



A GUIDE TO OUR  
**Added Value  
Services**

We are the Scottish Procurement Alliance (SPA), Scotland's largest free to join, not for profit framework provider.

Since we were formed in 2016, we have grown to become the procurement provider of choice for many Scottish public sector organisations recognised for our distinct commitment to communities.

Whilst bringing quality, innovative solutions, that support the delivery of crucial projects promptly and compliantly, simplifying the procurement process for our public sector partners.

We are part of the LHC Procurement Group, which has been operating for close to 60 years recognised as one of the UK's oldest and most respected public sector procurement providers. Within the group are 5 regional business units each with the purpose of developing solutions that reflect localised public sector needs and challenges. The insight acquired from partners locally and nationally is compiled to develop comprehensive and fit for purpose solutions.



# Hello! Welcome.

In addition to the frameworks SPA provides, all SPA partners have free and unlimited access to a host of added value services developed to drive efficiencies and assist partners in making clear and informed decisions.

These services are also available to companies appointed to our frameworks with most of these offered free of charge. This brochure will help to explain the services available within our Added Value Services programme.

## We are trusted by over 120 public sector organisations

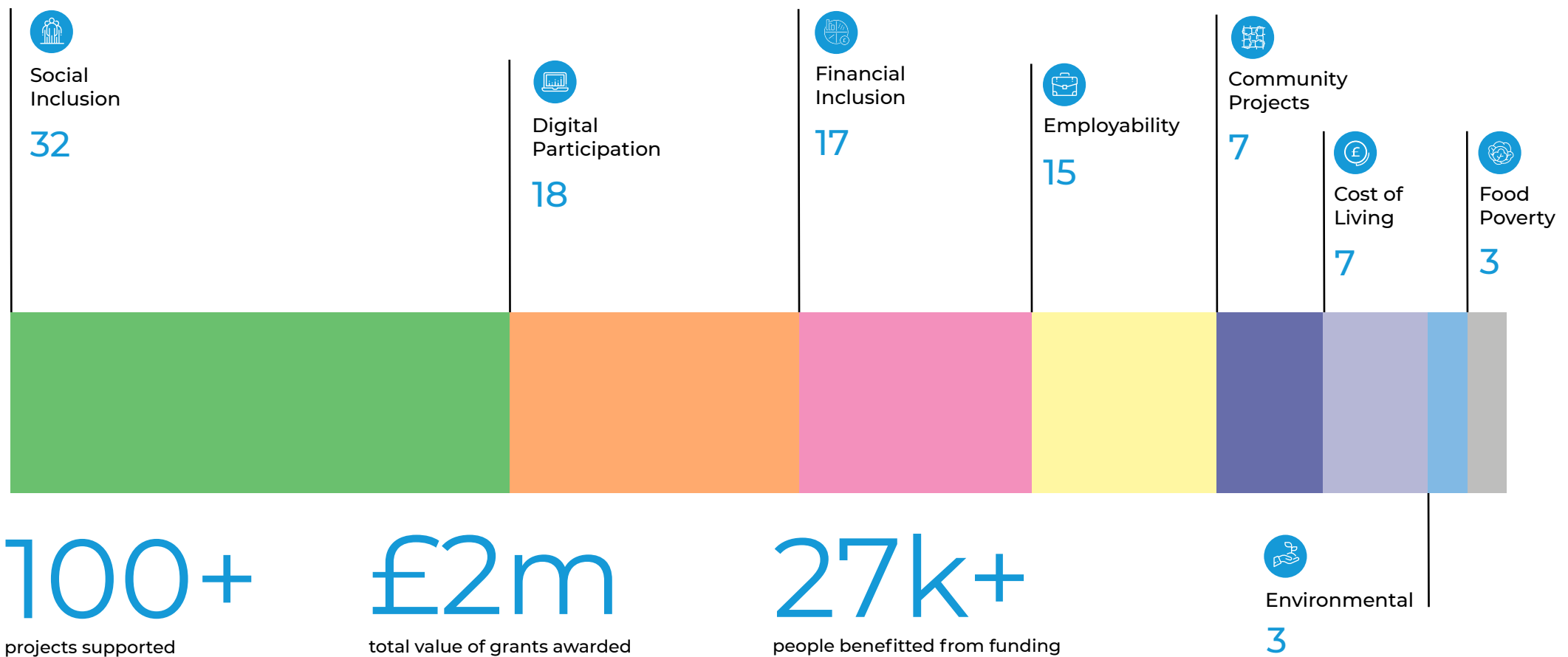
- Local authorities
- Housing associations
- Small co-operatives
- Blue light services
- Education providers
- Other Public bodies



With the help of Lintel Trust we are accelerating the regeneration of places and helping people reconnect through the SPA Community Benefit Fund.

