

Gender and Equality in Public Procurement: Perspectives from Scotland

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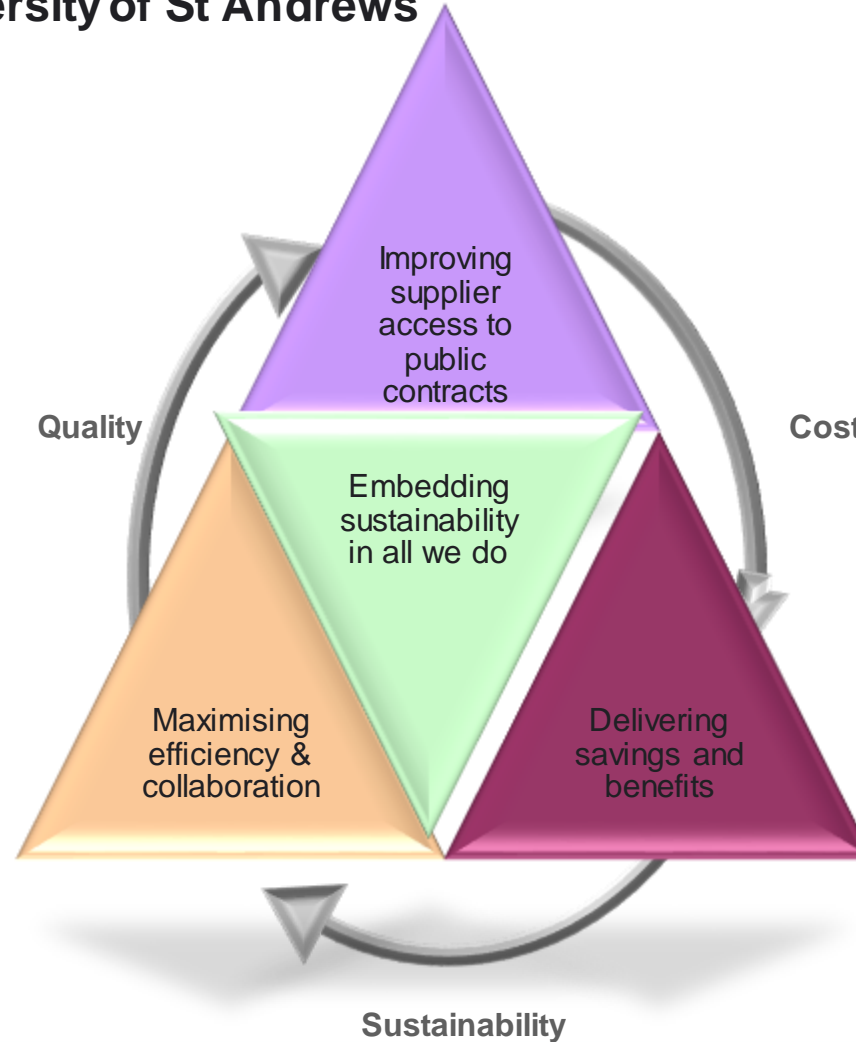
Vice-Principal for Governance, University of St Andrews

Scottish Model of Procurement

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- Direct preferential treatment of WLSMEs not allowed under EU law
- Social, economic, environmental aspects of sustainability
- SMEs, not for profit
- Equality and diversity criteria



