enabler of economic development and social change
<b>OBJECTIVES</b>	To outline the opportunities and challenges of public procurement as a strategic enabler of policy development and service delivery, using the example set by the Scottish Model of Procurement, with its focus on the social, economic and environmental aspects of sustainability in public purchasing.
<b>DESCRIPTION</b>	<p>The day will consist of six lectures, with opportunities for discussion and reflection. All timings are approximate.</p> <p><b>Session 1 (08.30-9.50) Out of the shadows – how Scotland repositioned Public Procurement as a strategic enabler of economic growth and social change</b></p> <ul style="list-style-type: none"> <li>• Case study of design and delivery of procurement reform in Scotland</li> <li>• Understanding of the Scottish context – country, economy and government</li> <li>• Introduction to the Scottish Model of Procurement</li> <li>• Give background context and definitions for further sessions</li> </ul> <p><b>Session 2 (10.10-11.30) Value beyond savings (how Scotland is using public procurement to promote social and economic good);</b> <b>Learning outcomes</b></p> <ul style="list-style-type: none"> <li>• Legal framework of Sustainable Procurement Duty – value beyond savings</li> <li>• How sustainability is delivered – tools and processes, lifecycle costing</li> <li>• Discussion on the opportunities, challenges, risks of sustainable procurement based on case studies on social, economic, environmental sustainability in practice.</li> </ul> <p><b>Session 3 (13.00-13.45) Capturing hearts and minds – securing the support of different stakeholders in the public procurement ecosystem in Scotland</b> <b>Learning outcomes</b></p> <ul style="list-style-type: none"> <li>• Different perspectives and priorities of different stakeholders in procurement ecosystem</li> <li>• Techniques for overcoming scepticism and making procurement matter</li> <li>• How to sustain interest and pace</li> </ul> <p><b>Session 4 (13.50-14.30) e-Procurement as a strategic enabler</b> <b>Learning outcomes</b></p> <ul style="list-style-type: none"> <li>• Role of e-procurement in underpinning procurement reform</li> <li>• How digital advances are changing the profession</li> <li>• Opportunities and challenges ahead.</li> </ul>



**Session 5 (14.45-15.30) Lessons from Covid – procurement in a crisis situation**

**Learning outcomes**

- How the pressures and demands of letting contracts in emergency situations differ from “normal procurement”
- How to get ahead of the curve and prepare for when a crisis hits
- How to cope in a crisis situation and manage the risks to successful and defensible procurement.

**Session 6 (15.40 -16.00) Conclusion Forward look – procurement after Covid**

**Learning outcomes**

- Impact of Covid 19 on traditional approaches to procurement and supply chain management
- Key shifts in priorities from cost saving to building resilience
- The opportunities, challenges and responsibilities for leaders in public procurement to support social and economic recovery.

**CLASS  
MATERIAL**

Scottish Government procurement portal

<https://www.gov.scot/policies/public-sector-procurement/>

Sustainable procurement guidance

<https://www.gov.scot/collections/sustainable-procurement-guidance/>

Annual procurement reports from public sector bodies

<https://www.gov.scot/publications/public-sector-annual-procurement-reports-2020/>

The Procurement Journey website

<https://www.procurementjourney.scot>

Public Contracts Scotland website

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

Procurement activity report 2018-19

<https://www.gov.scot/publications/annual-report-procurement-activity-scotland-2018-19/>

Peter Smith: Bad Buying (Penguin, 2020)

<https://www.penguin.co.uk/books/316/316554/bad-buying/9780241434598.html>