SPA is committed to developing leading-edge and regionally focused procurement solutions that meet the evolving needs of the public sector. To achieve this, we have a regional committee formed of experienced procurement, development and senior executives within housing associations and local authorities.

The committee meet regularly to discuss current market challenges, share knowledge on areas of interest and provide feedback on framework proposals alongside a host of other topics. Their diverse expertise is instrumental in ensuring our solutions are not only fit for purpose today, but also adaptable to accommodate technological advancements and changing requirements.



Uniquely, all elected committee members are active users of our suite of procurement solutions, fostering a deep understanding of our solutions and placing them in a strong position to provide valuable and meaningful contributions and discussions.

As a token of appreciation for their dedication, each committee member is eligible to apply for £10,000 awarded annually. This grant is awarded through the SPA Community Benefit Fund which is managed and distributed through our partnership with Lintel Trust. Since 2017, the CBF has granted over £2million to more than 100 community groups. The fund has been used to help tackle issues such as social isolation, poverty, employability, and environmental improvements.

# What do we mean by Added Value Services

The Added Value Services programme has been developed to enhance the procurement solutions we offer, by providing services which compliments the existing framework offering and is flexible to requirements.

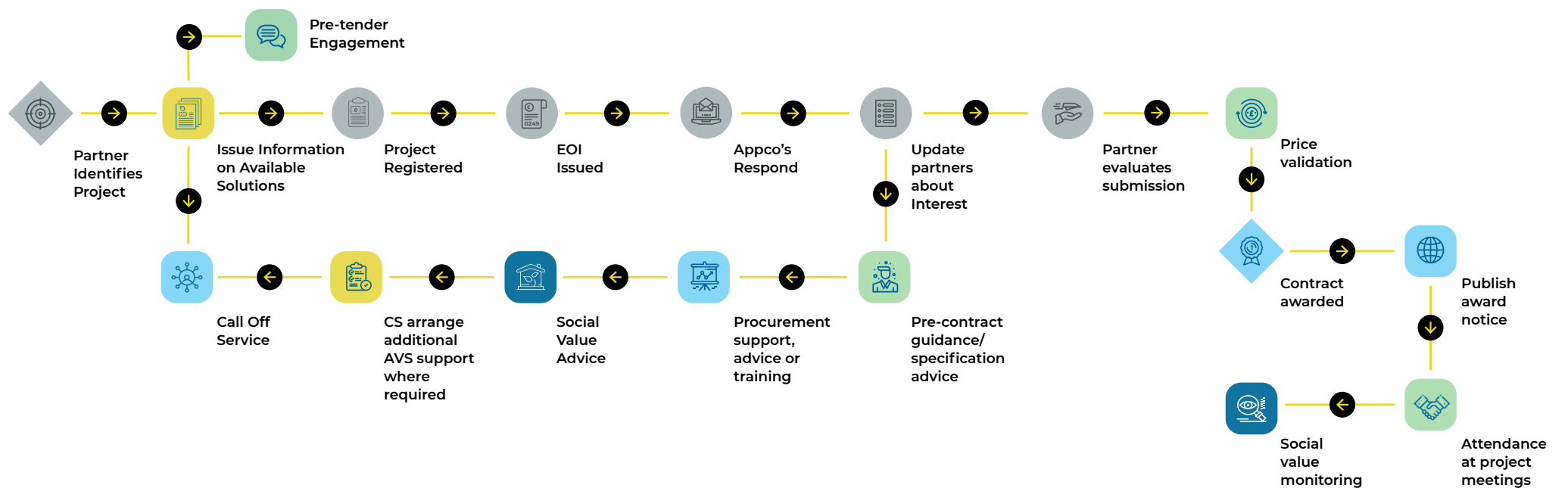
By tapping into the wealth of knowledge and experience within our team, partners and appointed companies can confidently make well-informed decisions, drawing on our expertise in procurement intricacies, technical nuances, and social value considerations. This support is free to access for all partners.

All companies that have been appointed to our frameworks can also benefit from the range of added value services available.