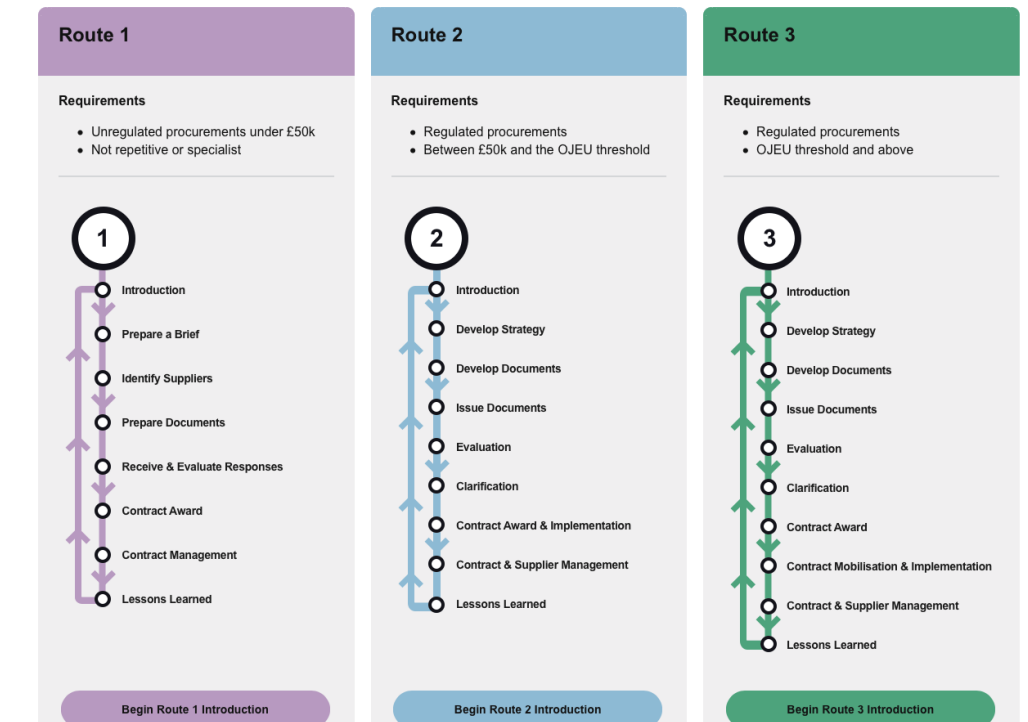
- Business friendly: Socially responsible
- Sustainable outcomes not outputs

- **Government led**
- **Public sector owned**
- **In partnership with business**

“Value beyond savings”

Overcoming barriers: Public Procurement

- Culture Change – outputs to outcomes
- Value beyond savings
- Targets – benefits and limitations
- Market engagement – spend analytics
- Standardising systems and processes
- E-Commerce strategy
- Building capability – specialist services
- Encouraging innovation
- Toolkits
- Supplier development
- Transparency and public reporting
- Common approach

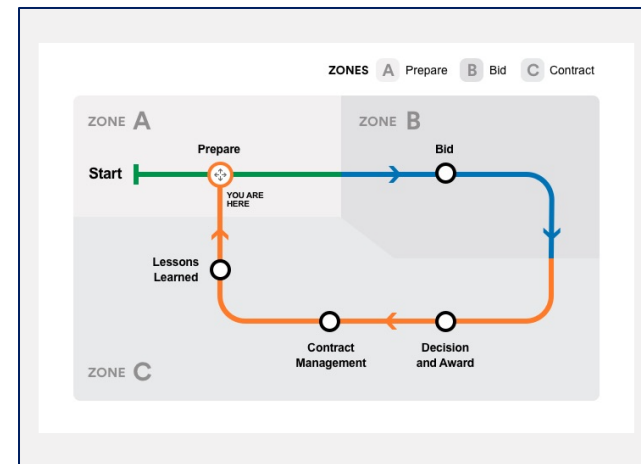


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Overcoming Barriers: Supplier Engagement

WLSMEs face similar barriers to small businesses, start-ups, social enterprises in UK

- Culture change – mindset
- Nature of business - WLSMEs less high tech, smaller scale
- Barriers to entry – turnover, prequalification
- Accessibility of opportunities
- Access to finance
- Access to training, mentoring
- Sub-contracting as well as direct opportunities
- Self help networks
- Meet the buyer events
- Supplier Journey toolkit; Supplier Development Programme



www.supplierjourney.scot



<https://www.sdpscotland.co.uk/>

Conclusions: how can you make a difference?

- Design procurement to deliver outcomes not outputs
- Understand the market and structure ITTs to appeal to target groups - women or minority led businesses
- Engage with suppliers to understand the obstacles they face
- Co-produce ways to remove the barriers
- Use the tools of modern procurement to simplify, streamline, standardise processes
- Increase transparency – make contracting opportunities accessible, report progress against targets
- Have confidence in the power of procurement – to change society, to change lives