- 01 Client Support
- 02 Procurement Guidance
- 03 Technical Support
- 04 Call Off Service
- 05 Lintel Trust
- 06 Social Value Strategy

## The journey of using our Added Value Services

- Procurement
- Technical
- Social Value
- Client Support
- Corporate Services







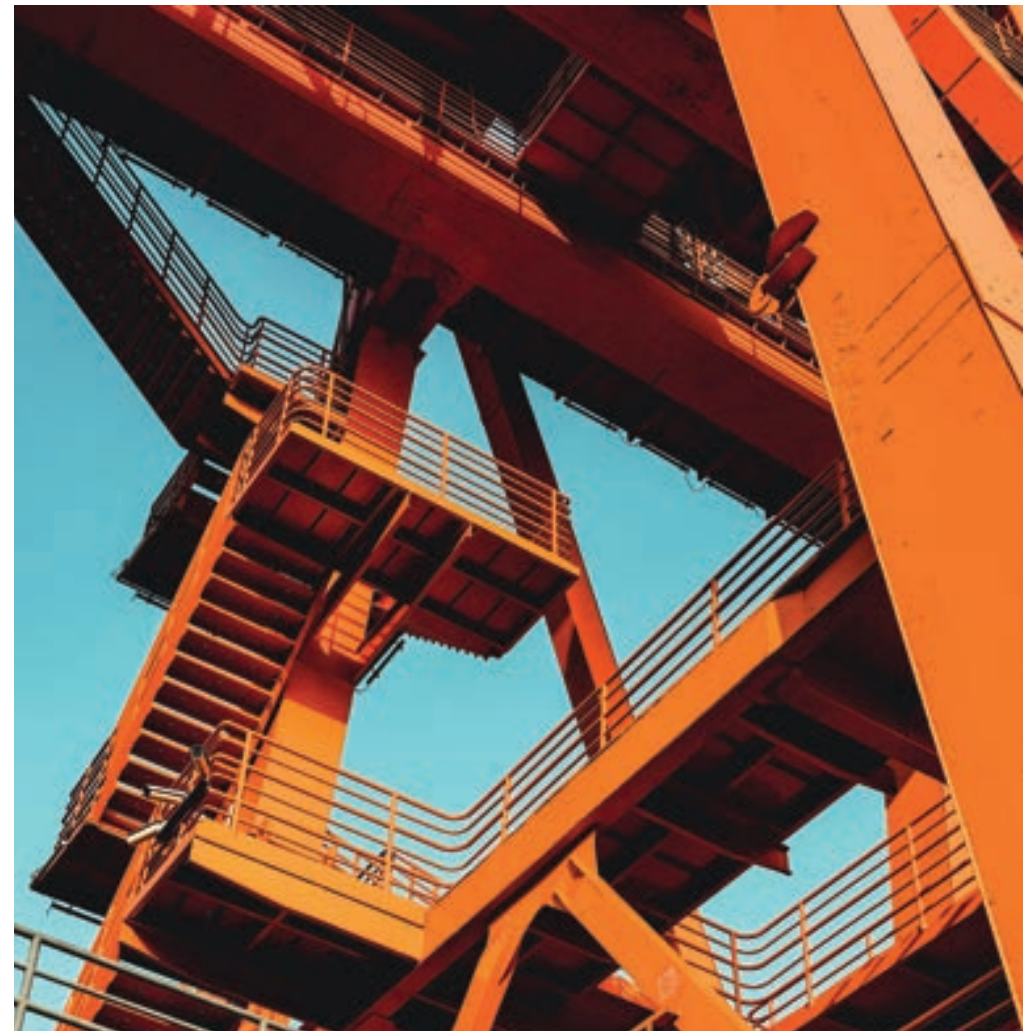
Maximising partner success through expert support and guidance is at the heart of our commitment championed throughout our team but especially by our Client Support team.

Each partner benefits from the unwavering support of a regionally assigned Client Support Manager equipped with expert knowledge on all aspects of our solutions.

Highlighting the personalised nature of our approach they leverage their extensive knowledge to ensure a tailored and insightful experience, identifying unique support options that can add extra value to the process.

From matching specific frameworks requirements to obtaining regular project updates and addressing queries alongside identifying alternative branches of support leveraging our extensive programme of added value services. Ensuring our partners have a fluid, informed and positive experience, building long-term partnerships through shared success.

Partner	Appointed Company
Regionally assigned Client Support Manager	Engaging with appointed companies on current and future projects
Matching framework solutions to project requirements	Early engagement prior to and post project registration
Early engagement prior to and post project registration	Promoting collaboration between appointed companies and partners
Addressing framework queries and sharing supporting documentation	Ongoing framework management support
Identifying and arranging additional support	



Tackling the procurement landscape can be a laborious and difficult task that varies from one project to the next.



It's a complex undertaking for many organisations, with some finding it harder than others which is why utilising the expertise of our procurement experts can support your organisation with a variety of unparalleled advice, guidance and training to ensure you can navigate the complexities with precision and confidence.

From the initial options appraisal stage to the formal award of contracts, our procurement experts provide best practice support tailored to your unique needs. Our team goes beyond the conventional, offering in-depth training sessions and guidance to empower you and your organisation with the knowledge and tools necessary to make informed decisions.

Partner	Appointed Companies
Group or individual bespoke best practice procurement training	Providing advice on how to bid for our frameworks and informing them of the process
Identifying the best route to market (ie direct award vs mini comp and use of Call Off Service)	Support with DPS applications
Procurement advisory service	Procurement advisory service
Early Supplier Involvement (for mini comp projects)	Early Supplier Involvement (for mini comp projects)
Publishing Contract Award Notices	Support with e-tendering platform including registration and how to use it



We actively choose to work with SPA because they make the procurement journey both easy and accessible for us. As with any large capital project, we seek to achieve best value for money and SPA help us explore the various routes open to us, clearly explaining the benefits of each to allow us to make an informed decision. Using SPA gives us the confidence and assurance that we are doing what we should be doing, whilst still providing value for money for our tenants.

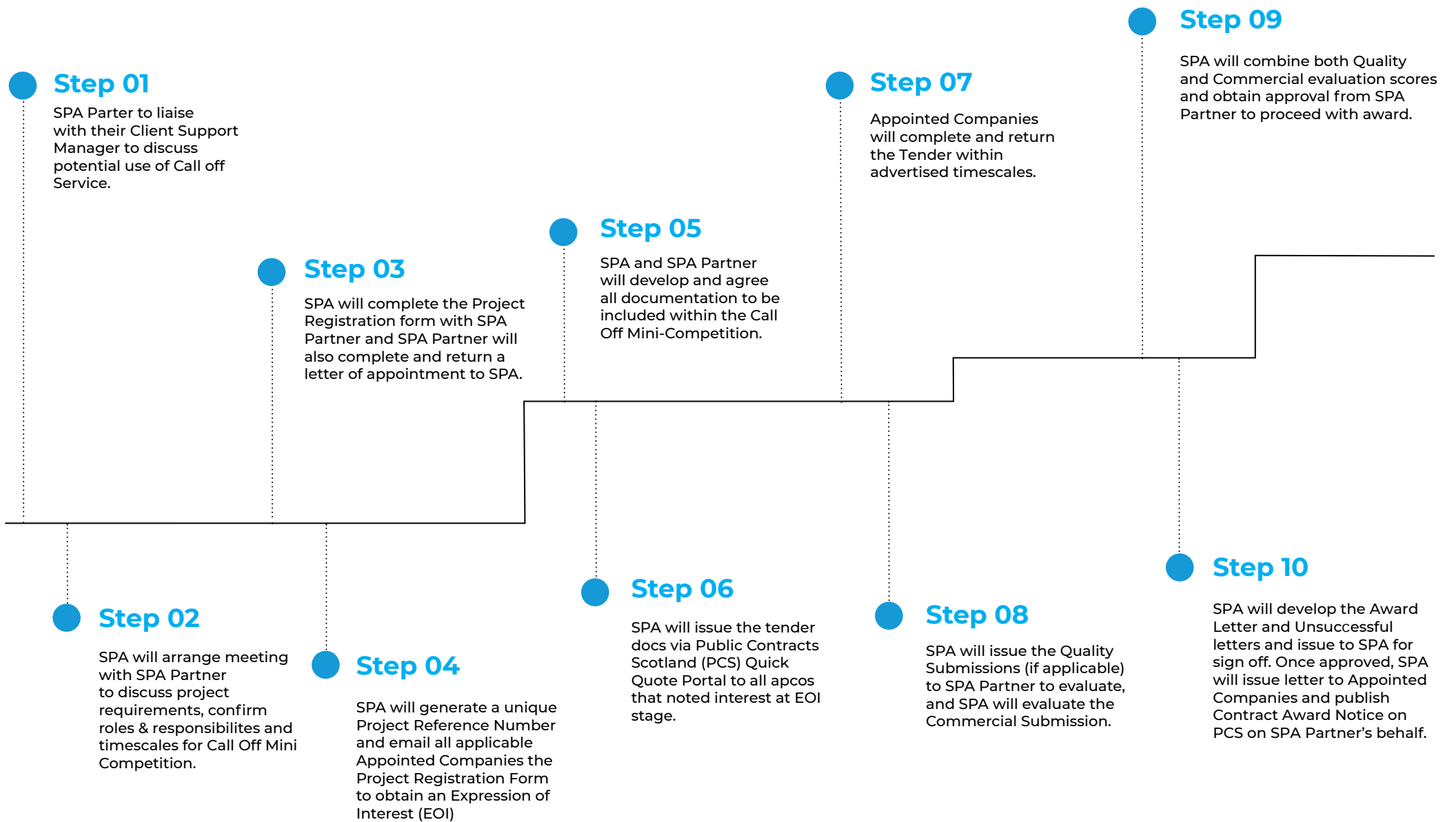
**Larke Adger**  
 Chief Executive Officer,  
 West Granton Housing Co-Operative



Acting as an extension of your team, our team seamlessly manage the call off Mini Competition process which includes developing documentation, running mini competitions, drafting award letters, publishing notices and handling administrative tasks associated with calling off from a framework with utmost efficiency.

Designed to simplify and enhance the experience when using our procurement solutions.

Flexible in its approach, organisations can choose to perform elements of the process themselves or allow SPA to manage the entire procurement with input from the partner organisation. Offering this level of flexibility allows organisations of all sizes to utilise the service as it caters to the varying needs of each organisation, providing a solution that matches varying demands. The service is available on selected frameworks.





We found the SPA team to be very helpful, our Client Support Manager was attentive and responsive to all of our questions and assisted us throughout explaining each stage thoroughly which had a positive impact on our experience. Having the technical support and representation at the pre-start and progress meetings helped us to stay on schedule and to budget, it also helped us to make key decisions utilising SPA's collective knowledge and expertise.

Molendinar Park  
Housing Association



Partner	Suppliers
Specification advice	Providing information on how to access and bid for frameworks
Pre contract guidance	Specification and framework guidance
Attendance at project meetings	Pre contract guidance
Price verifications	Conduct pre-tender/early engagement sessions
Conduct pre-tender/early engagement sessions	Ongoing project support
Ongoing project support	Ongoing framework management support

Each project undertaken is completely unique and from a technical perspective this can present unforeseen challenges.

Having a team at your disposal that are well versed in handling complex operations is value that simply cannot be underestimated.

Our team's expertise and knowledge form the cornerstone of our approach, coupled with well-established relationships with appointed companies.

Partners can obtain valuable advice and guidance tailored to their project. The technical offering is vast and covers guidance on project scope and specification advice to conducting price verifications and attendance at project meetings.





For almost 45 years, Lintel Trust has been the voice of thriving Scottish housing communities amplifying the importance of community investment and meaningful community benefits.



By helping residents gain access to local support services and providing small grants to grassroots social groups and activities, residents are enabled to maintain their tenancies, engage in social activities, develop valuable skills, and strengthen their sense of belonging to their community. Lintel Trust empowers residents to improve their lives and actively participate in community life.

Joining SPA and the wider LHC Procurement Group in 2021 further expanded Lintel Trust's impact.

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#### Partner

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Manages, delivers and reports on the SPA Community Benefit Fund

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Assists partners by directing them to match funding opportunities where possible

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Offers advice and support to locate community projects eligible for the SPA Community Benefit Fund

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Provides community benefit advice and support

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Assists in social value measurement and promotion

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Through the collaborative approach the partnership has enabled the provision of comprehensive social value services to both partners and appointed companies, leading to tangible benefits for communities across Scotland.

From identifying suitable community benefits for a project to offering practical advice on social value measurement and locating match funding opportunities. Even if you want a second opinion or simply a sounding board, the team at Lintel Trust are ready to offer insightful recommendations and guidance.



**SPA funding has meant Paisley HA were able to extend digital access and crisis support for our residents moving from homelessness, giving them a good start in their tenancies.**

**Alan Graham,**  
Paisley Housing Association





At SPA our mission and that of our parent LHC Procurement Group is to improve lives and places through quality procurement solutions, a crucial aspect of this mission lies in the positive societal impact generated from our procurement solutions and the delivery of our Community Benefit Fund.

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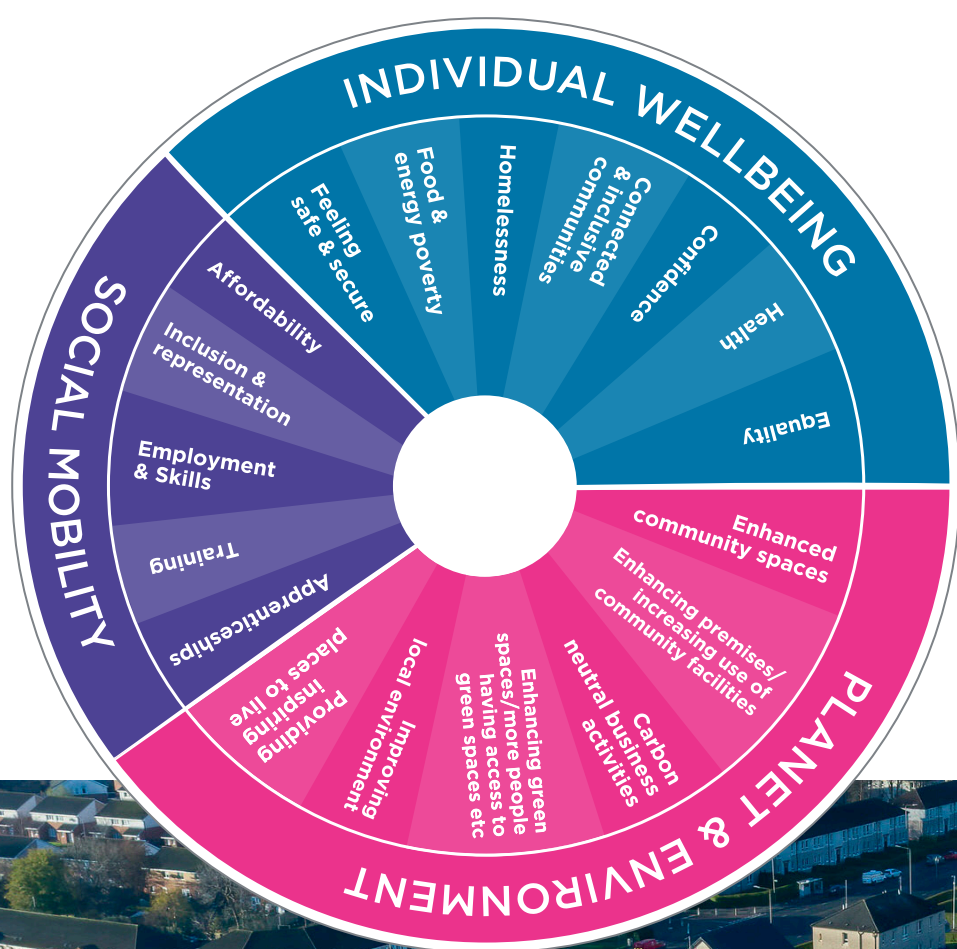
## Social Value Strategy

Building on this commitment in 2024, the group published its three-year social value strategy to compliment the procurement activity achieved from its extensive range of frameworks and added value services. Following extensive engagement with employees, public sector organisations and our supply chain three priorities were identified covering social mobility, individual wellbeing and planet and environment.

The social value priorities are areas that we have a handle on and are well placed to offer support and address these priorities. The priorities will be mobilised through three key impact areas which align with the effectiveness of our solutions, the community benefit fund and the availability of our employees through community volunteering.

For an organisation of our size, the grant awarded through the Community Benefit Fund is significant. The fund has assisted us in developing a community-centred strategic approach focused on providing wide-ranging benefits for the residents of this community by improving derelict spaces and driving the greening and flowering of Hawthorn. The funding has played a significant part in giving us the freedom to turn these ambitions into action and to develop a long-term strategic approach to developing this community.

Colin Turnbull,  
Director, Hawthorn Housing Co-Operative



In coordination with the group social value strategy our partnership with Lintel Trust adds real focus on supporting community benefits and driving positive societal impact. This partnership enables access for public sector partners and appointed companies to gain relevant and effective social value advice to build on their social value and community growth interests.

This tailored advice offered by Lintel Trust will ensure community benefits are relevant, proportionate to contract size, and address the specific needs of the communities that are being served through procurement activity.

